

Request for proposals

**Senior Advisor to EIT InnoEnergy
within the Battery Value Chain**

EIT InnoEnergy

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EIT InnoEnergy is the trading brand of InnoEnergy GmbH

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2. Overview of EIT InnoEnergy

EIT InnoEnergy operates at the centre of the energy transition and is the leading innovation engine in sustainable energy. It brings the technology, business model innovation and skills required to accelerate the green deal, progress towards Europe's decarbonisation and re-industrialisation goals, whilst also securing a reliable supply of clean energy.

Recognised as Europe's top cleantech and blue economy venture capital firm and investor in 2023 by Startup Genome, one of Europe's top 10 most active deeptech investors by Sifted in 2023 and the most active investor in the energy sector in 2022 by Pitchbook, InnoEnergy backs innovations across a range of areas. These include energy storage, transport and mobility, renewables, energy efficiency, hard to abate industries, smart grids and sustainable buildings and cities.

InnoEnergy has a portfolio of more than 200 companies, which are estimated to generate €110 billion in revenue and save 2.1G tonnes of CO₂e accumulatively by 2030. Collectively, these companies have raised more than €9.7 billion in investment to date.

InnoEnergy is the driving force behind three strategic European initiatives which include the [European Battery Alliance \(EBA\)](#), the [European Green Hydrogen Acceleration Center \(EGHAC\)](#) and the [European Solar Photovoltaic Industry Alliance \(ESIA\)](#).

InnoEnergy was established in 2010 and is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union. Since its inception, InnoEnergy has screened more than 7,000 start-ups, launched more than 300 products to market and overseen its portfolio companies filing 370+ patents. Today, InnoEnergy has a trusted ecosystem of 1200+ partners and 35 shareholders and a 200+ strong team with offices across Europe and in Boston, US.

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

3. Scope of work

Background and Objectives

In 2017 EIT InnoEnergy was tasked by the European Commission to build and lead the industry side of the European Battery Alliance (EBA). Today EBA has grown into an ecosystem with currently more than 800 members across the entire value chain, from raw materials to recycling, and has become a blueprint for industry alliances that is recognized worldwide. Simultaneously, our own portfolio of start-ups and ventures in this crucial area has expanded. Our aim is to grow and strengthen EBA by forging new (industrial) alliances and partnerships, to speed up innovation by investing in promising technologies, and to manage a growing portfolio of innovative start-ups.

We intend to appoint an Advisor who will support EIT InnoEnergy in a variety of tasks and areas.

Main Objective of assignment:

1. Provide the EIT InnoEnergy management and staff globally with advisory services in strategic and operational matters.
2. Provide general information from markets and ecosystems relevant for the tasks and objectives of EIT InnoEnergy.
3. Support high-potential assets (start-ups) and industrial projects with advisory services, represent EIT InnoEnergy in Advisory and Supervisory Boards.
4. Capture innovative start-ups and ambitious potential flagship projects within the scope of the battery value chain.
5. Strategic positioning of InnoEnergy in innovation ecosystems.

Description of scope of work and major activities and services to perform:

- Participate in relevant internal and external meetings.
- Work in close cooperation with EIT InnoEnergy key functions (Business Development, Investment & Asset Management, EBA, Thematic areas, EU Business and MarCom unit) and support them in various asset management and business development activities.
- Enrich the EBA value chain development pipeline with innovative industrial flagship projects.
- Identify innovative technology start-ups that can be integrated into EIT InnoEnergy's asset portfolio.
- Actively strengthen EIT InnoEnergy's brand, positioning and network within the European and US battery industry, with main focus on the DACH region.

General:

At an overall level: to support the acquisition, development and implementation of strategic engagements in various innovation, technology and business development activities at the core of the EIT InnoEnergy operation.

EIT InnoEnergy operates mainly through investment and asset management activities in industrial initiatives, which today consist of three value chains (Batteries, Green Hydrogen and Solar PV) and several thematic areas (Renewables, Grids&Storage, Industrial Energy Efficiency, Mobility, Circular Economy) focused on building a competitive European industry.

Relationships and new cases:

There is a continued need to strengthen the EIT InnoEnergy brand and to find new strategic partners (industrial/financial, including start-ups) or to deepen relationships with existing partners.

Assessment of new cases:

It is crucial for EIT InnoEnergy to correctly assess project and business opportunities, and this requires, in addition to internal skills, an extensive network of experts, business, market and implementation knowledge and experience. The role involves both participating in various assessments, evaluations, advisory boards, etc. of a wide range of opportunities and activities, which requires extensive and professional interaction with all parts of the EIT InnoEnergy organisation, as well as finding external experts and partners to complement as needed.

Providing value-added services under EIT InnoEnergy contracts (Asset Management):

Core to the InnoEnergy model is to invest in innovative cases, using financial means AND added value services. What distinguishes us is the quality and value of the added value services we provide for the cases we have engaged in. As part of the assignment, it will be crucial to be part of the EIT InnoEnergy teams delivering these services and take an active and leading role.

Requirements for the role

We are looking for an individual with the specific profile, background and track record that will enable him/her to perform the role and tasks outlined above. We expect

- A senior and experienced industry figure from relevant industry with a proven track record in technological and business achievements and leadership.
- Relevant educational background and knowledge in battery technologies / chemistries / materials.
- Expert knowledge of industrial, in particular battery value chains.
- Experienced in building innovative businesses.
- Excellent network in relevant industries across Europe and in the U.S.
- Ability to connect and work in different environments (e.g. startup, innovation, industry, governmental) and cultures.
- Willingness to travel if required (mainly Europe).
- Fluent in German and English.

Timing and planning.

The work of the (external) Senior Advisor will be carried out on an ad-hoc basis as required. The specific tasks and volume of work will be discussed and agreed upon in advance.

We envisage approximately 20 days p.a. (billing will be based on actual hours worked), but this cannot be guaranteed. The work is foreseen to start asap after contract signature.

The work/position will be non-exclusive, contract duration limited with the option to prolong.

4. Proposal Process

4.1. Participation

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

4.2. Submission of proposal

	DATE
Publishing of RFP	14.05.2024 CET
Deadline for requesting clarification from EIT InnoEnergy	21.05.2024 CET
Deadline for submitting proposals	24.05.2024 CET
Intended date of notification of award	27.05.2024 CET
Intended date of contract signature	03.06.2024 CET

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

Contact name: for the attention of Renata Hofmeister

E-mail: Renata.hofmeister@innoenergy.com

The proposal shall contain:

- **the technical response to the service requested (point 3).**
- **the financial offer (the price for the services.)** The Financial offer must be presented in Euro. Prices must be indicated as net amount + VAT.

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 counter-proposals, 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.

4.3. *Validity of the proposals*

Tenderers are bound by their proposals for **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 are in need of 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.** All questions should be sent prior to deadline for requesting clarification as specified in 4.2. In case of complex or high value procurements, EIT InnoEnergy could arrange a clarification session which will be communicated to the tenderers.

Contact name: for the attention of **Renata Hofmeister**

E-mail: renata.hofmeister@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 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 proposal*

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 below mentioned award criteria. The award criteria will be examined in accordance with the requested service indicated in Section 3 of the document.

Evaluation criteria

1. At least 10 years of experience in high level positions (preferably C-Level) – 10 Points
2. Experience based on CV – 30 Points
3. Experience based on track record (according CV and provided examples, e.g. reports,...) – 30 Points

Total technical score: 70 points maximum

4. Price per day: lowest offered expert unit price shall receive the highest score, other shall be calculated in relation to that in linear equation (maximum point: 30)

Total financial score: 30 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. Background for this is that such desired changes need to be taken into account 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 of receipt of the contract (and after the expiry of the appeal period of **5 days**) 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 into the contract within the above mentioned time 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 **5 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. Many journeys. One welcome.

Diversity, inclusion and equality of opportunity are core EIT InnoEnergy values. We are committed to extending the same warm welcome to everyone, whatever their personal journey. We strive to ensure every voice is heard.

We value the contribution that different viewpoints make to our business of innovation. Having a variety of perspectives at all levels also equips us to meet the needs of the diverse communities we serve.

We extend our commitment across the career cycle. We recruit people from diverse backgrounds—for example, as of 2022, we employed 39 nationalities split 50-50 male-female. We then ensure that every member of our team is involved and valued, and receives equal recognition and opportunities for advancement.

In all areas of the employee experience (including recruitment, compensation and career development), and in all dealings with customers and communities, EIT InnoEnergy staff will value merit regardless of age, social status, race, colour or genetic features, disability, ethnic/social origin or national minority membership, gender, gender reassignment, sexual orientation, language, marital or partnership status, political or any other opinion, economic status, religion or spiritual belief.

Although we do not use this as a vendor selection criterion, we are interested in learning from others, and would be happy to receive anything about your Diversity values or policy that you would care to offer.

4.15. Annexes

Annex 1: Tenderers' Declaration form.

Annex 2: Draft Contract Template.