



REQUEST FOR PROPOSAL:
Open call for the provision of support for EIT RawMaterials’
outreach support activities
(“Outreach activities”)

1. Request for Proposal (RFP)

EIT RawMaterials invites you to respond to this Request for Proposal (RFP) “Outreach activities”.

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 ET RawMaterials is 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 RM Outreach Strategy

EIT RawMaterials Outreach Strategy focuses on building the knowledge and awareness of EIT RawMaterials among policy makers and decision makers at local, national, EU and international level. The overarching objective is to consistently contribute to the long-term financial sustainability of EIT Raw Materials.

Medium- and Long-term objectives:

- Become a service provider in the area of Raw and Advanced materials in line with the Strategic Innovation Agenda.
- Harness the financial and nominative opportunities offered by the Multi Annual Financial Framework and the Recovery and Resilience Facility.
- Contribute as key stakeholders to the main EU Policy initiatives in the field of raw materials under the framework of the EU Green Deal and the EU Critical Raw Materials Act, while ensuring that raw materials feature prominently in yearly Commission Work Programmes and relevant legislation.
- Expand membership and assuring, in the long period, that EIT RM feature prominently in the next Multiannual Financial Framework



4. TASKS TO BE COVERED BY THE SERVICES PROVIDER

In line with EIT RawMaterials strategy should deliver on the following priorities:

1. Strategically supporting in positioning EIT RawMaterials within the framework of the EU Critical Raw Materials Act towards the EC, the European Parliament and the Eu Council.
2. Strategically supporting the positioning of EIT RM in the framework of the raw and advanced materials dimension within Horizon Europe and towards the EC Commission services.
3. Provide support to the EIT Raw Materials Start Ups ecosystems across Europe and provide synergies with the European Innovation Agenda.

The consultant will report and act under the supervision of the EIT RawMaterials Outreach Manager.

The service should be provided in the period January 2023 - December 2023.

The budget deemed appropriate for the servicing is 30.000 euro maximum including VAT.

EIT Raw Materials is entitled to unilaterally extend the contract and propose to the appointed service provider an increase of the budget up to additionally 20.000 euro including VAT based on the activities foreseen.

EIT Raw Materials is entitled to unilaterally extend the contract two times for a maximum period of 12 months each time (resulting in a maximum duration of the contract of $12 + 12 + 12 = 36$ months).

The exercise of this right shall be at sole discretion of EIT RawMaterials and shall be effective by written notice to the contractor.

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:

- Service offering meeting tasks defined in section 4 (50%)
- Previous relevant experience customer service quality and support (20%)
- Total budget requested including VAT (30%)



6. Response Contents and Format

Please complete all sections of the RFP. 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 partner.

7. Information Requirements

For the purposes 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.

How long has the organization been in this business and what is your current market share (in case you would find other criteria relevant, please include them)?

What differentiates your organization from your competitors in the marketplace and how will this be relevant to us?

b. Proposed Approach and Solution

The proposal should foresee for each action, as described in paragraph 4, a detailed set of deliverables, timeline and milestones and should be complemented by an estimate of costs.

Describe contacts and relations established with European Institutions and Member States related to our fields of activities. Describe the way you typically support activities as described in paragraph 4 e.g. via including examples or references from previous services implemented.

c. Financials

1. Describe the pricing model(s) that you typically employ for your standard services.
2. Do you offer service bundles? If so, describe the effect of this bundling on pricing.

8. Communications and Response

Stefano Arciprete, Outreach Manager 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:



Stefano Arciprete
EIT House - Rue Guimard 7, 5th floor
1000 Brussels, Belgium
stefano.arciprete@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

15.12.2022: RfP available and advertised

30.12.2022:: Proposals due

By January 2023: Award by EIT RawMaterials & Commencement of work and esp. 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

Stefano Arciprete

EIT House - Rue Guimard 7, 5th floor

1000 Brussels, Belgium

stefano.arciprete@eitrawmaterials.eu