

Call for Delivery Partner- TeamUp Programme

EIT Food is looking for a partner to help us deliver TeamUp - a Startup Venture Builder programme of EIT Food.

Application deadline: March 6th, 2023, 23:59 CET.

Further details about EIT Food can be found at: www.eitfood.eu and the information on TeamUp programme is available at <https://www.eitfood.eu/projects/teamup>.

With respect to the present call, EIT Food will not provide new information that has not already been included in this document, but can assist the potential applicants by explaining contents of this document (please contact Juan Ignacio Zaffora, Regional Startup Manager Southern Europe at EIT Food CLC South - juan.zaffora@eitfood.eu).

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1. Background information: EIT Food

EIT Food is one of the largest and most impactful food-related initiatives worldwide. As a Knowledge and Innovation Community (KIC) of the European Institute of Innovation and Technology (EIT), EIT Food connects partners from leading businesses, universities and research centres across Europe. It is a people-centric and resource-smart transformer of the European food system, driving consumer confidence and improved global health.

EIT Food's vision is to put Europe at the centre of a global revolution in food innovation and production, and its value in society. We are building a unique network of diverse partners that provide a holistic view of the food value chain, including key industry players, agrifood startups, research centres and universities from across Europe, all working together to deliver an innovative and entrepreneurial food sector.

2. TeamUp programme

2.1. Programme objectives

In 2021, EIT Food launched a new programme [TeamUp](#) to support strong team formation in innovative agrifood startups. The programme is designed for:

- Tech founders – people/teams with innovative agrifood technologies/solutions who struggle to commercialise them and lack business expertise;
- Business professionals – people with business skills, entrepreneurial experience and impact ambition to build a successful agrifood startup.

The goal of the programme is to match brilliant tech founders/teams with business professionals and support them on their journey to co-create truly impactful agrifood ventures. Once the match is formed, it is up to participants to decide in which role a business professional is joining the team of a tech founder – as a co-founder, a business developer, marketing manager, etc.

In 2023, we aim to support up to 15 new matches/teams that have potential to transform our food system, making it better for people's health and the environment. These startups should be based on patentable technology or science.

The ventures that this programme supports, in addition to building a healthier and more sustainable food system, should be focussed in the following six focus areas of EIT Food:

- Alternative proteins
- Sustainable agriculture
- Sustainable aquaculture
- Digitalised traceability
- Circular food systems
- Targeted nutrition

And creating impact aligned to one or more of EIT Food main missions:

1. Healthier Lives Through Food - Increasing the availability of food products with improved nutritional profile to consumers. Increasing the availability of food products with reduced levels of salt, sugar, trans fats or saturated fats to consumers. More consumers using innovative technology, products or services that help to change or personalise their diet in line with relevant national dietary guidelines.

2. Net Zero Food System - Reduction of CO₂ in the food system (measured in tonnes). Reduction of other significant environmental impacts in the food system (usually measured in CO₂ equivalent tonnes). An increase in the number of products on the market that use food waste or side-streams. An increase in the use of food waste or side-streams in food production. An increase in products on the market that use alternative or new ingredients and improve environmental impact outcomes.
3. Fully transparent, fair, and resilient food supply - Reduction in the estimated cost (€) burden attached to food insecurity and food safety issues. Overall increase Societal Return on Investment per € of grant due to the adoption of technology improving transparency, traceability or security across the food system. (This might include, for example, value from measures such as jobs created, regional economic growth, inward investment, public health or unemployment & social support costs avoided, food waste avoided, € value of efficiency gains made, investment raised, reduced public health costs, etc.)

All in all, TeamUp aims to raise the quality of new startups being formed in Eastern and Southern Europe and provide an opportunity for these great agrifood technologies to reach the market. The programme also aims to prepare the newly formed teams to be the perfect candidates for other EIT Food programmes such as [Seedbed](#) or [Food Accelerator Network](#) (FAN).

2.2. Programme stages

TeamUp programme consists of three stages:

Stage 1: Matchmaking

The tech founders and business professionals meet each other and explore their potential cooperation. EIT Food facilitates the matchmaking process to help participants find a co-founder or a team member who matches their vision and values. The participants who manage to team up (up to 15 teams selected by EIT Food), are then invited to the Exploration phase.

Stage 2: Exploration

The newly formed teams begin a 3-month Exploration phase during which they are expected to create, test and validate the value proposition, business model and go-to-market strategy of their agrifood solution. The teams also continue exploring and developing the relationship between the co-founders/team members. In this phase, EIT Food provides the teams with training, financial support (a €2,000 monthly stipend per team) as well as business and team building coaching. Each month the teams have to submit an assignment in order to receive a stipend.

Stage 3: Graduation

At the end of the program, all teams present their learnings and pitch their plans for growth to the expert panel. The panel will choose the most promising teams to receive funding from EIT Food.

All the training delivered in the three programmes stages, must be aligned to the competency framework of EIT Food described at: <https://learning.eitfood.eu/>. This will be done to receive the internal qualification of a “labelled education programme”. The candidate experience in high education initiatives will be relevant.

2.3. A note on programme funding

The funds for this project come from the [Regional Innovation Scheme](#), an additional stream of funding that is designed to increase the competitiveness of the so called 'lagging' regions of Europe. These regions are as follows and this initiative is specifically targeted at beneficiaries who are either citizens of or residents within those regions.

The following countries are included: Bulgaria, Cyprus, Croatia, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Montenegro, North Macedonia, Poland, Portugal, Romania, Serbia, Slovakia, Slovenia, Spain, Turkey and Ukraine.

3. TeamUp delivery partner

3.1. What kind of a partner organisation are we looking to work with?

Requirements:

- Legal entity;
- A strong history of working with technological startups in the agrifood sector;
- Previous proven experience in training entrepreneurs and building successful ventures;
- Experience in designing and implementing startups scouting processes;
- Facilitators who can deliver trainings for the startups;
- Fluency in English.

Additional assets (not required but it is a plus to have them):

- Large and demonstrable network in the agrifood sector, particularly in Southern and Eastern Europe;
- Established relationships with business schools and agrifood tech transfer offices in Southern and Eastern Europe;
- Experience delivering co-founder matching programmes;
- Fluency in other Southern and Eastern European languages.

3.2. Scope of work

The 2023 TeamUp programme will broadly have the following stages*. In the table below, we outline the stage, how we expect the partner organisation to be involved and how EIT Food will be involved.

Most of the TeamUp programme will be organised and take place online. However, we aim to organise parts of a Matchmaking stage in-person, if the world situation will allow it.

Stage	What happens	Partner organisation involvement	EIT Food Involvement
Programme planning	We review and analyse the results and feedback of the 2022 TeamUp edition. Based on this analysis, we reshape and plan the 2023 programme, its contents and schedule.	Help with the 2022 TeamUp programme analysis and 2023 programme planning.	Analysis of the 2022 programme and planning of the 2023 edition.
Scouting technologies	<p>Across Southern and Eastern Europe, we seek out the best technologies that have the potential to transform the agrifood system to make it better for people's health and the environment.</p> <p>We believe most of these technologies will be found in universities and/or through tech transfer offices.</p>	<p>Help with scouting in those regions.</p> <p>Strategic input to a communications campaign in those regions to encourage technologists to apply.</p>	<p>A concerted scouting campaign where we build relationships with key tech transfer offices in Southern and Eastern Europe.</p> <p>Delivery of a communications campaign in those regions to encourage technologists to apply.</p>
Scouting entrepreneurs	In the same regions, we seek out experienced entrepreneurs with a passion for working in the agrifood system and looking for their next project.	As described above	As described above
Selection	Select which entrepreneurs and technologists are accepted onto the programme.	Design and implement a rigorous methodology for selecting the participants on the programme.	Support with the selection process.
Matchmaking	With a pool of at least c. 30 tech founders and 30 business professionals, we want to create c. 15 matches/teams to continue in the programme.	Design and implement an exceptional strategy to match tech founders with business professionals with an alignment in values, interests, business skills etc.	<p>Support with the matchmaking process.</p> <p>Final say of matchmaking sits with EIT Food.</p>

Exploration	<p>The newly formed c. 15 teams will explore their new business opportunity and check the viability of the business and the partnership.</p> <p>Will last c. 3 months.</p>	<p>Design and implement a series of trainings and coaching opportunities for the newly formed teams to explore the business potential and their team dynamics.</p> <p>Design and implement activities that builds a 'cohort' of newly formed teams, so they are working together and learning from one another.</p>	<p>EIT Food will pay a monthly stipend to newly formed teams.</p> <p>EIT Food will also help with the coaching of the teams and providing ongoing support.</p> <p>EIT Food and the subcontractor will provide a list of possible coaches and they will be selected by EIT Food.</p>
Graduation	<p>Following the 3 months of Exploration, teams will assess and be assessed about whether they want to continue with the venture.</p> <p>The teams that continue with the project will pitch to the jury panel that will evaluate them and choose the teams to receive EIT Food funding.</p>	<p>Design and implement a methodology that shows the likelihood of a team's success.</p> <p>Organise the pitching competition and support the jury panel to decide who will receive the funds.</p>	<p>EIT Food will have funds available to invest in the successful ventures. EIT Food will support with the design and distribution of these funds.</p>
Follow on	<p>Following the selection of which teams will officially launch, we want to provide ongoing support to those teams to ensure they continue to develop and apply to other EIT Food programmes</p>	<p>Design and deliver an ongoing alumnus offer that continues to support the ventures and maintains the group.</p>	<p>Provide information and support to apply to the other EIT Food programmes.</p>
Continuous activities	<p>Maintain a proper activity in social media of the programme (like LinkedIn showcase page, etc.).</p>	<p>Design content and maintain the communication with the community. Communication plan.</p>	<p>Provide access to the management of the pages. Support with the content creation.</p>

*Please note that the stages of TeamUp 2023 edition might be modified after the revision of the 2022 TeamUp programme and results.

4. Timeline

Below is an approximate timeline of this call and the 2022 TeamUp programme.*

Step	Date/period
Deadline for applications for the delivery of TeamUp programme	March 6th, 23:59 (CET), 2023
Successful organisation informed of who will deliver the programme	March 13th, 2023
Signing a subcontracting agreement with EIT Food	by March 31 st 2023
Programme planning and preparation for scouting	April, 2023
Scouting technologies and entrepreneurs	April, May, 2023
Selection process for technologists and business people	June, 2023
Matchmaking stage	July - August, 2023
Exploration stage	August - November, 2023
Graduation	November, 2023
Teams receive investment	December, 2023

* Please note that dates are approximate and may change in agreement between the partner organisation and EIT Food.

5. Selection process

Interested and eligible organisations are invited to submit their applications **by March 6th, 2023, 23:59 CET** using the “EIT Food TeamUp Partner – Application Form” (see point 7 below). Please send the electronic version of the application, based on the form provided below, to: juan.zaffora@eitfood.eu and paulina.nowotka@eitfood.eu.

Please write in the subject line of your e-mail: “EIT Food TeamUp Partner – Application Form”.

Incomplete applications or applications submitted by ineligible organisations will be automatically rejected. Complete applications received by EIT Food will be evaluated by a committee including representatives of EIT Food using selection criteria presented in point 6.

EIT Food reserves the right to designate the subcontractors only if the submitted applications ensure the excellence and value for money, and to relaunch the call if the present selection process would not yield satisfactory results. EIT Food reserves the right to contact the applicant organisations by e-mail or phone asking for additional explanations or supporting documents, and to schedule selection interviews with short-listed organisations.

All applications will be evaluated using transparent selection criteria and the results of the call will be directly communicated to all organisations participating in the call. Standstill period for appeals before contract conclusion is 3 days. The chosen provider will be required to sign subcontracting agreements with two offices of EIT Food – CLC North-East (Warsaw, Poland) and CLC South (Bilbao, Spain).

6. Selection criteria

All proposals will be evaluated taking into account the following criteria, related to the applicant's profile and experience:

1. The applicant has the necessary experience and expertise to deliver a programme like this;
2. The applicant has the necessary team, organisational infrastructure, and capacity to deliver this initiative;
3. The applicant has a strong network in Eastern and Southern Europe to support the scouting for and delivery of this programme;
4. The budget represents good value for money.

The maximum budget for the partner organization cannot exceed 60,000 EUR (VAT Included).

Each eligible application can receive a maximum of 100 points. Each selection criterion will be evaluated on a scale from 0 to 25:

- 0 – not satisfactory;
- 10 – satisfactory;
- 20 – good;
- 25 – very good.

7. EIT Food TeamUp Partner – Application Form

Please fill in the application form, ensuring that all fields are completed. Please submit the application in electronic format both as PDF and editable MS Word files **by March 6th, 2023, 23:59 CET** to: juan.zaffora@eitfood.eu and paulina.nowotka@eitfood.eu.

Applications incomplete or sent after the deadline will be rejected. Please do not provide further supporting documents and capture all relevant information in this form.

1. Name of the applicant organisation in English	
2. Name of the applicant organisation in local language	
3. Legal form	
4. Office address (street, city, country)	
5. Website address	
6. Name of contact person	
7. Position	
8. E-mail	
9. Phone	
10. Year of establishment of your organisation	
11. Total number of employees	
12. Please list social media channels currently used by your organisation (with web addresses):	
Facebook	
Twitter	

LinkedIn	
Other (please specify)	
13. Please provide a brief description of your organisation and its main activities.	
PROGRAMME SPECIFIC QUESTIONS:	
1. Please detail why your organisation is interested in delivering this programme?	
2. Please detail why your organisation is the best candidate to deliver this programme?	
3. Please provide examples of recent projects/programmes you have designed and implemented that show your relevance and competency to deliver this programme?	
Please specify if any of these recent projects/programmes were designed and implemented for/together with EIT Food or any other EIT KICs.	
4. Please describe your approach to the delivery of the TeamUp programme based on the above-mentioned outline.	
5. Please describe your network amongst startups, entrepreneurs, universities, and research centres in Southern and Eastern Europe?	
6. Please describe your involvement with the agrifood sector, paying particular attention to activities you may have conducted with startups and/or around social/environmental impact.	

<p>7. Please describe the team members from your organisation that will be responsible for the delivery of the programme and their experience. Please specify their experience and time involvement in the delivery of this programme. Include any relevant information on your organisational infrastructure and capacity to deliver this initiative.</p>
<p>8. Please provide the total cost of service. Please specify major cost items contributing to those two parts of the cost of service (FTE, trainers, comms, etc.)</p>
<p>9. Have you been subcontracted by any other EIT projects in 2023? If yes, how much resources and time are you committing to these other projects?</p>
<p>10. Would you like to add any other information relevant to this call and application?</p>

By submitting this application form, I confirm that the information provided above correctly represents the scope of activities and plans of my organisation. I give consent to processing the application by EIT Food, its Co-Location Centres involved in the evaluation process and am willing to cooperate to provide further information or documents confirming the facts presented above. If selected by EIT Food, I declare the willingness to act as the partner organization of the EIT Food TeamUp Programme programme in 2023 based on conditions described in the “Call for Delivery Partner – TeamUp Programme”.

Date, place:

Name of the person submitting the application:

Position:

Organisation submitting the application: