



Request for proposal:

FIERCE

1. Overview of EIT RawMaterials

EIT RawMaterials is a ‘Knowledge and Innovation Communities’ (KICs) created by the European Institute of Innovation and Technology (EIT), aimed at promoting innovation in the raw materials sector across Europe. Established in 2015, EIT RawMaterials works to secure the sustainable supply of raw materials to the European industry by driving innovation, education, and entrepreneurship along the entire raw materials value chain.

We are a knowledge-driven business and a catalyst for industrial progress. Our offerings leverage our expertise and that of our network – the world's largest network in the raw [and advanced] materials sector – which includes companies at every stage of evolution, from start-ups to market leaders, along with leading international universities, research organisations, and top experts and future talent from the sector.

Our activities span from mining and mineral processing to material recycling and substitution, focusing on increasing resource efficiency and fostering a circular economy.

We inform policy, apply knowledge, accelerate innovation, create opportunity, and unlock commercial value – for our partners and customers throughout the raw materials value chain to develop the raw materials sector as a strategic strength and foundation for a secure, sustainable future for Europe.

Our offerings are designed to help our partners and industry to be part of Europe’s strategic agenda to ensure supply chain security and make the ‘Green New Deal’ a reality that benefits the people of Europe and partner nations.

For more information about our company please visit the following website:

<https://eitrawmaterials.eu/>

2. Scope of work

2.1. General Objectives

The activities covered by this contract fall within the framework of WP2 – Task 2.2, WP3 – Task 3.1, and WP4 – Task 4.1 of the Horizon Europe FIERCE project.

- **Task 2.2:** Development of an open version of the RawMatCop Academy, to serve as a comprehensive learning platform on the use of Copernicus data for the raw materials sector.
- **Tasks 3.1 and 4.1:** Implementation of Advisory Services for SMEs, during two support rounds:
 - First Advisory Period: December 2025 – March 2026 (approx. 100 SMEs selected).
 - Second Advisory Period: April – July 2026 (approx. 40 SMEs selected).

According to current consortium estimates, EIT RawMaterials will support around 19 SMEs in the first round and 8–9 SMEs in the second round. Each SME will receive two advisory packages of 10 hours each (20 hours total).

The external experts are expected to design and deliver training and advisory services on the following

topics:

- Advisory1: Earth Observation for mineral exploration
 - Sub-Advisory 1.1: Earth Observation for re-valorization of mining waste (tailings and stockpiles).
- Advisory 2: Environmental monitoring of mining activities

Note: The exact number of SMEs allocated to EIT RawMaterials is indicative and based on an estimated even distribution among project partners. The final number will depend on the choices made by SMEs during the selection of advisory services.

2.2. Detailed Scope of Work

WP2 – Task 2.2 RawMatCop Academy Adaptation for FIERCE

The selected external experts will be responsible for creating advanced-level learning materials on topics related to remote sensing in Earth Observation, as using existing RawMatCop Academy materials as a foundation, designed for audiences already familiar with technologies and services in the critical raw materials sector.

Specifically, the experts will:

1. Design at least four learning materials that go beyond introductory material in the RawMatCop Academy and reflect more in-depth and applied insights.
 - a. Learning items may be delivered in various formats (e.g. videos, PDFs, interactive modules, or presentations), provided they remain advanced-level, informative, and self-contained.
2. Ensure that adaptations do not directly duplicate commercially available RawMatCop Academy content but provide value-aligned educational resources for open-access dissemination.
3. Ensure all materials are self-contained and informative on their own, requiring no additional course context, and suitable for open-access dissemination.
4. Comply with FIERCE branding and EIT Raw Materials video production guidelines.
5. Deliver all agreed materials at once by the deadline established in the contract.
6. Agree that the learning materials will be made available as open-access content within the FIERCE project.
 - a. Agree that EITRM retains the right to use and distribute the content beyond FIERCE for educational, research, and capacity-building purposes while ensuring compliance with its existing RawMatCop Academy commercialization strategy.
7. The expert shall have no ongoing responsibilities after the final delivery of the agreed material for this work package.

WP3 – Task 3.1 and WP4 – Task 4.1

The selected external experts will be responsible for the preparation and delivery of three advanced thematic advisory services within the FIERCE project:

- Advisory1: Earth Observation for mineral exploration
 - Sub-Advisory 1.1: Earth Observation for re-valorization of mining waste (tailings and stockpiles).
- Advisory 2: Environmental monitoring of mining activities

Each service will be structured as a 10-hour support package per SME, consisting of both a live Masterclass and one-on-one tailored advisory.

Specifically, the external experts will:

1. Design and deliver one Masterclass per topic:
 - Prepare tailored slides and training content.
 - Deliver 2-hour live online Masterclass sessions for groups of SMEs (typically 10–12 participants per session).
 - Adjust content to reflect the needs and profiles of the SMEs.
2. Provide personalized 1:1 advisory for each SME (7 hours per SME):
 - Conduct a desk review of the SME's business, technology, and innovation potential (2 hours).
 - Prepare tailored materials and guidance (3 hours).
 - Lead a 1-hour advisory session (1 hour).
 - Offer follow-up support and written documentation (1 hour).
3. Participate in a coordination meeting at the start of the advisory period to align methodology and reporting expectations with EIT-RawMaterials and the FIERCE project management team.
4. Provide brief documentation for each SME supported, including a summary of the topics discussed, resources shared, and follow-up recommendations.
5. Ensure alignment with the overall FIERCE methodology and timeline. All services must be delivered between December 2025 and March 2026 for the first advisory period. While from April-July 2026 for the second advisory period.

The total time effort required for the three advanced thematic advisory services is estimated at approximately 190 hours, including both live interactions and preparation time, covering an estimated 19 supported SMEs. The same structure will be replicated during the second advisory period (March–July 2026), with an estimated 90 hours of total effort across the three thematic areas, as EIT RawMaterials is estimated to support around 9 SMEs.

Note: The exact number of SMEs allocated to EIT RawMaterials is indicative and based on an estimated even distribution among project partners. The final number will depend on the choices made by SMEs during the selection of advisory services.

3. Proposal Process

3.1. Participation

Participation in this proposal procedure is open to all tenderers.

All participants must sign the Tenderers' declaration form attached and submit it with the proposal.

Please note that the tenderer may not modify the text, it must be submitted signed as provided by EIT RawMaterials attached to this request for proposal document.

3.2. Submission of proposal

EVENT	DATE (Calendar dates)
Publishing the RFP on EIT RawMaterials website	16/10/2025
Deadline for requesting clarification from EIT RawMaterials	21/10/2025
Deadline for submitting proposals	22/10/2025
Intended date of notification of award	24/10/2025
Intended date of contract signature	28/10/2025

Proposals must be emailed in English to the following address:

Contact name: for the attention of **Michele Rubino**

E-mail: michele.rubino@eitrawmaterials.eu

The proposal shall contain:

- the technical response to the requested services (section 2).
- the financial offer (the price for the services.) The financial offer must be presented in Euro. Prices must be indicated as net amount + VAT.
- Information on GDPR compliance, if applicable.
- an indication of supplier's insurance coverage. The proposal must specify whether the supplier has taken out a company liability insurance and/or professional liability insurance including the maximum amount of coverage in Euro per event per insurance.
- Tenderers' declaration form.

Proposals must be concise and clear. The tenderer's proposal will be incorporated into any contract that results from this procedure. Tenderers are, therefore, cautioned not to make claims or statements that they are not prepared to commit to contractually. Subsequent modifications and counterproposals shall, if applicable, also become an integral part of any resulting contract.

The tenderer represents that the individual submitting the natural or legal entity's proposal is duly authorized to bind its entity to the proposal as submitted. The tenderer also affirms that it has read the instructions to tenderers in this rfp document and that it has the experience, skills and resources to perform, according to conditions set forth in this proposal and the tenderers' proposal.

3.3. Requests for additional information or clarification

In case the tenderers are in need of additional information or clarification, please address it to the address below. All information requested or answered may only be done through written communication – email only. All questions should be sent prior to the deadline for requesting clarification as specified in section 2.2.

Contact name: for the attention of **Michele Rubino**

E-mail: michele.rubino@eitrawmaterials.eu

3.4. Validity of the proposals

Tenderers are bound by their proposals 90 days after the deadline for submitting proposals.

3.5. Costs for preparing proposals

No costs incurred by the tenderer in preparing and submitting the proposal are reimbursable. All such costs must be borne by the tenderer.

3.6. Ownership of the proposals

EIT RawMaterials retains ownership of all proposals received under this procedure. Proprietary information identified as such, which is submitted by tenderers in connection with this procurement, will be kept confidential.

The potential or actual supplier should accept that during the implementation of the contract and for four years after the completion of the contract, for the purposes of safeguarding the EU's financial interests, EIT RawMaterials may transfer the proposal and the contract of the supplier to internal audit services, to the European Court of Auditors, to the Financial Irregularities Panel or to the European Anti-Fraud Office.

3.7. Clarification related to the submitted proposals

After submission, proposals shall be reviewed for compliance with formal requirements as set forth in this RfP document. Where information or documentation submitted by the tenderers are or appears to be incomplete or erroneous or where specific documents are missing, EIT RawMaterials may request the tenderer concerned to submit, supplement, clarify or complete the relevant information or documentation within an appropriate time limit. All information requested or answered may only be done through written communication – email only.

3.8. Negotiation about the submitted proposal

After reviewing the formal compliance of the tenders, EIT RawMaterials may negotiate the contract terms with the tenderers. In this negotiation EIT RawMaterials will request all tenderers to adjust the proposal or specific sections of the proposal within an appropriate time limit. In case of negotiations, EIT RawMaterials shall provide further information about the proceedings and timing.

3.9. Evaluation of proposals

Each proposal will be evaluated in accordance with the below mentioned award criteria. The award criteria will be applied in accordance with the requested services indicated in section 2 of this RfP document.

Technical criteria	Points
Demonstrated expertise in Earth Observation for the mining sector, including the use of Copernicus data. <i>Evaluation will consider the depth of technical knowledge, relevance of previous EO applications in mineral exploration, environmental monitoring, or mining waste re-valorization.</i>	40
Proven experience in developing and delivering educational or capacity-building initiatives related to Earth Observation. <i>This includes experience in designing learning materials, managing training programs, and conducting live or online sessions.</i>	20
Track record of participation in EU-funded or similar international projects. <i>Assessment based on the relevance of prior roles and responsibilities within such projects.</i>	10
<i>Total score for technical criteria</i>	70
Financial criterion	
Offered price <i>Lowest offered price shall receive the highest score</i>	30
<i>Total score for financial criterion</i>	30
Total maximum score	100

3.10. Signature of contract

The successful and unsuccessful tenderers will be informed in writing (via email) about the result of the procedure.

For the contract the Service Agreement (Annex 2) shall apply. Any change desired by the tenderer in the provisions of this Service Agreement needs to be communicated to EIT RawMaterials as part of the proposal. Significant changes are likely to lengthen the tender procedure, making it less likely that the Service Agreement can be signed in time.

The signing of the Service Agreement after the award of the contract is for declaratory and documentation purposes only.

3.11. Appeals/complaints

Tenderers believing that they have been harmed by an error or irregularity during the tender procedure may file a complaint. Appeals should be addressed to EIT RawMaterials. EIT RawMaterials is only able to address complaints before the contract is awarded to the successful tenderer.

3.12. Cancellation of the procedure

EIT RawMaterials reserves the right to suspend or cancel the procedure, where the procedure proves to have been subject to substantial errors, irregularities or fraud. If substantial errors, irregularities or fraud are discovered after the award of the contract, EIT RawMaterials may refrain from concluding the contract.

In the event of cancellation of the procedure, EIT RawMaterials will notify the tenderers of the cancellation. In no event shall EIT RawMaterials be liable for whatsoever, including, without limitation, damages for loss of profits, in any way connected to the cancellation of the procedure.

3.13. Ethics clauses / Corruptive practices

The supplier shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests'). He should inform EIT RawMaterials immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

Furthermore, the supplier acknowledges and accepts the Code of Conduct of EIT RawMaterials which can be downloaded via www.eitrawmaterials.eu.

***Annexes***

Annex 1: Tenderers' Declaration form

Annex 2: Service Agreement