

Q&A Request for Proposal for Mobility Corporate Venture Builder

1. If we identify a talented profile and match him/her with a business idea: is EIT UM or Impact Venture going to provide a specific budget for him/her to deep dive into the opportunity ?

There is no additional budget to directly support individuals with business ideas. The available maximum fund for the RfP (289,256.20 EUR) is intended to cover exclusively the action behind scope of work (2.2).

2. The RfP mentions pre-acceleration support and business validation support, what is the difference between the two?

Pre-acceleration support is intended for teams (individuals) when connected to business ideas. Hence, before starting the development of a business plan. It is intended to support the entrepreneurial process and allow teams to gain knowledge about their abilities to also assess their engagement to create a company in the future based on the initial business idea to which they have been matched.

Business validation support focuses on checking the minimum basics for the development of a new company: problem – solution, technology/solution development roadmap, business model, financial forecasts, market (total, serviceable, obtainable), pricing strategy (testing willingness to pay), commercialization strategy, IP strategy, ...

3. Is it right to understand that we are expected to support the business validation phase but if building a prototype or developing experiments is part of the phase and it requires a spending then a specific budget (not included in the maximum fund available fund for the RfP) would be made available ?

There is no additional budget to directly support the development of a prototype or conduct experiments beyond the required scope of work for the RfP. The available maximum fund for the RfP (289,256.20 EUR) is intended to cover exclusively the action behind scope of work (2.2).

4. Beyond mentoring, coaching and support in the creation of the venture, what is the value proposition for the founders? Do they get priority access to VCs or EIT investors? Do they have a budget to develop the pilot?

Once the venture is created, founders get assigned an Investment and Portfolio Manager (IPM) from EIT Urban Mobility. Based on their needs, IPMs will provide connections to relevant stakeholders upon assessment. This is a clear value proposition for founders to enter and get access to EIT Urban Mobility ecosystem. There is no budget within the action of the Venture Builder to develop a pilot.

5. Could we apply for only one phase (e.g. the scouting part) or do we have to apply for the entire proposal?

No, we expect proposals to cover the entire detailed scope of work (2.2).

6. How important is geographic diversity (within Europe) of founders and start-ups created?

For EIT UM, as a pan-european organization, geographical diversity is important. For example, Impact Ventures division commits to stimulate talent and entrepreneurial mindset in all of Europe, paying special attention to start-ups incorporated in the Regional Innovation Scheme (RIS), where conservative and risk-avoiding policy-making can slow down change and innovation. While the Venture Builder RfP does not have any specific requirement on geographic diversity, we expect the provider to take the EIT UM dimension into account.

7. In terms of attracting talent, are we counting on the EIT channels to be the main communication channels? In other words, does the EIT have a network and strength to attract 200-300 potential stakeholders (approx, of which you end up with 10-15 people for the first 4 ventures) to participate in the program? Or on the contrary, are you looking for the supplier's channels and network to be the main channels to attract talent?

We are looking for a provider that has an established network and channels to attract talent.

8. Are you looking for the supplier to contact potential corporates cold door / with its own network, or will the supplier be put in contact with a network of companies interested in the mobility sector that provides EIT?

We are looking for a provider with its own network of corporates interested in venture building as a service.

9. If targets are partially met, would this milestone payment be pro-rated?

Payments will be processed according to the completion and approval of each deliverable 1, 2 and 3 according to 2.5.2. Payment terms. No pro-rated payments apply.

10. Within the budget:

1. Is the budget for the construction and development of the prototypes for each venture expected to be included?

Yes, as included at 2.2. Detailed scope of work, Business validation section (when physical prototypes are applicable)

2. Is legal advice (lawyer services) expected to be included for the constitution of each venture, stakeholders agreement, drafting of contacts, etc.?

Yes, as included at 2.2. Detailed scope of work, Central services provision section.

3. Is the marketing budget expected to be included?

Yes, as included at 2.2. Detailed scope of work, Central services provision section.

11. When evaluating the team's experience and credentials, to which variables do you give more weight: experience in corporate venture building projects, experience in mobility ventures, experience in designing new ventures, experience in testing and development...?

The scoring is fully described at 4.2. Award criteria, TEAM section.

12. Who will be the owner/Shareholder of the newly created "Mobility Corporate Venture Builder"? 100% by EIT UM or 100% by the provider

Conditions are described at 2.2. Detailed scope of work, Central services provision.

13. Will there be additional investments from EIT UM into the newly created ventures? Or do they have to look for external funding?

Newly created ventures will be able to apply for financial support via EIT Urban Mobility open calls.

14. Is it allowed, that these companies/startups were already created before the OnBoarding to the "program" or is it necessary to start really early from an idea-based solution? (idea scouting vs. startup scouting)

Companies must be created during the implementation of the contract (05/01/2024 – 04/02/2025).

15. What are the additional services provided by EIT UM to the Venture Builder and to the startups? e.g. will you provide a full impact assessment session and training on the new ventures?

For the Venture Builder: You will have assigned as PoCs 1) the Start-up Programmes Manager at EIT Urban Mobility to support on administrative matters and interactions with the rest of Impact Ventures division 2) the Investment Principal at EIT Urban Mobility to support in the incorporation of the new companies and negotiations of the shareholding structure.

For newly created companies: Once the venture is created, founders get assigned an Investment and Portfolio Manager (IPM) from EIT Urban Mobility, Impact Ventures division. Based on their needs, IPMs will provide connections to relevant stakeholders upon assessment. This is a clear value proposition for founders to enter and get access to EIT Urban Mobility ecosystem.

We will support the Venture Builder in the impact assessment by providing guidance on the commercial tool to be used, the data to be collected and the internal process to assess impact.

16. How much can we access the network of EIT UM, e.g. the corporates that are shareholders of EIT UM, or the network of corporates in your portfolio...?

We are looking for a provider with its own network of corporates interested in venture building as a service. By default, no direct connection to EIT UM network will be provided as a source of corporates for Venture Building activities, unless there is a clear opportunity identified.