



Call for experts and mentors working for Water Scarcity in Southern Europe

EIT Food together with EIT Climate-KIC, EIT Digital and EIT Manufacturing are looking for 15 experts and 20 mentors to support them in the implementation of the Cross-KIC initiative “Finding innovative solutions for water scarcity in Southern Europe”.

Application deadline: April 12th 2021, 23:59 CET.

Application: please complete the following form ([link](#)) and send your CV to carmen.galindo@eitfood.eu as described in section 4 of this document.

For inquiries about the **expert’s call**, applicants can contact EIT Climate KIC (please contact Eva Enyedi 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/

For inquiries about the **mentors’ call**, applicants can contact EIT Food (please contact Carmen Galindo 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.



Table of contents

1) Background information:	3
1.1. What is EIT – The European Institute of Innovation and Technology?	3
1.2. Finding innovative solutions for Water Scarcity in Southern Europe	3
2) Call for experts	4
2.1. Who are we looking for?	4
2.2. Activities and deliverables of the Body of Knowledge	4
2.3. Experts’ contract	6
2.4. Experts’ remuneration and payment	6
2.5. Additional benefits for the experts.	6
2.6. Exploitation rights	6
3) Call for mentors.....	7
3.1. Who are we looking for?	7
3.2. Activities and deliverables of the mentors.....	7
3.3. Mentor’s contract	9
3.4. Mentors remuneration and payment	9
3.5. Additional benefits for the mentors.....	10
3.6. Conflict of interest.....	10
4) General conditions for all applicants (experts and mentors).....	10
4.1. Eligibility criteria	10
4.2. Applications and selection process	10
4.3. Further considerations	11
4.4. Terms of this call	11





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](#) and [Bioazul](#) – 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 top-class experts working together to build knowledge around water scarcity, policy and financing tools.
- 2- The **InnoWise Scale** activities will support up to 20 scale ups working on innovative solutions to tackle specific case studies related to water scarcity, through tailored mentoring and trainings, and the possibility to compete for different prizes.
- 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 recruit 15 experts with excellent academic background and practical experience in the water sector in Southern Europe to actively participate in the Project. The 15 experts will integrate the **Body of Knowledge (BoK)** and will be assigned to deliver the activities described in section 2.2. of the present call.

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

- **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.
- **Policy 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, Italy, Greece, Cyprus, Malta.
- **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.).

Complementary profiles will be evaluated provided they have the potential to bring added value to the tasks described in section 2.2. of the present call.

2.2. Activities and deliverables of the Body of Knowledge

The BoK will be divided into two working groups, each of one will be assigned to the creation of one of the following deliverables:

- **Group 1: White Paper for water.** A compilation including several of the following:
 - Relevant Governmental bodies in the Southern Europe
 - Key policies at European, national, regional, and local level
 - All the relevant initiatives working on water scarcity -related topics, including ongoing EU projects and water-related forums; public and private initiatives offering space for demo activities (e.g., DEEP Lab, in Lyon; HaGihon, in Jerusalem)
 - Gaps in the European water-related policies, especially in the Mediterranean region, to promote the implementation of new and more suitable policies.
 - Drivers and barriers of innovation in governance to tackle water scarcity in Southern Europe.

The KICs and partners will work to avoid overlapping with the documents and reports already existing (JRC, EC, Water Europe, EurEau, etc.), by ensuring a detailed coordination of the White Paper preparation, coordinating with experts the definition and development



of contents ensuring that the objectives are in line with the project scope but also that we deliver a unique document useful for water innovators.

- Group 2: Financing tools.** A collection of financing tools available to water-related innovations and mapping of financing opportunities and gaps. This group should compile in one document public and private initiatives financing innovations and scaleups working on water-saving technologies and environmental technologies. This includes Horizon Europe new funding schemes, public procurement options, banks, angel investors, equity funds, VCs, etc.

The experts of the BoK shall participate in 3 workshops scheduled during May –July 2021 to coordinate the work and monitor the evolution of the work done by the experts. The outcomes will be compiled in one document that will be distributed to participating small and medium enterprises (SMEs) and scaleups.

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

In addition, the Experts will be encouraged to showcase the results in a final event in which all the participants in other areas of the programme will be present. The final event is envisaged to be aligned with a bigger event between November and December 2021.

Finally, BoK members will be consulted on the KICs in the definition of the curriculum of the Water Academy. The Water Academy is a capacity building programme included in the Project to promote the adoption of water-saving solutions by the agrifood and manufacturing industries or water resources management, among others. 3 technical seminars will be organized to disseminate good practices in different sectors and topics, including water bodies management, water efficiency in agriculture, water efficiency in manufacturing, water production and distribution, urban water management in tourism hotspots, etc.

Summary of the activities the BoK's experts shall commit to

Experts shall be committed to carry out the activities summarized in the following table, according to the working group the Expert is assigned to:

Activity	Brief description	Inputs/Deliverables to be provided by each expert	Due date
Report: White Paper for Water (Group 1)	Prepare a report in cooperation with other BoK members compiling information about policies and relevant initiatives related to water innovation.	Sections written for the White Paper according to the work distribution agreed with EIT KICs.	15 September 2021
Report: Map of "Available financing tools" (Group 2)	Prepare a report in cooperation with other BoK members compiling information about funding opportunities	Sections written for the White Paper according to the work distribution agreed with EIT KICs.	15 September 2021



	and financing tools for water innovators.		
Participation in 3 preparatory workshops (both groups)	Active participation in 3 preparatory workshops organized by EIT KICs with other BoK members and key stakeholders.	Attendance and active participation in the discussions and working sessions organized during the workshops.	The workshops will be organised in May, June, and July 2021
Support the definition of contents of the Water Academy. (both groups)	Provide recommendations for the Water Academy programme such as specific topics and speakers.	Suggestion of topics and speakers for the capacity building events to be held under the Water Academy when relevant.	Between April and July 2021

2.3. Experts' contract

After the selection process, each expert of the BoK shall sign a contract agreement with one of the KICs involved – EIT Climate KIC, EIT Digital, EIT Food or EIT manufacturing- to be assigned based on the expert's area of expertise.

2.4. Experts' remuneration and payment

The KIC organisations will offer a **lump sum of EUR 3,500** to each expert of the BoK, all costs and taxes included. The sum shall cover all the costs (e.g. work load, overheads, etc.) required for the development of the tasks described in section 2.2 and inclusive of approximately 20 days' labour. No further amounts will be available to cover other costs.

Independent experts are eligible to receive the lump sum provided that they are entitled to **issue an invoice** for the services provided in the frame of this call to the KIC the expert signs a contract with. 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 2.2. and evaluation of commitment by the KICs.

2.5. Additional benefits for the experts.

- Acknowledgement and visibility of the contributing experts in the BoK and the KICs platforms.
- The creation of a network of experts across Southern Europe able to influence how innovation is designed for such a challenge.
- Work with scaleups and professionals eager to work in challenges and needs
- Expand your personal and professional networks participating in the events.

2.6. 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 20 mentors to support innovators of the water sector. The mentors will participate in the **InnoWise Scale programme** whose objectives are the following:

- Support SMEs and scaleups (i.e. advanced startups with proven market fit) companies in the upscale, demonstration and commercialization of innovative solutions to tackle specific water-related problems across different sectors. A call for scaleups will be launched in April 2021 based on 3 previously defined case studies.
- Accelerate the market uptake of innovative solutions brought by 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 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 experiences, and the skills to bring the most value to the scaleups we work with, (2) serial entrepreneurs with experience in business growth and (3) Venture Capitalists.

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 three steps, further explained in the following subsections.

1st Step: Matchmaking event

The first step is an on-line event with the 20 SMEs and scaleups selected to participate in the Project during June 2021 focused on:



- Presenting the case studies in which the scaleups and SMEs will be working during a three months period.
- 1:1 session enabling the matchmaking of SMEs and scaleups with mentors according to the specific needs and skills.
- Training session in business case skills of relevance for all the participants (e.g. Environmental Technology Validation, business model mapping, etc.)

The event will take place tentatively in two half days.

2nd Step: Mentoring

As a second step, the selected SMEs and scaleups will be accompanied and coached by selected mentors in order to help them to overcome the obstacles, optimize resources, and take full advantage of the KIC opportunities.

Mentoring activities will take place over a three-month period (June- October). 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

3rd Step: Competitive events

Three competitive virtual events will take place along September and October 2021. Each event will be organised around a specific case study. SMEs and scaleups participating in each event will present their solutions in a pitching session competition. At the end, two SMEs /scaleups from event will be awarded with an economic prize (total six SMEs /scaleups awarded).

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 event	Online event to perform the matchmaking between SME/scaleups and mentors.	Attendance and active participation in the training and matchmaking sessions organized during the event.



Mentoring of selected SMEs /scaleup	Coaching of the selected SME/scaleup assigned to each mentor.	Arrange at least 10 hours online mentoring sessions between SME/scaleups and mentors and the desk support necessary
Participation in 1 online competitive event.	Active participation in competitive event assigned to the mentee SME/scale up and organized by EIT KICs.	Attendance and active participation in the sessions organized during the event and support the selected SME/scaleup in the contest.
Participation in the InnoWise Grand Event (<i>not compulsory</i>)	Attendance to the final event of the programme, in which all the outcomes will be presented.	Attendance and active participation in the sessions organized during the event.
Prepare a summary report	Prepare a summary report with key outcomes of the mentoring sessions and recommendations for the SME/scaleup assigned to each mentor.	The report should include the key points discussed during the mentoring sessions and assessment of the evolution of the mentee. Evaluation report shall be used by the KICs for the final evaluation of the SMEs and scaleups. The report should include summary with ideas to enhance business and market strategy, which will be shared with the mentee.

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

- Deliverable 1: Performance assessment of the mentee, including summary of the sessions – Due date 30th September 2021 or prior to the online competition in which the mentee participates.
- Deliverable 2: Summary of recommendations for the mentee SME/scaleup- Due date 30th of October 2021.

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 850** 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 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, which will be requested by EIT Food after attendance to all events and submission of deliverables and inputs described in section 3.2 and inclusive of approximately



12 days' labour, provided the fulfilment of the activities.

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.
- Stay current on industry trends. You will be on the forefront of water related challenges and solutions, and gain access to tailored trainings.
- Acknowledgement and visibility of the contributing mentors in the KICs platforms.
- 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.

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 competing for the prizes.

4) General conditions for all applicants (experts and mentors)

4.1. 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 2.2 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 or KIC partners are not eligible to apply.

4.2. Applications and selection process

Applications will close on **12th of April 2021 at 23:59 CET**.

Candidates will be assessed on:



- Their CV, which must be sent by e-mail to carmen.galindo@eitfood.eu with the following subject **[WATER] CV mentor and/or expert candidate**
- The online form provided here: [link](#)

Note that incomplete 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 19th of April in case of success, and they will be requested to:

- Experts: to attend the first coordination workshop beginning of May – exact date to be confirmed
- Mentors: schedule an online interview with EIT Food and attend the online matchmaking event scheduled on June 2021.

Up to 20 candidates will be selected as mentors and 15 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.

4.3. 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.

Given the applicant wish to collaborate in other activities of the Project, such as trainer for the scaleups or for the Water Academies, the application form includes a section for it where he/she will be able to submit his/her ideas.

4.4. Terms of this call

1. The KICs reserve the right to reject any response(s) received after the submission date/time.
2. 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.
3. 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.
4. 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.

