

Request for Proposals to Organise EIT Food RIS training activities

EIT FOOD SOUTH

DEADLINE: 1 JUNE 2025

EIT Food South is looking for entities to organise the EIT Food RIS training programmes in agrifood entrepreneurship, innovation and sustainability July -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.**

Application template: see Annex.

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.

EIT Food Competency Framework

The EIT Food has defined a **Competency Framework** that identifies the key competencies and capabilities required for innovators and entrepreneurs to possess to drive effective change in the food system. Each of these consisting out of four competency levels. Ranging from exploring the foundations of the skill, to possessing the ability to positively transform the food system as we know it. The EIT Food Competency Framework consists of eight priority areas to develop talent in the food system:

- **Entrepreneurship.** The ability to recognise, develop and act on entrepreneurial opportunities in a range of organisation settings, and to play an effective role in new venture formation and growth.
- **Problem-solving.** The ability to analyse and understand the problem space, generate new ideas, assess their validity, and co-create solutions.
- **Critical thinking.** The ability to assess facts and evidence to drive decision-making, including constructive questioning of the status quo.
- **Leadership.** The ability to be an effective leader, and to mobilise resources efficiently to accomplish a goal based on responsible management practice.
- **Communication.** The ability to drive interpersonal communication and translate complex ideas for different audiences.
- **Technology management.** The ability to use emerging technologies in (radical or breakthrough) innovation processes.
- **Data management.** The ability to develop and use digital tools with the purpose of accessing, managing, analysing and interpreting data.
- **Food systems.** The ability to analyse the food system, appraise current and future sustainability challenges, and develop appropriate responses using system approaches.

EIT Food's educational activities, workshops and training for students, startups and other stakeholders shall support the development of at least two priority areas.

Background information: EIT Food RIS trainings

The present call is launched by EIT Food South to select at least one organisation that would become organisers of the EIT Food RIS training programmes in 2025.

This is one of the capacity building activities and closer interactions between the local knowledge triangle innovation actors (such as, clusters, networks, regional public authorities, Higher Education Institutions (HEIs), research organizations, Vocational Education and Training (VET) institutions, SMEs) and their activities which are fostered by the EIT Food South Hubs. These activities include the dissemination of the EIT Community's results and good practices, as well as activities focused on students and citizen engagement. The RIS trainings:

- focus on the support and development of innovation, food systems and entrepreneurial skills, in order to assist students to develop entrepreneurship mindset that can lead to the creation of potential start-uppers, based in EIT RIS countries and regions.
- supports students access to scientific outcomes and strengthens awareness, knowledge, and understanding of the Agrifood challenges across students while it has a focus on developing solutions that can address them;
- facilitates transfer of good practices demonstrating development and implementation of new innovation delivery mechanism and innovation ecosystems.
- support the networking and building of strategic partnerships between local KT actors, innovation ecosystems and between entities from EIT RIS countries and regions and from countries considered strong innovators.

The modality of the training will be in person. The details on formats and timeline are going to be decided based on proposals from applicant organizations.

Trainings can be run in local language.

When applying for the call, interested organisations should submit a **proposal** aligned with:

- The Course programme proposed by EIT Food
- The Assessment Strategy proposed by EIT Food,
- The applicant organization can propose variations in the above, as long the overall goals, objectives and practices are shared.

Budget

The total budget for the organisation of the activity will be of no more than €47,000. The selected organisation will sign a subcontracting agreement with EIT Food South. The selected organisation will provide with a minimum of €7,000 of co-funding in kind, in cash or as sponsorship, EIT Food will provide in cash €40,000 euros.

Target Audience: students and/or professionals. It will be required a **minimum attendance of 60 people** for both trainings.

Duration as indicated in the annex.

The organizer will be responsible for venue selection, marketing and promotion, trainer recruitment, agenda planning, logistics management, attendee engagement, and post-training evaluation as well as for sponsor recruitment support, logistical support, and financial assistance or sponsorship opportunities.

1. Applications to organise the EIT Food RIS trainings

Eligible organisations

- Legal entities (such as higher education institutes, incubators or accelerators, innovation centres, non-governmental organisations);

- 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 ecosystems with a strong regional outreach;
- Experienced in the organisation of trainings, face to face and online;
- Able to organise the EIT Food Startup Awareness Event in the respected timeframe between June and November;
- Committed to contribute to achieving KPIs and comply with the accreditation requirements.

Benefits for organisations selected as EIT Food RIS trainings organisers

Organisations chosen by EIT Food to organise the trainings 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);
- Expertise and organisational support of EIT Food in organising and implementing the activity.

Organising the training 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 organisation will also benefit from the increased visibility in their local innovation ecosystems, strengthening their position on the regional and national levels.

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.

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.

Selection criteria

All proposals will be evaluated taking into account the following criteria, related to the applicant organisational capacity and EIT Food Startup Awareness Event requirements:

1. **Experience in training innovation, entrepreneurship and sustainability in EIT Food** (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);
2. **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);
 3. **Approach to the organisation of** the activity: format, specific topics, speakers and how they correspond to the purpose of the Event outlined by EIT Food;
 4. Co-funding (minimum €7.000);
 5. **Cost of service** planned by applicant organisation.

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. 75 points for criteria 1-5. In criterion 6 application with the lowest price will receive 40 points while other applications will receive proportionally lower numbers.

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.

TRAININGS FOR STUDENTS

1. Course Program

Introduction to Agrifood Innovation *Duration: 1 hour*

- *Objective:* Establish a foundational understanding of innovation in the agrifood sector.
- *Activities:*
 - Networking and Registration
 - Role of Digital Technologies in Farm-to-Fork (F2F) Strategy

Research, Education, and Innovation *Duration: 1.5 hours*

- *Objective:* Explore the intersection of research, education, and innovation in the agrifood domain.
- *Activities:*
 - Education and Training in Innovation Entrepreneurship
 - Q&A and Interactive Discussions

Business Maturity and go-to-market *Duration: 1.5 hours*

- *Objective:* Develop insights into business maturity, market research, and behavioral marketing.
- *Activities:*
 - Understanding the Business Maturity Model Framework
 - Practical Approaches to Market Research

Case Studies: lessons from the market *Duration: 2 hours*

- *Objective:* Apply learning to real-world scenarios through case studies and mentorship.
- *Activities:*
 - Presentation of Case Studies
 - Networking Opportunities and Collaborative Discussions

Entrepreneurship and Sustainability *Duration: 2 hours*

- *Objective:* Promote sustainable practices in the agrifood industry.
- *Activities:*
 - Exploring Ethical and Sustainable Entrepreneurship
 - Innovative Marketing Techniques for Startups
 - Group Work: Applying Concepts to Business Ideas

Closing Remarks and Evaluation *Duration: 30 minutes*

- Recap of Key Learnings
- Participant Feedback and Evaluation
- Distribution of Certificates

Note: This is an indicative program, subject to adjustments for optimal participant engagement and learning outcomes.

2. Assessment Strategy

Formative Course Assessment: Continuous Feedback Mechanism

The **Continuous Feedback Mechanism** will be integrated to ensure ongoing participant engagement and understanding. This mechanism involves:

1. **Brief Reflections:** Participants will engage in brief reflections, assessing their evolving entrepreneurial mindset and ability to appraise opportunities. Reflections will also touch on the identification and utilization of resources for creating social and environmental value.
2. **Mid-Course Check-In:** A mid-course check-in will assess the effectiveness of actions taken to support sustainability impacts. This provides real-time insights into participants' grasp of sustainability concepts.

Summative (Normative) Assessment: Tests and Knowledge Checks

The primary method for assessing the learning outcomes is through tests and Knowledge Checks, always with one at the end-of-course, but also as part of every session:

1. **End-of-Session tests:** tests at the end of each session will evaluate participants' ability to apply basic systems analysis techniques to describe the food system. Quizzes will also gauge their understanding of dominant sustainability challenges.
2. **End-of-Course Knowledge Assessment:** The comprehensive knowledge assessment at the end of the course will focus on recognizing how innovations contribute to achieving societal impact and demonstrating an entrepreneurial mindset.

Additional Assessments: Diverse Exercises for Comprehensive Evaluation

Additional assessments will be employed to ensure a comprehensive evaluation aligned with the learning outcomes:

1. **Class Participation:**
 - *Description:* Active involvement in discussions, workshops, and activities focused on developing an entrepreneurial mindset and appraising opportunities.
 - *Demonstration of Mastery:* Showcase of understanding and engagement in identifying and using resources for creating social and environmental value.
2. **Case Study Analysis:**
 - *Description:* Analysis of case studies related to the agri-food ecosystem, emphasizing the application of systems analysis techniques and identification of sustainability challenges.
 - *Demonstration of Mastery:* Critical thinking demonstrated through applying concepts to real-world scenarios.
3. **Group Projects:**
 - *Description:* Collaborative projects addressing specific challenges in the agri-food sector, emphasizing the implementation of effective actions for sustainability impacts.
 - *Demonstration of Mastery:* Evaluation of effective teamwork and application of learned concepts to practical scenarios.

Pitch Assessment (Optional)

For courses including a pitch, participants will be evaluated on their ability to articulate the value of opportunities and demonstrate an entrepreneurial mindset effectively.

This refined assessment strategy provides a more targeted approach, directly addressing the learning outcomes and competencies outlined in the Competency Framework.

TRAININGS PROFESSIONALS

1. Course Programme:

2. Introduction to Agrifood Innovation

- *Duration: 1 hour*
- **Objective:** Establish a foundational understanding of innovation in the agrifood sector.
- **Activities:**
 - Networking and Registration
 - Overview of EIT FOOD and its Initiatives
 - Role of Digital Technologies in Farm-to-Fork (F2F) Strategy

3. Research, Education, and Innovation

- *Duration: 1.5 hours*
- **Objective:** Explore the intersection of research, education, and innovation in the agrifood domain.
- **Activities:**
 - Q&A and Interactive Discussions

4. Business Maturity and marketing

- *Duration: 1.5 hours*
- **Objective:** Develop insights into business maturity, market research, and behavioral marketing.
- **Activities:**
 - Understanding the Business Maturity Model Framework
 - Practical Approaches to Market Research

5. Agrifood entrepreneurship highlights

- *Duration: 2 hours*
- **Objective:** Apply learning to real-world scenarios through case studies.
- **Activities:**
 - Presentation of Case Studies
 - Networking Opportunities and Collaborative Discussions

6. Entrepreneurship and sustainability

- *Duration: 2 hours*
- **Objective:** Foster entrepreneurial skills and promote sustainable practices in the agrifood industry.
- **Activities:**

- Exploring Ethical and Sustainable Entrepreneurship
- Innovative Marketing Techniques for Startups
- Group Work: Applying Concepts to Business Ideas

7. **Closing Remarks and Evaluation**

- *Duration: 30 minutes*
- **Activities:**
 - Recap of Key Learnings
 - Participant Feedback and Evaluation

2. Assessment Strategy

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The **Continuous Feedback Mechanism** will be integrated to ensure ongoing participant engagement and understanding. This mechanism involves:

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The primary method for assessing the learning outcomes is through tests and Knowledge Checks, always with one at the end-of-course, but also as part of every session:

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Additional Assessments: Diverse Exercises for Comprehensive Evaluation

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4. **Class Participation:**

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