



REQUEST FOR PROPOSAL:
Open call for the provision of support for EIT RawMaterials
Venture Forum 2022 within EIT RM Summit 2022
(“EIT RM Venture Forum 2022”)

1. Request for Proposal (RFP)

EIT RawMaterials invites you to respond to this Request for Proposal (RfP) “EIT RM Venture Forum 2022”.

2. Introduction to EIT RawMaterials

Europe is home to world leaders in manufacturing, game changing innovative technologies and an entrepreneurial infrastructure that can boost the transition to a resource-efficient and sustainable society. A sustainable supply of raw materials is vital for both this transition and for Europe's industrial activity.

EIT RawMaterials, initiated and funded by the EIT (European Institute of Innovation and Technology), a body of the European Union, is the largest and strongest consortium in the raw materials sector worldwide. Its mission is to develop raw materials into a major strength for Europe by boosting competitiveness, growth and attractiveness of the European raw materials sector via radical innovation, new education approaches and guided entrepreneurship.

EIT RawMaterials unites more than 120 partners – academic and research institutions as well as businesses – from more than 20 EU countries. Together we collaborate on finding new, innovative solutions to secure the supply of the raw materials and improve the sector all along the value chain – from extraction to processing, from recycling to reuse.

The vision of EIT RawMaterials: To develop raw materials into a major strength for Europe' will be realized by integrating knowledge from industry, higher education and research and by engaging stakeholders from the entire raw materials value chain. EIT RawMaterials will promote increased resource efficiency and the improvement of processes and products, support the introduction of new, innovative technologies and rethink our current linear economic model to move towards a circular approach. Further focus areas are to increase human capital in the raw materials sector and promote entrepreneurial education at all levels.



We see a Europe with industrial strength built on a foundation of efficient, secure and sustainable supply and use of raw materials. In this vision, products, processes and solutions are geared towards the closure of closely interconnected material cycles. These dynamic and rapidly changing material cycles will attract new investments, enhance the innovation capacity for competitiveness and incite the interest of talented, skilled, entrepreneurial employees. The aim is for society as a whole to appreciate the value of raw materials and perceive the sector as innovative and attractive.

EIT RawMaterials aims to significantly enhance innovation in the raw materials sector by sharing of knowledge, information and expertise: Entrepreneurs, Start-ups and SMEs receive funding and support through our partner network and collaboration activities.

EIT and EIT RawMaterials are and will be an integral part of Horizon Europe Framework Programme for Research and Innovation 2021-2027. EIT RawMaterials has evolved to an open, integrated, outward-looking and expanding partnership **closely connected with the policy agenda of the European Commission** and driven by a strategy to create industrial symbiosis through innovation across value chains’.

EIT RawMaterials is becoming a **‘network- and service-focused organisation (2021-2027)** with the ambitious aim to emerge as a stand-alone and profitable, fully-fledged professional service organisation.

3. EIT RawMaterials Summit & Venture Forum 2022

EIT RawMaterials flagship event happening on yearly basis is the EIT RawMaterials Summit, which is the global innovation and technology conference in the raw materials sector, connecting science, technology and innovation in the raw materials sector for the green energy transition. As Europe’s premier raw materials event, the RM Summit provides a holistic view of the raw materials ecosystem in the EU and beyond. Bringing together representatives from industry, policymakers, academia, investors and civil society from across Europe and further afield, the **4th RawMaterials Summit will take place in Berlin from 23-25 May 2022¹**. Integral part of EIT RawMaterials Summit is the EIT RM Venture Forum, where startups/scale ups and SMEs will be connected with several investment institutions through a prior, during and post RawMaterials Summit programme (with online and physical events).

¹ Subject to COVID-19 situation event might be executed on either physical, hybrid or online format



The 2022 edition of the RM Summit will offer a broad coverage of the full raw materials values chain of metals and minerals, from exploration and mining to advanced materials for the green and digital transition. Great emphasis on the challenges and opportunities in the circular economy will be provided.

For the 2022 edition a few highlights on the programme to be covered:

- Responsible mining: a plenary session involving industry, NGOs and policy makers showcasing the way to responsible mining and how to bring back mining to Europe
- Circular Economy: several short sessions to be dedicated to Circular Economy, covering innovation, education and policy
- ERMA: ERMA sessions to cover both the policy side as well as to showcase some of the investment cases that ERMA is supporting
- Venture Forum: we will run the RM Venture Forum to facilitate startups liase with investors. The Venture Forum will also feature a Startup Village, where startup will be able to meet potential clients and liase to build new projects.

4. Description of Services to be provided

The main purpose of this RfP is the selection of a service provider in order to support EIT RawMaterials in the development, set up and execution of EIT RM Venture Forum 2022. The aim is to sign a contract for this with the selected company.

In specific, the company is invited to submit an offer which will demonstrate the following:

Expertise

- Proven track record and expertise in drafting and executing respective programmes for the raw materials and/or other sectors
- Proven track record on running online, physical and hybrid respective event(s)
- Proven track record and expertise in supporting startups towards investment
- Proven track record and direct connection with Investor organisations
- Proven expertise and sectorial relevance to Raw Materials sector



- Proven track record and strong dissemination and communication relevant channels outreach
- Proven agility, adoptability and flexibility on COVID dynamic changing circumstances

Services

- Assign a project team to work at all programme phases with EIT RawMaterials (online and physically)
- Structure the Venture Forum 2022 programme along with EIT RawMaterials and describe all the elements, milestones, stakeholders, processes, etc. with clear definition of venture – EIT RawMaterials roles
- Provide the IT mandatory infrastructure to launch, publish and execute the programme in compliance with EIT RawMaterials requirements
- Draft, launch and execute the call and selection process of the programme with EIT RawMaterials
- Scout, engage, attract, onboard and maintain the ecosystem partners around the programme
- Create the conditions to attract high quality relevant startups and specialised investors
- Project Management of the programme with agile approach, inclusive and covering all phases of programme and relevant stakeholders
- Online and physical event(s) of the programme with a skilled provided staffing to organize and execute
- Quality assurance of the delivered programme and services
- Logistics needed for the programme (both coverage for online and physical)
- Reporting support upon EIT RawMaterials ad hoc request
- Dissemination and communication services across the whole programme in compliance with EIT RawMaterials branding guidelines

KPIs

- 1 Full programme developed and executed
- > 4 months full programme duration
- > 30 startups (minimum) supported
- > 50 applications received
- > 3 parts of EIT RawMaterials value chain and thematics covered
- >15 investor experts involved
- > 30 one2one meeting between investors and startups



The service should be provided in the period January 2022 – December 2022.

5. Selection Criteria

EIT RawMaterials will use multiple criteria to select the most appropriate partner. The following list summarizes the major qualitative areas that will be evaluated:

- Services and KPIs offering as defined in section 4 **(50%)**
- Previous relevant experience as defined in section 4 **(25%)**
- Total budget requested versus offered services and delivered KPIs including VAT **(25%)**

Individual interviews may be conducted as part of the selection process.

6. Response Contents and Format

Please complete all sections of the RFP as defined under Section 7. If additional material is required for one or more tasks, please label attachments clearly and reference them in your response. Your response to this RfP will serve as the basis for the consideration of your potential as a selected venture.

7. Information Requirements

For the purpose of understanding more about your company and your ability to successfully fulfill this important EIT RawMaterials requirement, please provide the information below as part of your response, clearly referencing each specific question.

a. Corporate Information

Give a brief overview of your organization's involvement in providing services as described above in the marketplace covering the "Expertise" requests of Section 4.

b. Proposal

Describe your proposal as a response to the generic elements mentioned in this RfP and in specific in the "Services" and "KPIs" requests of Section 4.

The proposal should foresee for each action, a detailed set of deliverables, timeline and milestones and should be complemented by an estimate of costs.



c. Financials

Describe your pricing model and a detailed financial analysis that is requested to execute your proposal.

8. Communications and Response

Pier Luigi Franceschini, Innovation Hub Director CLC South EIT RawMaterials, is the designated EIT RawMaterials representative for this initiative.

For any information related to this RfP, please direct all inquiries to her contact information as follows:

Pier Luigi Franceschini
Talent Garden Ostiense, Via Ostiense 92
00154 Rome, Italy
pierluigi.franceschini@eitrawmaterials.eu

9. Response Delivery Instructions

Please submit an electronic copy of your proposal to the email address indicated in the Communications and Response section above. All responses must be received on or before close of business (3:00 pm CET) on the proposals due date indicated in the key dates table below.

10. Key Dates

30 November 2021: RfP available and advertised

17 December 2021: Proposals submission deadline

22 December 2021: Award by EIT RawMaterials

January 2022: Commencement of work with Kick off meeting

11. No Obligation

The submission of a proposal shall not in any manner oblige EIT RawMaterials to enter into a contract or to be responsible for the costs incurred by your organization in responding to this request.



12. Agreement of Non-Disclosure

This document is considered to be proprietary and shall not be disclosed to any other party. It is designed, developed and submitted to potential partners of EIT RawMaterials solely for the benefit of EIT RawMaterials.

13. No Guarantee

EIT RawMaterials makes no guarantee of future volumes and offers volume information for directional purposes only, to assist vendors with proposal preparation.

14. Costs for preparing proposals / offers

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

15. Appeal /complaint procedure

Tenderers believing that they have been harmed by an error or irregularity during the award process may file a complaint. Appeals should be addressed to EIT RawMaterials. The tenderers have 10 days to file their complaints from the receipt of the letter of notification of award.

16. Contact

For questions please contact
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00154 Rome, Italy
pierluigi.franceschini@eitrawmaterials.eu