

Warsaw, 7th March 2025

Call for workshop providers for the EIT Food Accelerator Network Programme (FAN) Warsaw Hub:

Tech validation, Corporate & Investment Readiness, Business modelling,
Organisational effectiveness, Corporate days and other startup support topics

EIT Food CLC North-East sp. z o.o. (hereinafter: the “EIT Food CLC NE”) is looking for an organization or professional(s) (hereinafter: the “Consultants”) that would provide design, preparation, and facilitation service for the EIT Food FAN programme, Warsaw Hub, between April and September 2025.

Application deadline: 14th March 2025, 11:00 CET.

Further details about EIT Food can be found at: www.eitfood.eu, and the information on the FAN programme is available at <https://www.eitfood.eu/entrepreneurship/accelerate-food-accelerator-network>

With respect to the present call, EIT Food CLC NE 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): Kamila Czerwinska, Regional Accelerator Programme Manager at EIT Food CLC North-East – kamila.czerwinska@eitfood.eu

Call Fact Sheet

Title of Call	Call for workshop providers for the EIT Food Accelerator Network Programme (FAN) Warsaw Hub
Objective and Scope	Creating pool of workshop providers for startups, for FAN Warsaw
Call Deadline	14 March 2025, 11:00 am CET
How to apply	Offer template (attached) + CVs of Consultants should be sent by 14th March 11:00 (CET - Warsaw time) to: kamila.czerwinska@eitfood.eu , with the title: Warsaw FAN Call for Workshop Providers – [Name / Surname / Company]
Contact Information	Kamila Czerwinska kamila.czerwinska@eitfood.eu

1. Background information

1.1. About the EIT Food

Supported by the European Union, EIT Food leads Europe's largest food innovation community. EIT Food creates connections across the food system to stimulate new ideas to drive change and accelerate innovation to build a future-fit food system, that produces healthy and sustainable food for all.

Entrepreneurship plays a fundamental role in transforming the food system. EIT Food supports innovative impactful agrifood entrepreneurs and startups to deliver new food innovations and businesses across Europe.

1.2. The Food Accelerator Network (FAN) programme

The Food Accelerator Network (FAN) programme (the "Programme") is a 3-month, theme-based programme designed for seed startups with traction indicators looking for Tech Validation and Business Acceleration to drive a successful market adoption. The Programme connects impactful agrifood startups with industry-leading corporates, investors, research partners and industry specialists to help the transition from an early-stage company to an investment and market-ready business. The EIT Food Accelerator Network helps startups locate labs, pilot sites and agricultural land to help them pilot, validate and accelerate their tech innovation.

The Programme is designed for:

- early-stage startups with a scalable product wanting to further validate their technology,
- with a prototype, or pilot project (paid or unpaid) – TRL 4-5-6
- pre-series-A, with revenues below €500,000 and a team no bigger than 20 people
- ideally, startups with successfully completed customer validation,
- Ideally, startups with demonstrate traction, for example through letters of support, sales, or signed letters of intent.

As a cohort-style programme (10 startups per hub), the Accelerator programme is delivered across six hubs: **Warsaw**, Bilbao, Helsinki, Haifa, Munich, and Paris. Each hub delivers the Programme but will have its own thematic focus looking for Startups developing innovative technologies under the following themes: **Future resilient agriculture**, Sustainable food packaging, Circular Solutions for Food System, Food as medicine, Resilient Supply Chains & Reducing Scope 3 Emissions, New ingredients & Bioprocessing.

1.3. About the Food Accelerator Network (FAN) Warsaw Hub

In 2025 a new FAN Hub was set in Warsaw with the **Accelerator's theme "Future Resilient Agriculture"**. The Hub will support startups with technological solutions, services and products that can contribute to more resilient, sustainable and regenerative agriculture.

Specifically, the Hub accepts applications of startups developing solutions related to **soil health & soil biodiversity, bioinputs, crop innovations, carbon and nitrogen farming, smart farming, including water management, the solutions using AI as well as AgRobotics**.

The first part of the Programme (May and July) will primarily focus on connecting the startups with agricultural companies and research institutions to identify and develop the areas where the startups need to validate or test their technology (technology validation and corporate readiness). The second part of the Programme (Sept to Oct) will focus on supporting the startups to raise investment.

2. Scope of work

During the FAN Programme in Warsaw, EIT Food CLC NE will organize a series of workshops, described below, to support the startups in the planning and preparation stages, facilitate the connections and relationship building with the corporates, investors & research centres, and enhancing their diverse skills and know-how (the “Workshop”).

That is why we are creating now a pool of Consultants for the FAN Warsaw Hub, who possess relevant and sufficient experience to design and deliver workshops in English, in collaboration with EIT Food CLC NE, on, inter alia, the following topics:

- **tech validation** for startups (preparing startups for tech validation)
- **corporate readiness** for startups (including building pilots with corporates, building effective sales strategies, building corporate venturing),
- **investment readiness** for startups
- **pitching skills** for startups
- **business modelling & building value proposition, customer centrisism** for startups
- **organizational effectiveness (building a team, AI tools for effectiveness, etc.)** for startups
- **corporate collaboration days** for startups and corporates
- **sales techniques / building a scaling up (Go2Market) strategies**
- **legal matters for startups (IP rights, collaboration with investors and corporates, etc.)**.

Other topics can be proposed if they fit the Programme’s thematic scope.

We are interested to receive applications from individuals or from companies with portfolio of professionals whose skills and experience match the requirement. You can offer more than one Workshop topics, and also topics that are not enlisted above if they fit the FAN Programme, in that case please specify it in your application and make sure to list relevant experience.

2.1.Tasks and responsibilities

The tasks are to design, prepare and deliver of the 3-hours Workshop in English, in close collaboration with the EIT Food CLC NE, for a group of 10-25 participants, including inter alia following tasks:

- design of the Workshop programme, content, tools, and techniques like moderated discussions, group work, work on case studies, sharing etc. to make the workshop as interactive and informative as possible,
- design of all necessary training materials (handouts, presentations, etc.),
- preparation of the Workshop content including presentations, case studies, relevant examples from the sector,
- facilitation on-line or in-person Workshops on the date and city (in Poland) indicated by the EIT Food CLC NE (most probably Warsaw),
- making available the presentations of the Workshop for participants and EIT Food CLC NE use after the Workshop, not later than within 2 working days after the Workshop;
- conduct evaluation surveys after the Workshop;
- work closely with EIT Food CLC NE in Workshop preparations.

Important notes:

- The Workshop shall mainly focus on presenting experiences **based on real cases** from the agritech industry in Europe and shall involve mostly individual group work as a method of running the Workshop. Therefore, the Consultant should both present the content and animate and facilitate the work of groups. The Workshop should also create an opportunity to ask questions and solve real problems faced by participants in their work.
- The Consultants **do not need** to transfer rights to the Workshop content and materials.
- **EIT Food CLC NE will arrange for logistics** of the Workshop, i.e. an online interactive streaming platform (Teams or Zoom) or in case of in person workshops, a venue equipped with screen and projector, catering. It will also print necessary materials for the Workshop, if necessary.
- The Workshop should be run by Consultant **fully in English** in a given format.
- The Consultants should cover the cost of accommodation / travel in case of in person Workshop.
- EIT Food CLC NE reserves the right to approve the final Workshop scopes, programmes, schedules and details.
- EIT Food CLC NE reserves the right to include only certain Tasks in a contract signed on the basis of the present request for offers.

2.2. List of workshops, topics and format

Below is the preliminary list of workshops, with topics and formats. **Consultants can also propose additional topics to be covered by the Programme.**

Date* (2025)	Workshop Theme	Workshop Topics***	Format**
29 th April or 6 th May 14 th May (Warsaw)	Business modelling / Value proposition & Customer centrisms	Business modelling / Value proposition & Customer centrisms / Telling a value proposition story	3 h On-line (teams or Zoom) 3 h in person (Warsaw)
14 th , 15 th or 16 th May (Warsaw) second half of May (on- line)	Tech validation	Prepare startups for tech validation processes and the requirements of corporate due diligence/Technology Readiness Levels(TRLs) /Gap Analysis & Product Development Roadmap/ Pilot Project Design / Tech Validation Methodologies: Techniques to assess technology performance etc.	1 x 3 h in person in Warsaw 1 x 3 h on-line

Date* (2025)	Workshop Theme	Workshop Topics***	Format**
14 th , 15 th or 16 th May (Warsaw) and second half of May (on-line)	Corporate readiness for startups	Introduce startups to the core principles of corporate operations, culture, and expectations / Building and maintaining successful Corporate Partnerships / Type of partnerships / Corporate due diligence etc.	1 x 3 h on-line 1 x 3 h in person in Warsaw
28-29 th April (tbc)	Collaborating with startups (workshop for corporate partners)	How corporates can collaborate with startups / Type of corporate venturing / Best practices / Pilot Project Design: Crafting effective pilot tests / Dos and Don'ts '	On-line
15 th or 16 th May and September (tbd)	Investment readiness	What is investment readiness. / Key components / Funding Strategies: Preparing for investment opportunities post-validation. Preparing Investor-ready documents / Choosing the Right Investors / Do's and Don'ts / Preparing for a meeting with investor / Q & A	1 x 3 h in person in Warsaw and 1 x 3 h on-line
Tbd June / September	Pitching / Networking building / Relationship building / Organisational effectiveness	Pitching / Mock pitch / Tips for mastering public speaking, networking, and relationship building for business growth / Organizational effectiveness	3 h on-line or in person (10 or 11 th June)
Tbd May / June	Legal matters for startups / Corporate readiness	Corporate Security Requirements: Overview of common security protocols and data privacy expectations. Contracts and IP Protection: Introduction to NDAs, SLAs, and IP clauses in corporate contracts. Breakout Session: Reviewing a sample contract with group analysis.	3 h
Tbd June - September	Legal matters for startups	Contracts and IP Protection: Introduction to legal matters for investment contracts.	3 h on-line
11-12 June	Corporate days	Value alignment workshop: Matching the right corporate to the right startup.	2 x 3 h in person/ Warsaw

Date* (2025)	Workshop Theme	Workshop Topics***	Format**
		Aligning the objectives, expectations and values of the startups and the corporates. Alignment on goals and outcomes for tech validation. Identified joint values between the corporate and startup. Pitch building sessions Presenting & feedback sessions Dry run sessions.	
Time tbd	Organisational effectiveness	Building a team / Strategies to scale up /Sales Strategies/ Building go 2 Market Strategies / etc.	3 h

*Dates might be subject to change.** Format might be subject to change *** Final workshops topics will be agreed once Consultants are selected.

3. Eligibility, Selection criteria and selection process

Interested and eligible persons/ organizations are invited to submit their offers on attached template by 14th March 11:00 (CET - Warsaw time). Please **send the electronic version of the attached application and CVs of Consultants to: kamila.czerwinska@eitfood.eu**, with the title: Warsaw FAN Call for Workshop Providers – [Name / Surname / Company Name].

Applications received by EIT Food CLC NE will be evaluated using the eligibility and selection criteria presented below. EIT Food CLC NE reserves the right to designate the Consultants only if the submitted applications ensure excellence and value for money, and to relaunch the request for offers if the present selection process would not yield satisfactory results. EIT Food CLC NE reserves the right to contact the applicants by e-mail or phone asking for additional explanations or supporting documents, and to schedule selection interviews with short-listed applicants. Incomplete applications will be rejected. Complete applications received by EIT Food CLC NE will be evaluated using standardized selection criteria enumerated below.

3.1. Eligibility

- Natural person, natural person conducting business activity or registered company,
- Able to sign an agreement with EIT Food CLC NE and act as a Consultant in a project funded based on Horizon Europe/EIT modalities;
- Able to develop the Programme activities in the time and manner described in the present call;
- Excellent command of English.

3.2. Selection criteria

All proposals will be evaluated by taking into account the **following criteria and weights**:

1. At least three years of proven experience in designing, delivering and facilitating workshop on the relevant topics mentioned in this call for startups / SMEs – 40%
2. A good understanding of the agritech sector, its stakeholders, potential and challenges, and the role of technology in future resilient agriculture. Specific knowledge related to: soil health & soil biodiversity, bioinputs, crop innovations, carbon and nitrogen farming, smart farming, including water management, the solutions using AI as well as AgRobotics – 10 %
3. A short description for workshop idea – 10 %
4. Financial offer as indicated in the offer template – 40%

Criteria will be evaluated on a 0-3 scale:

- Very good - 2
- Satisfactory - 1
- Below expectations – 0

Scoring mechanism is as follows: points for criterion x weight.

3.3. Remuneration

Applicants are expected to provide an offer for their services (gross amount in EUR) in the offer. The proposal should include the price for all services listed in the Scope of Work. EIT Food reserves the rights to negotiate the rates. During the evaluation process, EIT Food will determine the number of Consultants coaches needed for the Programme and might approach the selected candidates with an updated financial offer.

The selected applicants will sign an agreement with EIT Food CLC NE. The Consultants will be paid for their services by EIT Food CLC NE latest in 30 days after receiving an invoice. The details will be specified in the contract.

3.4. The content of an offer

The Consultant's should prepare an offer on the template below. It should contain the following:

- description of relevant experience, especially in running workshops on the relevant topic in the agri-food sector as well as years of experience;
- information on entity applying;
- financial offer in euros covering all costs (gross). The remuneration shall cover all costs and expenses related to the execution of the order, in particular, such as courier and logistic costs, costs of the meeting facilitating materials, telecommunication, and equipment costs, travel and accommodation in case of in person workshops.

You will find an offer template attached.

This request for offers does not constitute an obligation of EIT Food CLC NE to conclude a contract and it may be cancelled at any time without giving reasons. In any case, no remuneration is provided to the applicants to cover the costs of the preparation of the proposals.