

Call for contributors to Test Farms Programme

1. Programme overview

EIT Food manages a programme to **link agricultural startups with farmers** and testing-land, called [Test Farms](#) (the “**Programme**”). Through enabling these links EIT Food wants to help innovative agritech startups to validate and test their products and services, showcase their business to potential clients and investors, and finally support the technological transformation in European agriculture.

EIT Food created the Programme following research and conversations with many agricultural startups who cited the difficulties of finding farmlands where they could validate their innovation and access new markets. The programme also arose to help bring about the much-needed smart revolution we need in agriculture. The integration of technology and new methods of farming bring with them the opportunity to farm more sustainably, increase yields, improve nutrition and steward precious agricultural resources.

In 2023 we are looking for contributors who will enable EIT Food to cover the network in at least one country from each of following two regions:

1. Eastern/Central Europe: (Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Montenegro, Poland, Republic of North Macedonia, Romania, Serbia, Slovakia, Slovenia, Ukraine)
2. Southern Europe (Spain, Turkey, Italy, Greece, Portugal)

(hereinafter “**RIS countries**”).

The role of the contributor(s) in the Programme will be to facilitate the network of farmers willing to test different innovations selected in one or more of the RIS countries listed above. EIT Food will provide the network of startups / individuals (hereinafter both called as “**Startups**”). Together, EIT Food and the contributor will organise the matchmaking between farmers and approximately 20 startups. 15 of startups shall come from RIS counties. The other 5 shall come from Ireland, France, the Netherlands, Belgium, Luxembourg, Germany, Austria, Denmark, Sweden, Finland, Malta, Cyprus (hereinafter “**Non-RIS countries**”). However, the exact number of startups and their origin country may vary depending on the quality of applications.

The Programme will run from March 2023 until July 2024 and will entail the following steps:

- Startups and farmers recruitment.
- 2-3 online matchmaking events.
- Piloting phase up to 1 year.
- Potential demo days at the farm to showcase the results to local farmers, potential clients and investors.

2. Contributor's involvement:

The responsibilities of the contributor in each region would be:

- Support EIT Food in promoting and recruiting startups to the Programme.
- Support EIT Food in selection of startups for the Programme (expert's knowledge to assess the technical viability and benefit of the solution).
- Contact farmers to evaluate their interest in technologies/startups and find a relevant match for each startup accepted onto the Programme based on the startups requirements and preferences.
- Provide support to the startups who need assistance with the design of the testing
- Collect supporting administrative documents on the participation and experience of startups participating.
- Together with EIT Food, organize online match-making events where startups and farmers can meet each other and decide on the best partnership for the testing.
- Support communication with startups and farmers:
 - Consultation on the soundness of the test plans proposed by startups.
 - Oversight of the testing phase by agricultural experts.
 - Providing translation support if needed for the startup/farmer.
- Support EIT Food in the communication and reach-out of the Programme: communicating the Programme to their network of farmers, promoting the demo days, spreading the word about the potential of the solutions.

3. Eligibility requirements for the contributor:

- Registered company located in a RIS region. Please consult this [map](#) on our website to see if you are eligible.
- Direct access to field owners (through cooperatives, advisory services etc.) and a good understanding of their farm characteristics and challenges.
- Large, quantifiable network of farmers open to participate in the testing of new innovative solutions in one or both of the following regions:
 - Eastern/Central Europe: (Bulgaria, Croatia, Serbia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Ukraine),
 - Southern Europe (Spain, Turkey, Italy, Greece, Portugal).
- Agricultural experts to oversee and assist entrepreneurs during the pilot phase.
- Ability to speak local language (of the farmers) and English.

4. Timeline*

Stage	Date
Application deadline for contributor applications	12-03-2023
Announcement of contributor chosen by EIT Food	17-03-2023
Application period for startups	20-03-2023 to 30-04-2023
Evaluation of applications	04-05-2023 to 16-05-2023
Announcement of results (pre-selection for farmer matching)	18-05-2023
Match-making events for startups and farmers	19-05-2023 to 20-06-2023

Test phase	July 2023 - July 2024
demo days	To be agreed on between farmers and startups.

* Dates may change if agreed on by the contributors and EIT Food.

5. Selection process

Interested and eligible contributors are invited to submit their applications by March 12th 2023 (23:59 PM CET), using the “EIT Food Test Farms contributor – Application Form” below. Please send the electronic version of the application, based on the form provided below, to: melissa.comellas@eitfood.eu and pawel.ciach@eitfood.eu. Please write in the subject line of your e-mail: “Application to contributor to Test Farms”. Incomplete applications or applications submitted by ineligible contributors will be automatically rejected. Complete applications received by EIT Food will be evaluated by a committee including representatives of EIT Food using selection criteria explained below. EIT Food reserves the right to designate the contributors 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 contributors. All applications will be evaluated using transparent selection criteria and the results of the call will be directly communicated to all contributors participating in the call; the chosen provider will be required to sign **subcontracting agreement(s)** with one/several local offices of EIT Food.

6. Selection criteria

All proposals will be evaluated considering the following criteria, related to the applicant organisation and EIT Food Test Farms programme:

1. **Size and quality of the network of farmers in the target country/ies** (number of farmers and diversity of crops and livestock, type and size of farms, number of countries, nature of collaboration).
2. **Role in the ecosystem** (familiarity with the agri-food industry in the target country/ies; existing contacts and projects with relevant local stakeholders).
3. **Agricultural knowledge and expertise** - type of experts, fields of expertise and how they can be used during the Test Farms programme.
4. **Experience in training and supporting farmers** - especially regarding introducing new technologies/match-making (examples of the most relevant workshops/trainings/programs of your organisation from 2016-2022 that were provided to farmers from target region(s) including a short description of these activities, key outcomes and impact).
5. **Available agricultural research and/or testing resources:** describe the type, size and availability of available infrastructure (can be own or of a third party).
6. **Approach to the matchmaking process** between farmers and startups, including the matchmaking events.
7. **Approach to the demo days at the farms.**
8. **Cost of service planned by applicant.**

We ask that candidates base their economic proposal (question 23) on **the fee they intend to charge per startup supported**. The amount that the contributor will end up invoicing EIT Food will be the quoted matching fee multiplied by the number of startups successfully matched. We can award the contributor a maximum of €1800 per startup.

For proposals that include networks in more than one country, EIT Food reserves the right to assign the bidder all or a part of the services offered. For example, if a contributor’s proposal covers both Spain and Poland, EIT Food may choose to accept only the Spanish portion of the proposal and assign the remaining part of the available budget to another bidder.

Criteria 1-8 will be evaluated on a 0-15 scale: 0 – not satisfactory; 5 – satisfactory; 10 – good and 15 – excellent.

In addition to the financial remuneration received, the selected contributor organisation will benefit from access to the latest innovation being developed in Europe as well as participation in EIT Food’s ample network of public institutions, companies, and experts in the agrifood sector.

EIT Food Test Farms contributor – 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 12th March 2023 (23:59 PM CET) to: melissa.comellas@eitfood.eu and pawel.ciach@eitfood.eu. Please write in the subject line of your e-mail: “Application to contributor to Test Farms”. 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. <u>Underline</u> the type of organisation: business enterprise, higher education institute, public research organisation, knowledge transfer center, farmers association, agricultural advisory etc.) Describe further if necessary	
7. Name of contact person	
8. Position	
9. E-mail	
10. Phone	
11. Year of establishment of your organisation	

12. Total number of employees	
13. Please list social media channels currently used by your organisation (with web addresses):	
Facebook	
Twitter	
LinkedIn	
Other (please specify)	
14. Please provide a brief description of your organisation and its main activities.	
15. Please underline the country/ies where you have your network of farmers to participate in this program?	
Eastern/Central Europe: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Serbia, Slovakia, Slovenia, Ukraine Southern Europe: Spain, Turkey, Italy, Greece, Portugal	
16. Please describe your network of farmers: number of farmers per country, type of farms (crops, livestock, sizes of farms, etc.). Also, please explain the type of collaboration between your organisation and the farmer (clients, association or cooperative members, research participants, or individual farmers).	
<i>[Size and quality of the network of farmers in the target countries]</i>	
17. Please present familiarity with the agri-food industry in the target countries; existing contacts and projects with relevant local stakeholders.	
<i>[Role in ecosystem]</i>	
18. Please provide examples of the most relevant workshops/trainings/programs of your organisation from 2016-2022 that were provided to farmers from your target regions including a short description of the activities, key outcomes and impact.	
<i>[Experience in training and supporting farmers]</i>	
19. Please describe the agricultural expertise in your organisation/network that will be available for the programme. Type of experts, field of their expertise and experience.	
<i>[Agricultural knowledge and expertise]</i>	

20. Please describe the agricultural research and/or testing resources available for the programme: describe the type, size and availability of available infrastructure. This can be own or of a third party. <i>[Available agricultural research and/or testing resources]</i>
21. Please describe the approach to the matchmaking process between farmers and startups (including activities, timeline, location (off-line/on-line platform) and agenda for the matchmaking event). <i>[Approach to the matchmaking process between farmers and startups]</i>
22. Please describe the approach to the days (including activities, potential contributors, potential attendees to be invited). <i>[Approach to the demo days at the farms]</i>
23. Please give us your per farm-startup matching fee for providing the services described in point 2 of this call. <i>[Cost of service planned]</i>
24. Where have you learnt about this call?

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 a contributor of the EIT Food Test Farms programme in 2023 based on conditions described in the "Call for contributors to Test Farms Programme".

Date, place:



Co-funded by the
European Union

Name of the person submitting the application:

Position:

The organisation submitting the application: