

Q1. In the Request for Proposal, an amount of EUR 80,000 is mentioned, but the Terms and Conditions document specifies amounts of EUR 15,000 + EUR 15,000, plus additional percentages and amounts based on milestone achievements. Additionally, the Hub Agreement mentions a total compensation of up to EUR 140,000 gross, with the total success fee for all KPIs (S_1, S_2, S_3, S_4, S_5, O_1) capped at EUR 220,000. Could you kindly clarify how these figures are structured and how they relate to each other?

A1. Total contract value is EUR 80,000. Valid 2025 Hub Agreement template, uploaded on the webpage .

Q2. Could you please provide more details on the specific KPIs for the following points, or should we make our own assumptions and assessments for each? A) Facilitating and Managing Exits: Evaluation metrics: # of investor meetings facilitated, # of investors introduced to InnoEnergy's assets, value of committed investments secured, X% of secondary transactions successfully completed or hard commitments provided. B) Fundraising: Evaluation metrics: # of investor meetings facilitated, # of investors introduced to InnoEnergy's assets, value of committed investments secured. C) Business Development: Evaluation metrics: # of customer meetings facilitated, value of sales secured, # of LoI/PoC/MoU signed. D) New Investments: Evaluation metrics: # of startups introduced, # of startups passing InnoEnergy's investment process.

A2. These KPIs are part of the base fee. We are not providing the quantification of the achievements but rather we are assessing the overall proactiveness, involvement and activity of the hub. More recurring, stable involvement and contact is between Hub and InnoEnergy together with its portfolio companies, higher the indicator will be for the eligibility of the full amount of the base fee.

Q3. Would there be any conflict of interest if we, potentially as the EIT InnoEnergy Hub, apply for other calls of EIT and EIT InnoEnergy specifically? We are able to establish firewalls and provide measures to avoid potential conflicts of interest if its acceptable from EIT side.

A3. You can apply to our calls under competitive procurement procedures. However, please bear in mind that the contracts value sum up in one year. In practical terms it means that we potentially will need a higher value procedure (meaning more complicated and time consuming) even for low values of contract. But that is it.

Q4. As of now, we don't have the supplier's insurance, but we are willing to provide it. Would it be acceptable if we sign this insurance after potentially receiving a positive decision regarding the call, or is it necessary to have it in place beforehand?

A4. It is acceptable.

Q5. Regarding the financial offer, there is stated: "The Financial offer must be presented in Euro" however next there is: (use the applicable currency of your country). Should we make it in EUR or in UAH?

A5. Use EUR

Q6. What documents need to be added for this tender and how to send these documents? Is it correct to understand that it needs to fill only these two attached files (Terms and Conditions, Declaration) and send them by email?

A6. The documents to be submitted are described in 4.2 section of the RfP. These are: Technical response (a business plan), Financial offer, Tenderer's declaration, Moreover you can also submit documents proving your experience with relevant activities

Q7. Do you have any template for business plan?

A7. No, it's up to you.

Q8. About the milestone, are those the milestones we set regarding the KPIs we select?

A8. Yes.

Q9. Can you clarify how this unit will interface with EIT hub already operating in Kyiv? This question is relevant for all countries, as every country has EIT Community RIS hub.

A9. EIT Community RIS hub already established in Kyiv. It represents all 9 Knowledge Innovation Communities (KICs) and its role is to be a single point of contact for those interested in EIT ecosystem and its offering. It promotes programmes by all the KICs, organizes and/or coordinates events, meetings, and actions targeting Ukrainian innovation ecosystem. It also facilitates connections with relevant stakeholders from authorities, industry, academia, research, startups etc. While EIT Community RIS hub represents also EIT InnoEnergy your role first and foremost is to provide feed for investment team of InnoEnergy. This is main activity, but not the only one. In this aspects you may ask EIT Community Officer (ECO) in Kyiv you can ask for connection with relevant stakeholders. On the other hand you need to provide ECO with information on initiatives, activities and other actions taken by EIT InnoEnergy or you that are relevant to Ukraine. You may be also asked to support ECO in promotion of his actions and of EIT. It is important that your and ECO's actions are harmonized (specifically in public activities) in order to get synergies and coherent message to Ukrainian stakeholders.

Q10: How to fill in the financial offer? What shall it include?

A10: It must be stressed, that there are no financial criteria in this request for proposals. All are performance related, as mentioned in the RfP. However, the financial offer shall be filled in and shall reflect your ambitions (KPIs that you want to achieve with success fee for those KPIs). You shall also include the base fee.

Q11: Technical response, financial offer and tenderer's declaration are three documents. Can they be put together in just one?

A11: The proposer can send the required data either as separate documents or as just one. The only condition is that all formal requirements regarding content are fulfilled. If proposer wants to add any supportive documentation (e.g. referrals) we recommend that they are in a separate file, different to the obligatory documentation, for convenience.