

Request for proposals

European Battery Alliance, EBA Manager

Company KIC IE AB

Registered Office Torsgatan 11, 11123 Stockholm, Sweden

email: scandinavia@kic-innoenergy.com VAT-ID SE556904925601 Bank ABN Amro Bank

Account no. 46.58.19.958 IBAN NL44ABNA0465819958 SWIFT ABNANL2A

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2. Overview of EIT InnoEnergy

EIT InnoEnergy is one of the World's leading climate tech investors. As a European company with global reach, we are driven by one goal; to accelerate and increase the impact of the innovations we support. In doing so, we help create lasting economic growth and hundreds of thousands of jobs while driving forward Europe's goal of becoming the first climate-neutral continent by 2050. We invest in companies and people spanning the entire innovation cycle from classroom to end customer across a broad range of areas.

Some of our key achievements since the start in 2010 at a glance:

- We have built the largest sustainable energy innovation ecosystem in the world, with +1200 partners and 35 shareholders from the industry, finance, research, and academia. These include firms like Volkswagen AG, Siemens Financial Services, Stena Recycling, Renault, EDF, ING, Engie, Total or Naturgy.
- Since being founded EIT InnoEnergy has supported 500+ start-ups and we are currently invested in appr. 300 portfolio companies.
- In 2022, Startup Genome ranked us as Europe's #1 and the world's #2 impact investor in cleantech. Further rankings include (2020): #1 most active energy investor globally (Pitchbook), the #2 global energy tech investor 2016-2020 (CB Insights), and the #3 largest climate investor by number of deals (PwC).
- We were one of the first investors in Swedish battery manufacturer Northvolt as well as up and coming industry leaders such as Skeleton Technologies, Vekkor, Vulcan Energy Resources and H2 Green Steel.
- We play a leading role in the development of three strategic value chains – the European Battery Alliance (EBA), the European Green Hydrogen Acceleration Centre (EGHAC) and the European Solar PV Industry Alliance (ESIA) all of which aim to decarbonise Europe's industry, create millions of jobs, and strengthen its competitive position in the world.
- Our EIT InnoEnergy Master School has attracted students from all over the world. To date, we have >1,600 graduates.

By connecting innovators, industry leaders and educational institutions, we foster sustainable energy solutions, support startups, and drive global impact. With a vast network, reliable and contributing partners and pioneering initiatives, we are at the forefront of creating a more sustainable energy future.

Bringing these disciplines together maximizes the impact of each, accelerates the development of market-ready solutions, and creates a fertile environment in which we can sell the innovative results of our work. We focus on the following thematic areas, and related subcategories:

Energy storage

Lithium-ion batteries value chain (from raw material to recycling), innovative battery and energy storage technologies (e.g., alternative chemistries, redox flow batteries, pumped hydro), alternative storage business models.

Renewable energies

Solar PV, wind off- and onshore, ocean power (e.g., Wave/Tidal), hydro, solar thermal, other power generation technologies (e.g., fusion).

Energy for transport and mobility

Urban smart mobility for people and goods, e-mobility and energy efficiency for road transport, innovative technologies for rail, marine, plane.

Sustainable buildings and cities

Residential, non-residential, district/city, industry (both hardware, software a/o business model).

Energy efficiency

Thermal systems and equipment, electrification components and systems, water treatment and water efficiency, monitoring, and data analytics.

Energy for circular economy

Bioeconomy, waste solutions, power-to-X and CCU.

Smart electric grid

Infrastructure systems and services, grid edge technology and energy sharing solutions, power system cyber security, infrastructure protection.

Green hydrogen applications

Hydrogen storage and production, industrial hydrogen applications.

Mission

Our vision is to become the leading engine of innovation in the field of sustainable energy. The challenge is big, but our goal is simple: to achieve a sustainable energy future for Europe. Innovation is the solution. New ideas, products and services that make a real difference, new businesses, and new people to deliver to the market.

EIT InnoEnergy supports and invests in innovation at every stage of the journey – from classroom to end-customer. With our network of partners, we build connections across Europe, bringing together inventors and industry, graduates and employers, researchers and entrepreneurs, businesses, and markets.

For more information about our company please visit the following website:

<http://www.innoenergy.com/about-innoenergy/>

3. Scope of work

EIT InnoEnergy has a history in supporting the EU Commission with white papers on key topics. In that context several documents have been prepared related to the role batteries could play in the power system. This culminated in a question from Vice-President Maroš Šefčovic in February 2017 on how Europe could become a winner in batteries. A key aspect when addressing this question was a multidimensional approach in terms of technology, human capital, regulation, value chain / market / business model, supply chain, societal and individual aspects.

In this document it was highlighted the key role batteries can play in the transformation of the energy and transport system to sustainability. But it was also identified how important environmental aspects were in the entire value chain for batteries.

Based on the initial work from EIT InnoEnergy the European Battery Alliance (EBA) was formally launched in October 11, 2017 and EIT InnoEnergy was asked to drive the Industrial trail of the Alliance. See more information in the following website:

<https://ec.europa.eu/growth/industry/policy/european-battery-alliance.en>

Following several discussions, it was clear that in addition to a multidimensional approach a value chain thinking was a key success factor. Consequently, a large number of companies along the entire value chain were invited to meetings with the objective of working out concrete actions to support the development of a competitive industry along the entire value chain.

EIT InnoEnergy was given a key role in the Battery Alliance and were asked for:

- Providing background data
- Find, evaluate, and present key information such as market data

- Establishing a meeting place for Key Industrial Players along the entire value chain
- Largely done by calling several meetings with key stakeholders. Over 100 companies and organizations have been involved.
- Stimulate the establishment of alliances across the value chain
- Collect and formulate key questions, recommendations and actions
- This has been the main output from all our meetings and discussions.
- Support establishment of a European Battery Alliance eco-system

EIT InnoEnergy is now looking for EBA Manager, see work scope in *Annex 3*.

This is a challenging and exciting opportunity at the forefront of European innovation. The office is located in Stockholm and requires extensive international travel. The assignment is for a 1-year full time position starting 2024-04-02 and the assignment may be extended for an additional 1-year period by a Direct Award process If the services provided are satisfactory and depending on the needs of EIT InnoEnergy and available budget, However, this does not bind EIT InnoEnergy in any way, if the contracted person does not live up to expectation or deliver according to what is agreed.

4. Proposal Process

4.1. Participation

- Participation in this proposal procedure is open to all tenderers.
- All participants must sign the Tenderers' declaration form attached and submit the declaration along with the proposal. Please note that the tenderer may not modify the text and it must be submitted signed as provided by EIT InnoEnergy, attached to the request for proposal document.

4.2. Submission of proposal

	DATE
Publishing RFP	February 8 th , 2024
Deadline for requesting clarification from EIT InnoEnergy	February 22 nd , 2024
Deadline for submitting proposals	March 14 th , 2024
Intended date of notification of award	March 18 th , 2024
Intended date of contract signature	April 2 nd , 2024

Proposals must be emailed in English language to the following address:

Contact name: for the attention of Ms. Johanna Lindahl

E-mail: johanna.lindahl@innoenergy.com

The proposal shall contain:

- CV
- Methodology approach for managing EBA
- The financial offer (the price for the services.) The Financial offer must be presented in SEK as hourly rate (SEK / hour). Prices must be indicated as net amount + VAT. Travel shall be approved and booked by EIT InnoEnergy; necessary travel expenses approved by EIT InnoEnergy will be paid in addition to the working time.

- **An indication of supplier's insurance coverage.** The proposal must specify whether the supplier has taken out a company liability insurance and/or professional liability insurance including the maximum amount of coverage in SEK per event per insurance.

Responses should be concise and clear. The tenderer's proposal will be incorporated into any contract that results from this procedure. Tenderers are, therefore, cautioned not to make claims or statements that they are not prepared to commit to contractually. Subsequent modifications and counterproposals, if applicable, shall also become an integral part of any resulting contract.

The tenderer represents that the individual submitting the natural or legal entity's proposal is duly authorized to bind its entity to the proposal as submitted. The tenderer also affirms that it has read the instructions to tenderers and has the experience, skills, and resources to perform, according to conditions set forth in this proposal and the tenderers' proposal.

Tenderers are requested to submit their proposal together with the filled-out Tenderers' declaration form (see point 4.1).

4.3. Validity of the proposals

Tenderers are bound by their proposals 90 days after the deadline for submitting proposals or until they have been notified of non-award.

The selected winner must maintain its proposal for a further 60 days to close the contract.

Proposals not following the instructions of this Request for Proposal can be rejected by EIT InnoEnergy.

4.4. Requests for additional information or clarification

The request for proposal should be clear enough to avoid tenderers having to request additional information during the procedure. In case the tenderers need additional information or clarification, please address it to the address below. All information requested or answered may only be done through written communication – email only. Answers will be provided via the IE call for proposal section on the website. All questions should be sent prior to the deadline for requesting clarification as specified in 4.2.

Contact name: for the attention of Ms. Johanna Lindahl

E-mail: johanna.lindahl@innoenergy.com

EIT InnoEnergy has no obligation to provide clarification.

4.5. Costs for preparing proposals

No costs incurred by the tenderer in preparing and submitting the proposal are reimbursable. All such costs must be borne by the tenderer.

4.6. Ownership of the proposals

EIT InnoEnergy retains ownership of all proposals received under this tendering procedure. Proprietary information identified as such, which is submitted by the tenderer in connection with this procurement, will be kept confidential.

The potential or actual supplier should accept that during the implementation of the contract and for four years after the completion of the contract, for the purposes of safeguarding the EU's financial interests, EIT InnoEnergy may transfer the proposal and the contract of the supplier to internal audit services, to the EIT, to the European Court of Auditors, to the Financial Irregularities Panel or to the European Anti-Fraud Office.

4.7. Clarification related to the submitted proposals

After submission of the proposals, they shall be checked if they satisfy all the formal requirements set out in the proposal dossier. Where information or documentation submitted by the tenderers are or

appears to be incomplete or erroneous or where specific documents are missing, EIT InnoEnergy may request the tenderer concerned to submit, supplement, clarify or complete the relevant information or documentation within an appropriate time limit. **All information requested or answered may only be done through written communication – email only.**

4.8. *Negotiation about the submitted proposals*

After checking the administrative compliance of the tenderers, EIT InnoEnergy may negotiate the contract terms with the tenderers. In this negotiation EIT InnoEnergy will ask all tenderers to adjust the proposal or specific sections of the proposal within an appropriate time limit. In case of negotiation, EIT InnoEnergy shall provide further information about the proceedings and timing.

4.9. *Evaluation of proposals*

The quality of each proposal will be evaluated in accordance with the award criteria below. The award criteria will be examined in accordance with the requested service indicated in Section 3 of the document.

Project experience and competences of the candidate as follows

1. Experience and capabilities:

- Working experience in top leading positions in multinational companies. Min 10 years of experience. 10 years gives 15 points. Each additional year will give 1 point - up to a maximum of 15 years (to be detailed in the CV). **Maximum 20 points.**
- (International-)Project management experience. Min 5 years of experience. 5 years gives 5 points. Each additional year will give 1 point - up to a maximum of 10 years (to be detailed in the CV). **Maximum 10 points.**
- Experience in working with technical energy solutions, in particular storage and mobility. Min 5 years of experience. 5 years gives 5 points. Each additional year will give 1 point - up to a maximum of 10 years (to be detailed in the CV). **Maximum 10 points.**
- Energy Commercial Industry experience. Min 5 years of experience. 5 years gives 5 points. Each additional year will give 1 point - up to a maximum of 10 years (to be detailed in the CV). **Maximum 10 points.**

2. Methodology approach for managing EBA

The level of detailedness and compliance with our RFP and your proposed methodology will be evaluated and scored. You are requested to formulate a detailed proposal regarding the methodology or approach of organization of your own work (based on your own knowledge and experience working in this field of expertise). **Maximum 20 points.**

- ##### 3. Liability exposure: tenderer with best insurance coverage shall receive the highest score. **Maximum 5 points.**

Total technical score: 75 points maximum

Price: lowest offered expert unit price (SEK/hour) shall receive the highest score, other shall be calculated in relation to that in linear equation (maximum point: 25)

Total financial score: 25 points maximum

Total maximum score: 100.

4.10. *Signature of contract(s)*

The successful and unsuccessful tenderers will be informed in writing (via email) about the result of the award procedure.

For the contract the Service Agreement in *Annex 2* shall apply. Any change desired by the tenderer in

the provisions contained in the body of this Service Agreement needs to be communicated to EIT InnoEnergy as part of the proposal of such tenderer. The background for this is that such desired changes need to be considered in the evaluation of the proposal of each tenderer under Liability Exposure above. Significant changes are likely to lengthen the negotiation process, making it less likely that the Service Agreement can be signed in time.

Within 5 days (but should start after the expiry of the appeal period of 10 days) of receipt of the contract from EIT InnoEnergy, the selected tenderer shall sign and date the contract and return it to EIT InnoEnergy. Upon receipt, EIT InnoEnergy shall also sign and send back to the winner one signed copy. In case the winning tenderer is unable to enter the contract within the above-mentioned period, EIT InnoEnergy may decide to contract the second best.

4.11. Cancellation of the proposal procedure

In the event of cancellation of the proposal procedure, EIT InnoEnergy will notify tenderers of the cancellation. In no event shall EIT InnoEnergy be liable for any damages whatsoever including, without limitation, damages for loss of profits, in any way connected with the cancellation of a proposal procedure, even if EIT InnoEnergy has been advised of the possibility of damages.

4.12. Appeals/complaints

Tenderers believing that they have been harmed by an error or irregularity during the award process may file a complaint. Appeals should be addressed to EIT InnoEnergy. The tenderers have 10 days to file their complaints from the receipt of the letter of notification of award.

4.13. Ethics clauses / Corruptive practices

EIT InnoEnergy reserves the right to suspend or cancel the procedure, where the award procedure proves to have been subject to substantial errors, irregularities, or fraud. If substantial errors, irregularities, or fraud are discovered after the award of the Contract, EIT InnoEnergy may refrain from concluding the Contract.

The supplier shall take all measures to prevent any situation where the impartial and objective implementation of the contract is compromised for reasons involving economic interest, political or national affinity, family or emotional ties or any other shared interest ('conflict of interests'). He should inform EIT InnoEnergy immediately if there is any change in the above circumstances at any stage during the implementation of the tasks.

4.14. Annexes

Annex 1: Tenderers' Declaration form.

Annex 2: Draft Service Agreement Template.

Annex 3: Scope of work.