

Request for Proposals to support EIT Food on the organization of the Bilbao Campus Experience - Spain

EIT FOOD SOUTH

DEADLINE: 1 JUNE 2025

EIT Food South is looking for an organization or individual to support the programme Bilbao Campus Experience from June - December 2025

The organisations invited to apply for this call should be based in one of the following countries: **Spain**

Application deadline: **1 June 2025, 23:59 CET.**

Background information: EIT Food

EIT Food is the world's largest food innovation community, creating connections right across the food system. Supported by the European Union (EU), we invest in projects, organisations and individuals which share our goals for a healthy and sustainable food system.

We have built a unique not-for-profit business to carry out transformative programmes in skills, education, entrepreneurship, start-up investment and communications. We deliver these programmes in partnership with our members to create a culture and build a community which sees the long-term value in the food innovation we fund.

Our Missions

EIT Food's Missions respond to major societal challenges within the food system. The alignment of our chosen challenges towards United Nations Sustainable Development Goals (SDGs) and EU policy is detailed in our main funding strategy document agreed with EIT (European Institute of Innovation & Technology). For more about our Missions-led approach please visit our website.

About EIT Food Regional Innovation Scheme (RIS)

The EIT Regional Innovation Scheme (EIT RIS) is the EIT Community's outreach scheme introduced in 2014 to share good practices and experiences emerging from EIT Community activities. The EIT RIS provides targeted support to individuals and organisations to take part in and benefit from EIT Innovation Communities' activities, services and programmes.

EIT Food RIS aims at strengthening those regions in Europe which are modest and moderate in terms of innovation in the agri-food sector. It is open to innovators that are not partners of EIT Food and supports targeted stakeholders through a portfolio of projects.

Bilbao Campus Experience seeks the creation of innovative agrifood startups or their relocation in Europe. The Bilbao Campus Experience is a programme blending an skills boosting and networking and awareness components for entrepreneurs, startups and players in the ecosystem.

Programme format and requirements

With over 5 years of experience in the agri-food sector, EIT Food South presents the 'Bilbao Campus Experience' with the aim of strengthening the Basque entrepreneurial ecosystem.

This program is designed to support 10 international agri-food startups, carefully selected from a broad network of alumni from our previous programs.

Over the course of 3 months, the companies will receive support from EIT Food in the following way:

1. **During the 2 weeks following their selection**, and based on meetings and exchanges with the project coordination team, the companies will receive remote support to establish their individual work plans. These plans will define their specific market needs and organize meetings with the most suitable stakeholders for each of them.
2. **Over 3 weeks**, the selected companies will be hosted at BAT (B Accelerator Tower) in Bilbao, where they will receive business content and guidance tailored to the needs previously identified. Participants will be supported

individually on their path to market through various sessions designed to identify and address their specific challenges. Moreover, the BCE will serve as a meeting point between the participants and experienced entrepreneurs and professionals in the sector.

3. **Over the following 6 weeks**, the companies will receive individualized support to complete their work plans after their initial immersion in the ecosystem. During this period, the BCE team will facilitate access to funding sources, organize key meetings, provide legal resources and solutions for implementation, help identify bottlenecks, and continue supporting the roadmap for market entry through access to key stakeholders.
4. **During the 6 months following the program**, EIT Food will provide access to major regional and European events organized by EIT Food, as well as other relevant events in which EIT Food participates or has access to discounted or promotional participation.

Applications requests

EIT Food South is seeking an independent professional to coordinate the launch, roadmap, and activities of the 'Bilbao Campus Experience' program.

The role encompasses tasks outlined in points 1 to 3 above. More specifically:

- Support in the selection of participating startups.
- Identification of experts for the in-person sessions, contracting of experts, and organization of workshops.
- Assisting EIT Food South management with clear and concise reporting on activities.
- Supporting startups by connecting them with customers, partners, or investors, and identifying opportunities within the ecosystem and EIT Food South.
- Leading the integration of partners and stakeholders to enrich the program.
- Maintaining relationships with key players in the local ecosystem.
- Recording and reporting partner participation and statistics to the Director of EIT Food South.
- Assisting in organizing events that enhance the program's visibility and selecting local speakers to showcase the Basque ecosystem.

- Collaborating with internal teams to plan, prepare, and disseminate content via social media, website, press releases, newsletters, podcasts, and videos.

2. JOB DESCRIPTION AND TASKS

Applicants must propose the development of several lines of work which, when properly connected, will shape a program that addresses the main professional and personal needs of entrepreneurs.

- The main objective is to develop a program that is useful for the participants and promotes the creation of new startups.
- Once the potential new participating startups have been defined and selected by EIT Food, an initial assessment of their current status will be carried out. This will allow us to tailor the content and phases of the program accordingly.
- Prepare a final report detailing the progress and actions undertaken by each startup, as well as their urgent needs in the coming months.
- Plan group visits to public and institutional stakeholders, large companies, successful entrepreneurs, research centers and universities, as well as sources of public and private funding.
- Organize 4–5 inspirational talks with valuable content. The criteria for selecting these talks and speakers will be agreed upon with EIT Food to ensure alignment with the specific needs of the selected entrepreneurial teams.
- Provide a personalized diagnosis for each entrepreneurial team and define a tailored roadmap.
- Provide support and organize ad-hoc meetings throughout the duration of the program. Facilitate connections with relevant companies to exchange strategic insights about future sector needs, identify synergies and contacts, and arrange visits to production centers to gain firsthand understanding of the industry.

3. Programme Phases

EIT Food has defined 3 core phases for the coordination of the program, each with key milestones described below. Applicants are expected to propose the most appropriate timeline, should any adjustments be necessary:

- Phase 1: Preparation and onboarding – to be completed by September 15
- Phase 2: In-person program phase – to be completed by December 1
- Phase 3: Post-program individualized support – to be completed by December 31
- Phase 4: Final report – to be submitted by December 31
- Phase 5: Individualized support for market implementation – to be completed by March 31, 2026

4. OBJECTIVES

For the 2025 edition of the program, EIT Food aims to achieve the following objectives:

- Support for 10 startups
- Target of startups in process of creation and establishment between 1 to 4 startups

5. Eligible organisations

- Legal entities or individuals;
- Operating in Spain;
- Able to sign a subcontracting agreement with EIT Food South and act as a subcontractor in a project funded based on Horizon Europe/EIT modalities;
- Recognised as important players in the local innovation ecosystem;
- Experienced in entrepreneurship support;
- Able to bring the necessary resources from June and December;
- Committed to contribute to achieving KPIs and comply with the accreditation requirements.

Benefits for organisations selected as EIT Food Awareness Event organisers

The organisation chosen by EIT Food will be offered the following benefits:

- Ability to benefit from the association with EIT Food and the EIT community (as subcontractors in EIT Food activities);
- Subcontracting agreement with EIT Food South to cover the eligible costs of the planning and organisation.

Organising the Bilbao Campus Experience shall be considered an opportunity to become associated with EIT Food, establish relations with its community and become better embedded in the EIT Food activities. The selected party will also benefit from the increased visibility in their local innovation ecosystems, strengthening their position on the regional and national levels.

5. Selection process

Interested and eligible organisations are invited to submit their applications in English by **23:59 CET on 1 June 2025**. Please send the electronic version of the application, based on the form available.

Incomplete applications or applications submitted by ineligible organisations will be automatically rejected. Complete applications received by EIT Food South will be evaluated by a committee including representatives of EIT Food using selection criteria presented in point 3.5.

EIT Food South reserves the right to designate the subcontractors only if the submitted applications ensure the excellence and value for money, and to relaunch the Request if the present selection process would not yield satisfactory results. EIT Food South 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. The selected organisations will be required to sign subcontracting agreements with EIT Food South. If for some reasons on the part of chosen organization the subcontracting agreement is not signed in a month after the announcement of the call results, EIT Food South may select another applicant based on the ranking lists without launching additional Request.

7. Selection criteria

All proposals will be evaluated taking into account the following criteria:

- **Experience in coaching and supporting innovative startups** in Spain (examples of the most relevant workshops/trainings from 2020-2024 that were provided by applicant organisation to entrepreneurs and startups from the region, including short description of these activities, key outcomes and impact);
- **Role in the ecosystem** (familiarity with the agrifood industry in the target country; existing contacts and projects with relevant local stakeholders; existing pipeline of early-stage innovative startups);
- **Approach to the organisation of** the Bilbao Campus Experience: specific topics, trainers and speakers, stakeholders to meet and how they correspond to the purpose of the activity;
- **Cost of service** planned by applicant organisation. Budget lines should explicitly detail regarding the costs of:
 - o Preparation and design of the programme
 - o Onboarding startups and individual journey preparation,
 - o In-person programme phase (including costs of trainers and speakers)
 - o In-person awareness event / Demo Day,
 - o Final report.

Criteria 1-5 will be evaluated on a 0-15 scale: 0 – not satisfactory; 5 – satisfactory; 10 – good and 15 points – very good. The application can receive max. 60 points for criteria 1-5.

8. Appeal on Evaluation Results

Applicants can submit an appeal within 5 days of result receipt, if:

1. There is an indication that the results of the eligibility checks were incorrect
2. The evaluation of their proposal has not been carried out in accordance with the procedures set out in this document.

For more details, please read our Appeal Procedure/Redress Mechanism.

9. Submission and clarifications

Please submit your proposals and questions to bce@eitfood.eu

For proposals, mention in the email subject: Support to Bilbao Campus Experience