

# Call for external contributors to cope with Water Scarcity in Southern Europe

EIT Food together with EIT Climate-KIC, EIT Digital and EIT Manufacturing are looking for external contributors in the role of experts and mentors to support them in the implementation of the Cross-KIC initiative “Finding innovative solutions for water scarcity in Southern Europe”. Additional contributions are to be considered.

**Application deadline:** March 27<sup>th</sup> 2022, 23:59 CET.

**Application:** please complete the following form - [LINK](#).

For inquiries about the **expert's call**, applicants can contact EIT Climate KIC (please contact Eva Enyedi [Eva.Enyedi@climate-kic.org](mailto:Eva.Enyedi@climate-kic.org)). EIT Climate-KIC will not provide new information that has not already been included in this call document, but can assist the potential applicants by explaining the contents. Further details about EIT Climate-KIC can be found at: [www.climate-kic.org/](http://www.climate-kic.org/)

For inquiries about the **mentors' call**, applicants can contact EIT Food (please contact Carmen Galindo [carmen.galindo@eitfood.eu](mailto:carmen.galindo@eitfood.eu)). EIT Food will not provide new information that has not already been included in this call document, but can assist the potential applicants by explaining the contents. Further details about EIT Food can be found at: [www.eitfood.eu](http://www.eitfood.eu).

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## 1) Background information:

### 1.1. What is EIT – The European Institute of Innovation and Technology?

The European Institute of Innovation and Technology (EIT) is an independent European Union (EU) body. We increase Europe's ability to innovate by nurturing entrepreneurial talent and supporting new ideas.

We have a pioneering role in increasing European sustainable growth and creating jobs by reinforcing Europe's innovation capacity. The EIT brings together leading organisations to form dynamic cross-border partnerships. EIT's mission is to:

- Increase Europe's competitiveness, its sustainable economic growth and job creation by promoting and strengthening cooperation among leading business, education and research organisations.
- Power innovation and entrepreneurship in Europe by creating environments for creative and innovative thoughts to thrive.
- Innovation through integration.

### 1.2. Finding innovative solutions for Water Scarcity in Southern Europe

Together with other **EIT Knowledge and Innovation Communities (KICs)** – [EIT Climate-KIC](#), [EIT Digital](#), [EIT Manufacturing](#) – and **partners** -[Athena Research Centre](#) , [Bioazul](#) and [TU Delft](#) – EIT Food is leading a multiannual and multidisciplinary programme designed to alleviate water scarcity in Southern Europe. We work together considering water scarcity as a thematic field from agrifood to manufacturing.

The overarching objective of the programme *Finding innovative solutions for water scarcity in Southern Europe* (from now on the Water Scarcity programme or the Project) is to ease the transition to a water saving economy and to contribute, in the long run, to reduce Europe's water consumption, wastage and pollution. This will be achieved by targeting different stakeholders, from policy makers to business, industry leaders and citizens through different actions:

- 1- The **Body of Knowledge** is a group of experts working together to build knowledge around water scarcity, policy and financing tools.
- 2- The **InnoWise Scale** activities will support up to 40 scaleups working on innovative solutions to tackle challenges related to water scarcity in different sectors, through tailored mentoring and trainings.
- 3- The **Water Academies** are sectorial and technical seminars that will stimulate a learning environment and promote the adoption of water-saving technologies, sharing the latest findings and good practices in different sectors.

4- **Outreach activities** are designed to engage with people so that they can become agents of change and walk towards a water-saving economy.

The programme will be implemented in several countries across Europe.

## 2) Call for experts

### 2.1. Who are we looking for?

This call for experts is intended to select **45 experts** with relevant education and professional experience in the water sector in Southern Europe to actively participate in the Project. The 45 experts will integrate the **Body of Knowledge (BoK)** and will form a pool of experts of which some experts will be assigned to deliver the activities described in section 2.3. of the present call.

The experts should have at least one of the following profiles:

- **Policy/governance experts:** Individuals highly familiarized with European Water Framework Directive, as well as national, regional, and local initiatives on water scarcity in Southern Europe, especially for the key countries directly targeted in the Project: Spain, Portugal, Italy, Greece, Cyprus, Malta.
- **Tech experts.** Individuals highly familiarized with state-of-the-art technologies and market trends. Several sectors will be represented, including water management, water use in agriculture, water efficiency in manufacturing and raw materials, water treatment and distribution.
- **Private sector experts:** individuals with extensive experience in working with private sector companies in the water sector and other economic sector with challenges relevant to water scarcity.
- **Financing experts:** Individuals with deep knowledge on public financing schemes (i.e., Horizon Europe, public procurement, etc.) as well as private financing opportunities (credits, angel investors, funds, VCs, etc.).

#### Other conditions:

1. 10 places will be reserved to early career stage professionals:
  - Maximum 35 years of age at the time of the application.
  - 2- 8 years of work experience
2. Complementary profiles will be evaluated provided they have the potential to bring added value to the tasks described in section 2.3. of the present call.

## 2.2. Benefits of being a Bok member:

- Being part of a pan-European network of experts able to influence how innovation is designed for the water scarcity challenge.
- Acknowledgement and visibility of the contributing experts in the BoK and the KICs platforms.
- Working with scaleups and professionals eager to work in challenges and needs.
- Expanding your personal and professional networks participating in the different events.
- Receiving a free copy of the Water Scarcity White Paper and the Financial Collection publications developed by the Bok in 2021.
- Having preferential access to paid assignments to support different activities of the programme. See full list in point 2.4.
- Receiving revenues for selected paid assignments under the conditions set in the present call (see sections 2.4 – 2.7).

## 2.3. Activities and deliverables of the Body of Knowledge

The BoK experts will be expected to<sup>1</sup>:

- Act as ambassadors for the programme, contribute to the public debate about water scarcity in Southern Europe.
- Participate in at least one event organised by the programme.
- Take part in the Bok kick-off meeting to network and get to know the other participants.
- Experts might be selected to deliver some paid assignments (see section 2.4). The same expert can be selected for several assignments; however, the KICs will aim for an equal distribution.

## 2.4. Preliminary list of potential paid assignments:<sup>2</sup>

1. Dissemination of the Water Scarcity White Paper
2. Writing the EU Financial tools publication
3. Provide Financial Consultancy to the InnoWise Scale beneficiaries

### Details of the preliminary assignments:

1. Dissemination of the Water Scarcity White Paper: 15 experts

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<sup>1</sup> Experts of the Bok will not receive payment, unless a paid activity has been allocated to them from point 2.4.

<sup>2</sup> Other opportunities may arise during the year, which will be shared with the members of the Bok for consideration.

**Activity:** Participate in 1 or more online seminars to disseminate and discuss the findings of the White Paper published in 2021. The 5 seminars will focus on the challenges identified by the White Paper and the corresponding solutions. These include water pollution; limited spread of circular economy options and practices; restrained optimisation of water management through smart tools; mismatch between water demand and supply and suboptimal governance and financial schemes. These seminars should discuss the findings and discuss practical ways to take the solutions forward.

**Desired profiles:** Expertise in Water pollution, circular economy, smart water tools for water management, socio-economic reasons for water scarcity, governance, and financial schemes relevant for water management.

5 spots are reserved for early career experts, one per seminar.

**Inputs/Deliverables by each expert:** Each seminar will count with the participation of 3 experts, 1 of them will be an early career expert. The participating 3 experts in each seminar will be responsible for:

- Reading the relevant section of the White Paper
- Prepare a short presentation as a group
- Prepare debate questions to be discussed in the seminar.
- Actively participate in the planning of the seminar
- The senior experts individually or as a group should participate in a mentoring session where the early career expert can ask questions/support for their own research, career progression.
- Contribute to a one-page document to be distributed as a result of the seminar

**Timeline:** The seminars are expected to happen in May, June, July, September and October 2022

Experts from relevant bodies or associations will be also invited to participate in some of the seminars (i.e., European Water Regulators, The European Environmental Agency, FAO, the European Union of Water Management Associations, etc.).

## 2. Writing the EU Financial tools publication: 4 experts

**Activity:** A group of 4 experts will compile in one document the new public and private initiatives emanating from the European Green Deal with the aim to finance innovations and scaleups working on water-saving technologies and environmental technologies. The Collection of Financial Tools of 2021 included: grants, bank lending, private equity and crowdfunding. The Collection of Financial tools of 2022 will focus on the financial tools which

were not outlined in the 2021 publication. The financial experts will participate in 2 workshops to coordinate the work and monitor the evolution of the work done.

**Desired profiles:** Experts with knowledge on INVESTEU, EU Recovery Funds, EIB Funds, EU Taxonomy, Green Bonds

**Inputs/Deliverables by each expert:** Contribute to the scoping and design of the report and Write sections for the report according to the work distribution agreed with EIT KICs.

**Timeline:** Delivery deadline for final report by 31 July 2022.

### 3. Financial Consultancy: 8 experts

**Activity:** Support the InnoWise Scale beneficiaries in the selection of the best demo case, advising on a cost-benefit analysis and/or business case and/or further financing.

**Desired profiles:** Profiles of the experts selected for this action will be selected based on the needs and area of activity of the InnoWise Scale beneficiaries. Experts involved in other areas of activity of the programme that might entitle conflict of interest (e.g. mentoring of InnoWise Scale participants) will not be considered for the delivery of this action.

**Inputs/Deliverables by each expert:** The exact list of deliverables to be agreed with the relevant KIC based on the needs of the InnoWise Scale beneficiaries and the given case study, typically would include:

- at least 2 meetings (online or in person).
- 1 short document with recommendations (template to be provided by the KICs).

**Timeline:** Allocation of this task will be announced during September 2022. The activity is expected to last 4 days and be completed by 31 December 2022.

## 2.5. Selection of experts

The selection will be done in two stages.

**First stage:** Selection of 45 experts based on their fit to the profiles described in point 2.1. We will consider the answers submitted to the Application form and the CV. Being selected into this pool will not result in a contract.

10 spots are reserved for early career experts as described in point 2.1.

**Second stage:** Some of 45 experts will be assigned to paid activities during the year. Maximum of 31 experts will receive a paid assignment, 5 of those are reserved for early career experts. The paid assignments will be distributed based on the fit to the desirable profiles



described in 2.4 under each assignment. We will aim for an equal distribution between the experts; however, some might receive one or more assignment based on the needs of the project.

## 2.6. Experts' contract

After the selection process, each expert of the BoK shall sign a participant consent form with EIT Climate KIC, as main coordinator of the BoK activities. Individual contract agreements with one of the KICs involved – EIT Climate KIC, EIT Digital, EIT Food or EIT manufacturing- will be signed for each individual paid assignment.

## 2.7. Experts' remuneration and payment

Membership to the Body of Knowledge will not be remunerated. Shall the expert be enrolled to deliver a paid assignment, the contracting KIC organisation will offer the following amounts:

1. **Dissemination of the Water Scarcity White Paper:** a lump sum of 500 EUR to each expert. (Estimated 3 working days per expert)
2. **Writing the EU Financial tools publication:** a lump sum of 3,500 EUR to each expert. (Estimated 15 working days per expert)
3. **Provide Financial Consultancy to the InnoWise beneficiaries:** a lump sum of to 500 EUR to each expert per day. (Estimated 4 working days per expert/assignment)

The sum shall cover all the costs (e.g. work load, overheads, etc.) required for the development of the tasks described in section 2.3. No further amounts will be available to cover other costs.

**Experts** are eligible to receive payment provided that they sign a contract with one of the KICs and are entitled to **issue an invoice** for the services provided (Employees of KICs and their partners are not eligible). Payment will occur within 30 days after issuing the invoice and the completion of the activity, provided the expert attended all workshops, submission of deliverables and inputs described in section 2.4. and evaluation of commitment by the KICs.

## 2.8. Exploitation rights

The KICs own, or are licensed, or otherwise possess legally enforceable rights, to use, sell or license, as applicable, all Intellectual Property (including, but not limited to, documents, information, data, software, source code, models, databases, techniques, designs and other materials, results, deliverables, content and rights therein) in the Works and Documents created and paid for under the respective service agreements.

### 3) Call for mentors

#### 3.1. Who are we looking for?

This call is intended to recruit up to 40 mentors to support innovators of the water sector. The mentors will participate in the **InnoWise Scale programme** whose objectives are the following:

- Support startups, scaleups (i.e. advanced startups with proven market fit) and innovative SMEs in the upscale, demonstration and commercialization of innovative solutions to tackle specific water-related problems across different sectors.
- Accelerate the market uptake of innovative solutions brought by startups /scaleups / SMEs working on water scarcity, by providing them with financial support and/or access to potential partners or customers.
- Ease the implementation of innovations developed by startups / scaleups / SMEs working on water scarcity and their market expansion by giving them access to demo sites.

For that purpose, we are looking for a variety of profiles, ideally (1) senior executives who have the network, the experience, and the skills to bring the most value to the startups / scaleups / SMEs we work with, (2) serial entrepreneurs with experience in business growth, (3) Venture Capitalists, (4) industrial parties, and (5) business consultants with experience in water technologies.

Experience and qualifications, we look for in candidates include – but are not limited to- the following:

- Required experience in working / understanding / analysing water related challenges in Southern European regions
- Fluency in English
- Experience in innovation, business creation and modelling
- Experience in investment, boosting innovation, entrepreneurship
- Knowledge in internationalisation
- Knowledge on branding and market positioning
- Previous experience in mentoring programmes
- IP management
- Experience as innovation consultants

#### 3.2. Activities and deliverables of the mentors

**InnoWise Scale programme** will be organized in several steps, further explained in the following subsections.

### Mentor's welcome session | End of April

Mentors will be invited to participate in a one-hour workshop, organised by EIT Food, to welcome them to the programme and clarify any doubts they might have. Guidelines and support material for the process will be then provided.

### Mentoring matchmaking workshop (online) | mid-May

Online event with the 40 SMEs and scaleups selected to participate in the Project in 2022 to meet the mentors. The workshop will include:

- Welcome and presentation of the Water Scarcity project and the InnoWise Scale activities.
- 1:1 session enabling the matchmaking of SMEs and scaleups with mentors according to the specific needs and skills.

The workshop will take place tentatively in two half days to ensure the best outcomes from the matchmaking process. By the end of the workshop, each mentor will be matched to a startups / scaleup / SME (mentee)

### Mentoring and training period (online) | mid-May until September.

The startups / scaleups / SMEs will be accompanied and coached by the assigned mentor in order to help them to overcome their obstacles, optimize their resources, and take full advantage of the InnoWise Scale opportunities. Mentoring activities are expected to take place between May and September. During this period, mentors and mentees will work together in one or several areas, such as but not limited to:

- Product development
- IP management
- Customer needs assessment and engagement
- Business plan definition, development or review
- Finances
- Investment
- Pitching and public speaking
- Sales and marketing
- Internationalisation

Additionally, startups/ scaleups/SMEs will have at least 3 additional training sessions on horizontal skills such as international business development, pitching or negotiations. Mentors can contribute to and / or participate in the sessions.

### Networking and matchmaking event (on-site) | September

The KICs will organise a networking and matchmaking event in which the startups / scaleups / SMEs will be introduced to 3-5 end-users from different sectors. Each company, as potential client, will present their challenges on water management and will have the chance to get to know the startups / scaleups / SMEs. After this first encounter, the startups / scaleups / SMEs will have the chance to sign in for a specific challenge and to schedule further networking session with the potential end-user to explore potential collaboration and demo-testing opportunities.

Mentors will be invited to attend the event, to support their mentee in the identification of opportunities.

### Competitive events (online) | November (tbd)

Sectoral competitive virtual events will take place during November 2022 remotely. Each event will be organised around a specific case study provided by the end-user, to up to 5 sectoral events. SMEs, startups and scaleups participating in each event will present their solutions in a pitching competition. At the end of the event, three SMEs /scaleups /startups will be awarded with an equity free cash prize, one of them linked to demo testing opportunities with the end-user.

### Summary of the activities the mentors shall commit to

Mentors shall be committed to carry out the activities summarized in the following table:

Activity	Brief description	Commitment by the mentor
Participation in Matchmaking workshop	Online event to perform the matchmaking between SME/scaleups/startups and mentors.	<b>Attendance</b> and active participation in the matchmaking sessions organized during the workshop.
Mentoring of selected SMEs /scaleup	Coaching of the selected SME/scaleup/startups assigned to each mentor.	Arrange <b>at least 10 hours online mentoring sessions</b> between SME/scaleups and mentors and the desk support necessary (e.g. e-mails, offline research, etc.)
Participation in matchmaking and networking event with end users	Onsite event to perform the matchmaking between SME/scaleups/startups and end users.	<b>Attendance</b> and active participation in the matchmaking event, supporting their mentees in the identification of opportunities.
Participation in 1 online competitive event.	Active participation in the competitive event assigned to the	Attendance and active participation in the sessions

	mentee SME/scaleup/startup and organized by EIT KICs.	organized during the event and support the selected SME/scaleup in the contest.
Prepare a summary report	Prepare a summary report with key outcomes of the mentoring sessions and recommendations for the SME/scaleup/startup assigned to each mentor.	The report should include the key points discussed during the mentoring sessions, a summary with ideas to enhance business and market strategy, and an action plan for the mentee jointly developed with them during the sessions.

As a result of this work, mentors shall submit the following deliverables:

- Deliverable 1: Summary report with key outcomes, including summary of the sessions, recommendations for the mentee and action plan jointly developed with the mentee during the session– Due date 30<sup>th</sup> September 2022 or after the networking and matchmaking event with potential end-users.

### 3.3. Mentor’s contract

After the selection process, each mentor shall sign a contract agreement with EIT Food.

### 3.4. Mentor’s remuneration and payment

EIT Food will offer a **lump sum of EUR 700** to each mentor as a compensation for their dedication to the tasks described in section 3.2. No further amounts will be available to cover other costs.

Independent experts are eligible to receive the lump sum as mentor provided they are entitled to **issue an invoice or debit note as independent experts** for the services provided in the frame of this call to EIT Food. Payment will occur 30 days after submission of invoice, submission of deliverables and fulfilment of the commitments described in section 3.2.

### 3.5. Additional benefits for the mentors

- Enhance your leadership, interpersonal and communication skills, and obtain personal satisfaction from advising new ventures.
- Expand your personal and professional networks participating in the events and workshops organised as part of the programme, including access to a pan-European network of experts with different backgrounds and profiles across the water sector and industries.

- Stay current on industry trends. You will be on the forefront of water related challenges and solutions, and gain access to tailored trainings together with your mentees.
- Acknowledgement and visibility of the contributing mentors in the KICs networks.
- The creation of a network of experts across Southern Europe able to influence how innovation is designed for such challenge.
- Work with innovators and professionals eager to work in challenges provided and needs that will be risen from experts.
- Receive a free copy of the Water Scarcity White Paper and the Financial Collection publications developed by the Bok in 2021.
- Better understanding and potential access to other EIT programmes from various KICs.

### 3.6. Conflict of interest

- As part of the contract, mentors will be requested to sign a non-disclosure agreement with EIT Food.
- Mentors will not be allowed to apply to the InnoWise Scale programme as scaleup/startup/SME competing for the prizes.
- Mentors can apply to be Body of Knowledge experts, however they will be excluded from offering financial advice to end-user their mentee has been matched with.

## 4) Additional options for collaboration in the cross-KIC activity

The Project envisages the delivery of additional actions until December 31<sup>st</sup> 2022. Given the applicants wish to collaborate in other activities of the Project, the application form includes a section for it where he/she will be able to submit his/her interests.

## 5) General conditions for all applicants

### 5.1. Eligibility criteria

- Natural persons.
- Resident of a Horizon Europe eligible country.
- Able to sign a contract agreement with the relevant EIT KIC, this is with EIT Food for mentors, any of the KICs for experts.
- Able to issue an invoice for the services provided in the frame of the present call according to the tasks described in sections 2.4 and 3.2.
- Recognised as important players in the water sector and/or entrepreneurship ecosystem with strong regional outreach.
- Able to develop the Project activities in the time and manner described in the present call.

- Able to carry out the assigned tasks in English.
- All applicants must be free from conflicts of interest.
- Persons employed by KICs are not eligible to apply.
- KIC partners are not eligible for payment

## 5.2. Applications and selection process

Applications will close on **27<sup>th</sup> of March 2022 at 23:59 CET**.

Candidates will be assessed on their replies to the online form ([LINK](#)) and their CV, updated in the same link. Note that uncomplete applications will not be considered.

EIT KICs value diversity and welcomes applications from all suitably qualified candidates regardless of age, gender, race, disability, sexual orientation, religion or ethnic background.

Selected candidates will be informed by the 4<sup>th</sup> of April in case of success, and they will be requested to:

- Experts: to attend the first coordination workshop end of April – exact date to be confirmed.
- Mentors: schedule an online interview with EIT Food (end April) and attend the online matchmaking event scheduled on May 2022 – exact date to be confirmed.

Up to 40 candidates will be selected as mentors and 45 candidates as experts of the BoK. Suitable profiles will remain in the reserve until the end of the year. Such finalists will be informed and could request to be removed from the reserve at any time by sending an e-mail to [carmen.galindo@eitfood.eu](mailto:carmen.galindo@eitfood.eu).

## 5.3. Further considerations

Applicants are allowed to apply to either one or both working groups (mentors and experts of the BoK) provided that they comply with the eligibility criteria and does not entitle any conflict of interest (e.g. mentors can apply to be Body of Knowledge experts, however they will be excluded from offering financial advice to end-user their mentee has been matched with).

## 5.4. Terms of this call

1. Your response should be submitted according to the instructions as detailed in this section. Any response submitted outside the scope defined may be rejected without provision for re-submission.
2. The KICs reserve the right to reject any response(s) received after the submission date/time.
3. The KICs, at their discretion, reserve the right to accept or reject any or all of the responses received and not to award any business and shall not be bound to give

reasons for any decision. Only the execution of a written agreement between a KIC entity and a supplier(s) will obligate a KIC entity in accordance with the terms and conditions contained in such agreement.

4. This call does not commit or obligate any KIC to pay any expenses incurred by you in the preparation of your response. All such expenses are solely at the risk of the bidder and by submitting a response you automatically agree that response becomes the property of the KICs.
5. All efforts have been made to ensure the accuracy and validity of information contained in this call. However, the KICs do not warrant the information accurate or comprehensive.
6. Any further information pertaining to this call, of whatever nature, must be directed to **eva.enyedi@climate-kic.org** for **experts** and **carmen.galindo@eitfood.eu** for **mentors**. If a point of clarification materially affects the call, our response will be circulated to all applicants, otherwise the response will only be sent to the applicant seeking clarification.
7. EIT KICs reserve the right to undertake post-call negotiations with none, all or a shortlist of applicants.
8. Responses are to be kept as clear and concise as possible.