Call for Test Farms Partner Organisation

EIT Food has designed a programme to link agricultural startups with farmers and testing-land, called Test Farms. Through enabling these links EIT Food wants to help innovative agritech startups to validate and test their products and services, showcase their business to customers and investors and finally support the technological transformation in European agriculture.

This programme has emerged following conversations and research with many agricultural startups. These startups cite the difficulties of finding the right farmers or land with which to validate their technologies or services. This 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 increase yields, nutrition and steward precious agricultural resources.

EIT Food is going to scale the Test Farms programme that has run in 2019 in Poland and Spain on a small scale. To do so we are looking for a new partner to support us with this programme in the North-Eastern and Southern part of Europe. The possible countries for expanding the test farms programme are Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Portugal, Serbia, Spain, Turkey, Italy and Greece.

The role of the partner organisation in this project will be to facilitate the network of farmers in Europe. EIT Food will provide the network of startups and together the matchmaking between farmers and 20-25 startups will be done during multiple events with about 5-7 startups participating per event.

The programme will run from February till December 2020 and will entail the following steps:

- Scouting for agricultural startups and approaching them to participate in the programme.
- Identifying farmers and approaching them to participate in the programme.
- Pre-matching startups and farmers.
- 3-4 matchmaking events with farm visits on the next day.
- Piloting phase up to 1 year.
- Demo Day at the farm to showcase the results to other local farmers, if tests have been successful.
- Reporting on the results and impact of the programme.

1. Profile EIT Food partner organisation

1.1 Requirements:
- Legal entity
- Directly working with farmers (e.g. consulting, farm management, 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 least 1 of the following countries: (Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Portugal, Serbia, Spain, Turkey, Italy, Greece)
- Previous proven experience in introducing innovations to farmers and/or matchmaking startups with farmers
- Agricultural experts to oversee and assist entrepreneurs during the pilot phase with expertise and knowledge.
- Ability to speak local language (of the farmers) and English.

1.2 Additional assets (not required but it's a plus to have them):
- Own agricultural land for startups who don't want a partnership with a farmer, but just a simple field to test their products.
- Providing access to testing facilities for startups to check their readings on measurements such as soil moisture, soil composition, product nutrition profile, air moisture, temperature etc.

2. Partner's involvement:
- Co-creating the application form to ensure the right information to match the startups with farmers is gathered.
- Pre-matching based on startups profiles, requirements and preferences for different types of farms.
- Organisation of the matchmaking event, meant for matching startups with pre-matched farmers and designing the plan of their test project
  - Venue etc.
  - Reimbursing the travel costs of the farmers.
  - Agricultural experts to assist designing the pilot project plan.
- Overseeing the testing phase by the agricultural experts.
- Providing translation support if needed for the startup/farmer.
- Support in organizing the demo days at the farms – recruitment of the participants (potential clients), advise on the programme.
- Test Farms programme communication and reach-out (publishing the call for startups/farmers, progress of the pilot tests, promoting the demo days, results - spreading the word about the potential of the solutions).
- The contract will from March till December 2020.

3. Timeline

Step	Date/period
Deadline application for partner organisations	16-02-2020
Announcement of the chosen partner organisation by EIT Food	25-02-2020
Finalize application form startups	06-03-2020

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Call for applications for startups to participate in the programme open	09-03-2020 – 19-04-2020
Evaluation of startup applications	20-04-2020 – 30-04-2020
Recruitment of farmers and pre-matching	20-04-2020 – 08-05-2020
Invite chosen startups to participate	11-05-2020
Matchmaking events	25-05-2020 – 12-06-2020
Piloting phase	Can start after match making events and run up to a year. (start and end date dependent on startup)
Demo days	To be agreed on with farmers and startups. At least before end of October.
Venture summit	November 2020
Report on outcomes and impact of the programme.	December 2020

* Dates may change in agreement between the partner organisation and EIT Food.

4. Selection process

Interested and eligible organisations are invited to submit their applications by 16 February 2020, using the "EIT Food Test Farms partner organisation – Application Form". Please send the electronic version of the application, based on the form provided below, to: adriana.balazy@eitfood.eu. Please write in the subject line of your e-mail: ''Application partner organisation Test Farms''. Incomplete applications or applications submitted by ineligible organisations will be automatically rejected. Complete applications received by EIT Food will be evaluated by a committee including representatives of EIT Food using selection criteria presented in point 5. EIT Food reserves the right to designate the subcontractors 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 organisations. All applications will be evaluated using transparent selection criteria and the results of the call will be directly communicated to all organisations participating in the call; the chosen provider will be required to sign subcontracting agreements with one/several local offices of EIT Food.

5. Selection criteria

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

1. Size and quality of the network of farmers in the target countries (number of farmers; diversity of the type of farmers (various crops, livestock, sizes of the farms etc.) number of countries, type of collaboration between applying entity and farmers).
2. Role in the ecosystem (familiarity with the agri-food industry in the target countries; existing contacts and projects with relevant local stakeholders).
3. Experience in training and supporting farmers, especially regarding introducing new technologies (examples of the most relevant workshops/trainings/programs of your organisation from 2016-2020 that were provided to farmers from your target regions including a short description of these activities, key outcomes and impact);

4. Agricultural knowledge and expertise - type of experts, field of their expertise and experience which can be used during the Test Farms programme
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.

The maximum budget for the partner organisation (or consortium of organisations) to execute all descripted activities cannot exceed the amount of €60.000 in total. In case you are applying for multiple of the target countries, please make a breakdown per country in the budget. The applicant with the lowest price will receive the maximum score in the evaluation, the other applicants will receive proportionally lower scores.

Criteria 1-7 will be evaluated on a 0-15 scale: 0 – not satisfactory; 5 – satisfactory; 10 – good and 15 Criteria 1-7 will be evaluated on a 0-15 scale: 0 – not satisfactory; 5 – satisfactory; 10 – good and 15 – very good. The application can receive max. 60% of total score for criteria 1-7. In criteria 8 the application with the lowest price will receive 40% of total score while other applications will receive proportionally lower numbers.

6. EIT Food Test Farms Partner Organisation – 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 16 February 2020 to: adriana.balazy@eitfood.eu. 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. Type of organisation (<u>underline</u> one) (ex. Business enterprise, Higher education institute, public research organisation, knowledge transfer center, farmers association, agricultural advisory etc.)	
7. Name of contact person	
8. Position	
9. E-mail	
10. Phone	

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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)	

15. Please provide a brief description of your organisation and its main activities.

14. In which of the target countries do you have your network of farmers to participate in this program?
Target countries programme: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Portugal, Serbia, Spain, Turkey, Italy, Greece (It is not required to work in all the listed countries).

15. Please describe your network of farmers (list countries in the list target countries of the programme, number of farmers per country, type of farmers (crops, livestock, sizes of farms, etc.) in the network, type of collaboration between your organisation and the farmer).
[Size and reach of the network of farmers in the target countries]

16. Please present familiarity with the agri-food industry in the target countries; existing contacts and projects with relevant local stakeholders.
[Role in ecosystem]

17. Please provide examples of the most relevant workshops/trainings/programs of your organisation from 2016-2020 that were provided to farmers from your target regions including a short description of the activities, key outcomes and impact.
[Experience in training and supporting farmers]

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.
[Agricultural knowledge and expertise]

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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.
[Available agricultural research and/or testing resources]

21. Please describe the approach to the matchmaking process between farmers and startups (including activities, timeline, location and agenda for the matchmaking event).
[Approach to the matchmaking process between farmers and startups]

22. Please describe the approach to the demo days (including activities, potential partners, potential attendees to be invited).
[Approach to the demo days at the farms]

23. Please provide the budget for the Test Farms Programme (including the organization of the matchmaking events). Please refer to *Point 2.* of the call for proposals - *Partner's involvement.*
In case you are applying for multiple of the target countries, please make a breakdown per country in the budget.
[Cost of service planned]

24. Would you like to add any other information relevant to this call and application?

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 the partner organization of the EIT Food Test Farms programme in 2020 based on conditions described in the "Call for Test Farms partner organisation".

Date, place: ……………………………………………………………….

Name of the person submitting the application: ………………………………………………………………………

Position: ……………………………………………………………

Organisation submitting the application: ……………………………………………………………