




# EIT Food Partnership

NOVEMBER 2023

# We are the world's largest food innovation community



**EIT Food is a mission oriented, multi-funder organisation, that drives impact across the food system**

## Our Vision

Our vision is to create a world where everybody can access and enjoy sustainable, safe and healthy food, with trust and fairness from farm to fork.

## Our Role

Our role is to bring all agrifood players together and guide and accelerate the innovation process that will transform our food system.

## Our Strength

Our strength comes from partners, which represent several of Europe's leading agrifood companies, research institutes and universities.

The network also includes the RisingFoodStars Association, bringing together Europe's best agrifood startups and scaleups.

## OUR REGIONS

With teams on the ground across Europe, we unlock innovation potential in businesses and higher education and create and scale agrifood startups to bring new technologies and products to market.

EIT Food is located across three European regions with similar challenges.

### ● West

Reading, UK  
Leuven, Belgium  
Freising, Germany

### ● North & East

Warsaw, Poland

### ● South

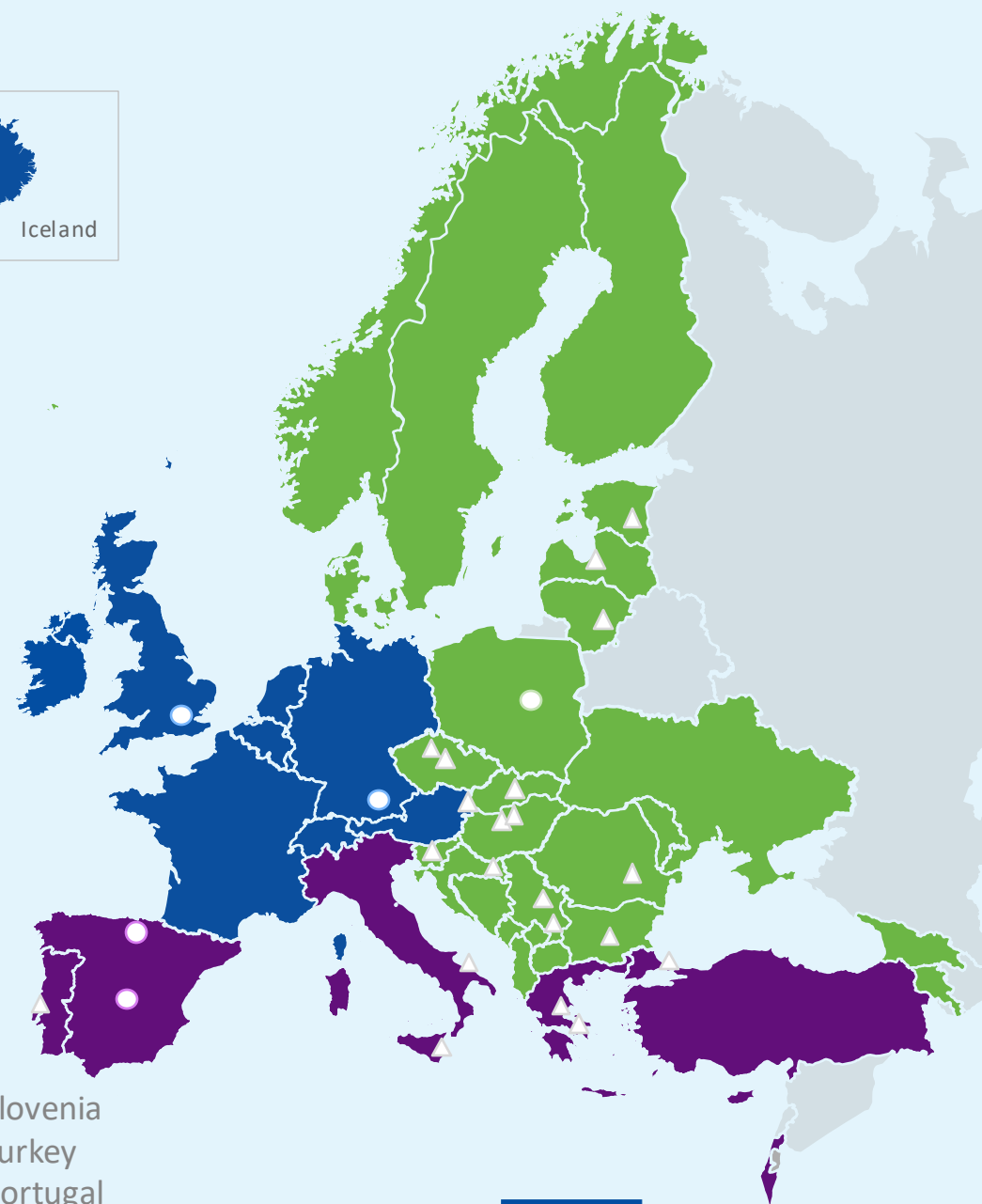
Bilbao, Spain  
Madrid, Spain

### ▲ Regional contact hubs

Bulgaria  
Croatia  
Czech Republic  
Estonia  
Hungary

Latvia  
Lithuania  
Romania  
Serbia  
Slovakia

Slovenia  
Turkey  
Portugal  
Italy  
Greece

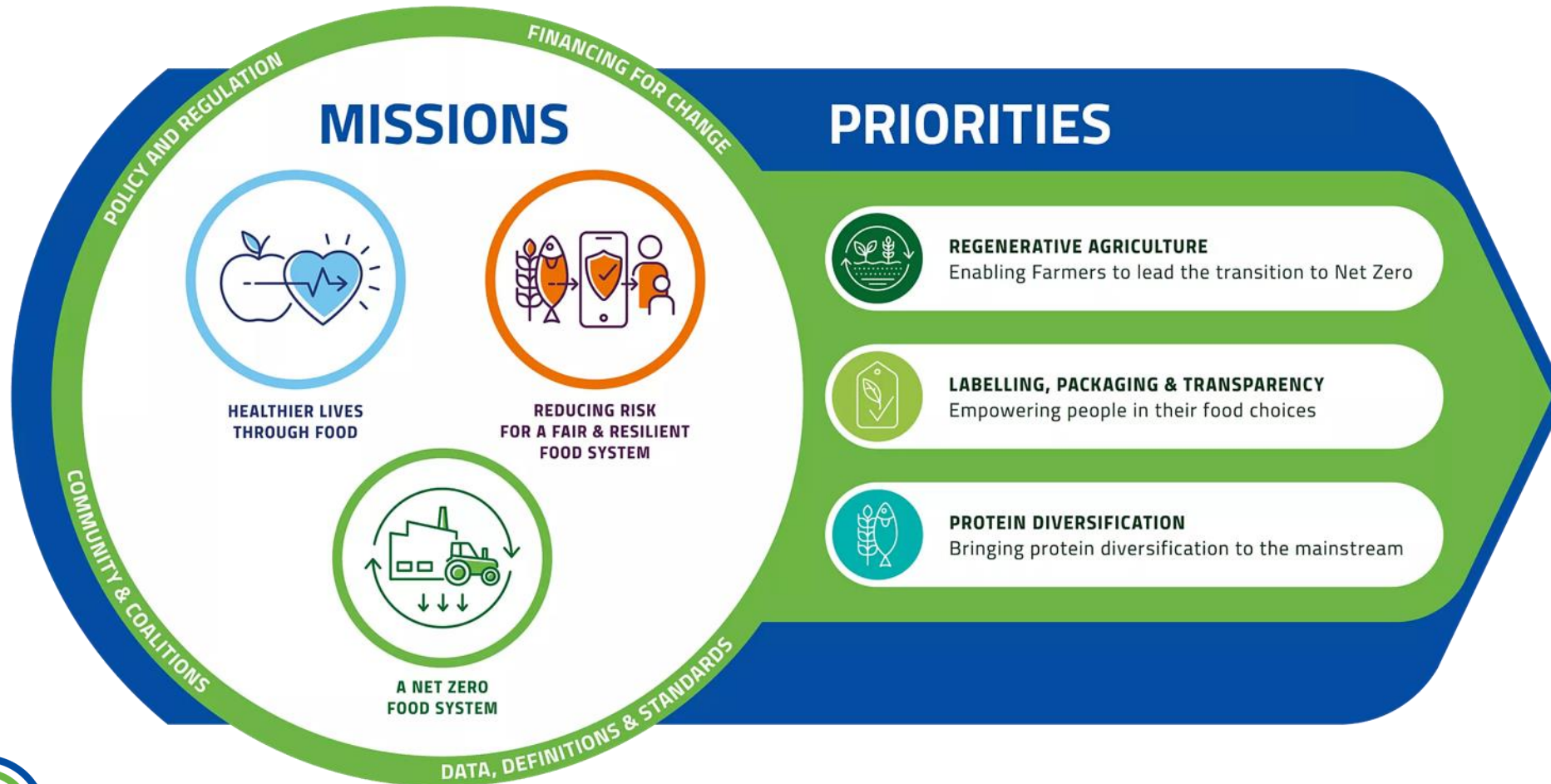


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# Our Mission-led approach

We believe the best way to achieve impact across the global food system at scale is to collaborate with partners around our three missions.



# OUR COMMUNITY

Our strength comes from our community, which brings together key players from across the food value chain. Our Partner Network is made up of industry organisations, higher education institutions, research centres and non-profits from across Europe.



# Partnering for impact



Our flexible partnering programmes are designed to support startups, SMEs, large global corporates, universities and research organisations.



## COMMUNITY MEMBERS

Join a dynamic network and connect with our strategic and delivery partners



## DELIVERY PARTNERS

Helping you deliver excellence and impact through projects and programmes



## STRATEGIC PARTNERS

Providing an influential voice at sector and policy levels both in the EU and beyond while shaping our strategic direction



## COMMUNITY MEMBERS

Join a dynamic network and connect with our strategic and delivery partners





## COMMUNITY MEMBERS

### Features & benefits



Join a dynamic network and connect with our strategic and delivery partners



#### Promotion on EIT Food media channels

Expand your reach and increase awareness by showcasing your organisation on our website, corporate deck and other channels. Your organisation will be recognised as an official member of the world's largest food innovation initiative.



#### Collaboration opportunities

As a dynamic network, partners can engage with our activities, and connect and collaborate with our strategic and delivery partners projects and programmes.



#### Network access to food system expertise

Across the value chain of innovation, from farm to fork, gain access to our extensive network of partner organisations.



#### Access insights and knowledge from food system leaders

Benefit from food system expertise captured in our ecosystem to help enhance or advance your initiatives.



#### Exclusive events, in-person or online

Enjoy discounts and priority access to our online and in-person events held across Europe, including our Annual flagship event, Venture Summit, Future of Food conference, and numerous other events.



#### Access to FoodHIVE, our community networking platform

Premium access to FoodHIVE, our virtual community platform where you can connect, build and exchange information with a wide range of individuals and organisations on the latest insights, news and trends across the food system.





## DELIVERY PARTNERS

Helping you deliver excellence  
and impact through projects  
and programmes





## DELIVERY PARTNERS

Features & benefits



Helping you deliver excellence and impact through projects and programmes

### INCLUDES:

#### Key Account Manager

Help with overseeing specific activities.



*All the benefits of Community Membership plus:*



#### Co-create solutions with EIT Food and partners

Working together to provide different perspectives and shared knowledge to overcome food system challenges and deliver solutions. Create new products, formats, events and standards.



#### Gain access to markets across Europe

Extend your B2B and B2C reach beyond your local region to infiltrate new markets and extend your offering or boost your growth. Engage potential new employees with the required skillsets.



#### Support in running local initiatives and events

Increase and strengthen capabilities by inputting, organising and operating initiatives, events, fundraising and network building.



#### Gain a credible, impartial partner

Benefit from the association and endorsement of having EIT Food as your partner. By working with us you'll demonstrate your commitment to the future of food across Europe and beyond.



#### Personal support to identify funding opportunities

Help with navigating and selecting the project and programme funding options that are open to you by identifying consortia to join.



#### Vote on our partner assemblies

Provide your expertise and voice your views to guide decision-making and influence the future direction of EIT Food by having voting rights.



## STRATEGIC PARTNERS

Providing an influential voice at sector and policy levels both in the EU and beyond while shaping our strategic direction





## STRATEGIC PARTNERS

### Features & benefits



Providing an influential voice at sector and policy levels both in the EU and beyond while shaping our strategic direction

#### INCLUDES:

##### Key Account Manager

Extra personalised support compared to delivery partnership



#### *All the benefits of Community Membership and Delivery Partnership plus:*



##### **Engage at EU level, thought leadership, and influence**

We will come together with you and others to influence systemic change. Opportunities may include working with us on EU policy input, thought leadership activities, or participation in significant international events such as Climate Week or COP.



##### **Shape national, EU-wide & global programmes**

Help to shape EIT Food's flagship programmes, creating value and funding pipelines. Work with the network to take influential roles in a range of national, EU and global programmes.



##### **Deep access to food system experts within a structured framework**

Gain complementary insights, knowledge and build synergies with a diverse range of experts to strengthen your organisation and advance its ideas and innovations.



##### **Strong voting weight on our partner assemblies**

Provide your expertise and voice your views and ideas to strongly guide decision making and influence the future direction of EIT Food using your 5 votes.







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# Our flexible membership type is adaptable to your needs

KEY FEATURES & BENEFITS	Deep access to food system experts within a structured framework			DELIVERY	1 VOTE	STRATEGIC	5 VOTES
	Shape national, EU-wide & global programmes						
	Engage at EU level, thought leadership, and influence						
	Vote on our partner assemblies						
	Personal support for identify funding opportunities						
	Key Account Manager – <i>Level of interaction matched to membership type</i>						
	Gain a credible, impartial partner						
	Support in running local or regional initiatives and events						
	Gain access to markets across Europe						
	Co-create solutions with EIT Food and partners						
	Access to FoodHIVE, our community networking platform						
	Exclusive events, in person or online, <i>fees apply</i>						
	Access insights and knowledge from food system leaders						
	Network access to food system expertise						
	Collaboration opportunities						
	Promotion on EIT Food media channels						
	COMMUNITY						



# Our fee structure allows organisations of all sizes to join



Size	Corporate Footprint	Employees	Turnover	Partnership Fees p/a		
<b>SME</b>	Typically focussed on fewer locations, less than 5 operating entities	<250	<€50m p/a	€500	€4,500	€11,250
<b>Medium</b>	Likely presence in more than one country, and / or several separate locations. Multiple operating entities (branches, subsidiaries)	>250 <1,000	>€50m, <€500m p/a	€1,000	€9,000	€22,250
<b>Mid-Cap</b>	Mid-sized multi-nationals	>1,000 <3,000	>€500m <€2bn p/a	€1,500	€16,500	€41,250
<b>Large</b>	Presence in multiple countries and two or more continents	>3,000	>€2bn p/a globally	€2,500	€30,000	€75,000

# Methods of engagement

## EDUCATION

Attracting, developing and empowering talent to lead the transformation of the food system

### EXAMPLES



Global Food Venture Programme



Focus on Farmers



Food for Thought

## INNOVATION

Encouraging open collaboration across the entire food system to develop innovative technologies, products and services

### EXAMPLES



SeaCH4nge



From Waste to Farm



Digital Twin Management

## ENTREPRENEURSHIP

Supporting innovative impactful entrepreneurs and startups to deliver new food innovations and businesses across Europe

### EXAMPLES



FeJuice



FeJuice



Redefine Meat

## PUBLIC ENGAGEMENT

Empower consumers so they become change agents of a better food system

### EXAMPLES



Annual Food Agenda



Food Unfolded®



Future of Food

## PUBLIC AFFAIRS

Building institutional relationships, and leading relevant policy discussions and debates

### EXAMPLES

Whitepaper on Protein Diversification

Position Paper: Blue Bioeconomy - EIT Food

Report on the ruminant livestock industry and net zero targets

# Meet our partnership team

## North & East



**Marja-Liisa Meurice**  
Regional Director



**Justyna Kulawik-Dutkowska**  
Key Account Manager



**Anna Kubiak**  
Ecosystem Manager

## West



**Georg Schirmacher**  
Regional Director



**Alicia Abendroth**  
Key Account Manager



**Malte Stumpfenhorst**  
Key Account Manager



**Nazanin Khayyat**  
Key Account Manager



**Laura Elphick**  
Ecosystem Manager

## South



**Begoña Pérez Villarrea**  
Regional Director



**Carmen Galindo**  
Key Account Manager



**Paula Hafner**  
Key Account Manager



**Laura Ezcurra**  
Ecosystem Manager

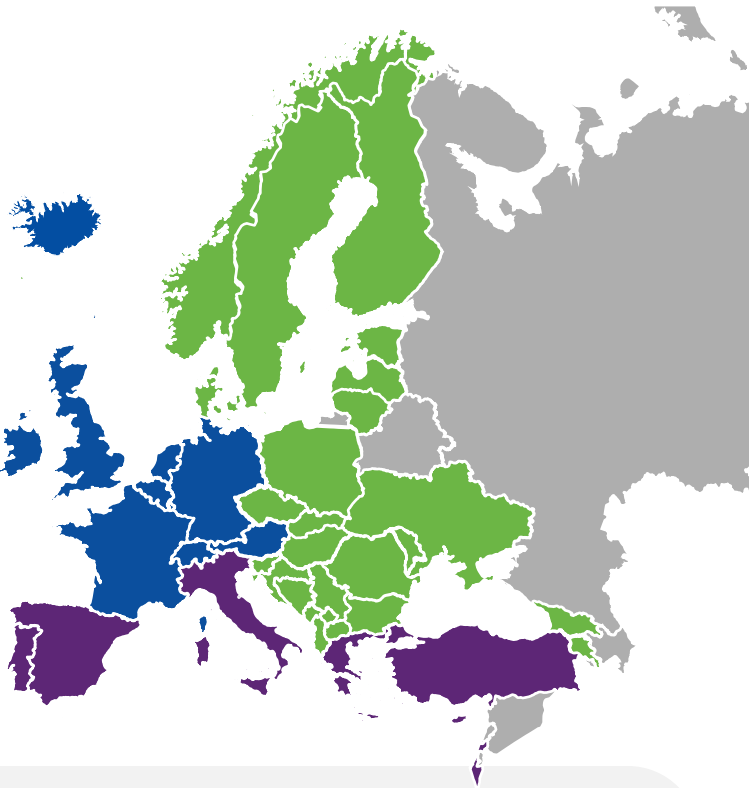
## Pan-EU



**Jayne Brookman**  
Chief Partnership Officer



**Jente Schoutens**  
Head of Community



### Our roles explained

**Key Account Manager**  
Nurture relations with delivery & strategic partners

**Ecosystem Manager**  
Scout new partners and understand the community members ecosystem



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LET'S PARTNER TO CREATE THE FUTURE  
OF FOOD TOGETHER!

CONTACT DETAILS  
[partnership@eitfood.eu](mailto:partnership@eitfood.eu)



FIND OUT  
MORE AT  
[EITFOOD.EU/  
PARTNER](https://eitfood.eu/partner)



Scan to learn more



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