

Request for Quotation

For: Ireland Deep Demonstration

Date: May 2024

1 Overview

1.1 Executive Summary

This is a Request for Quotation (RFQ) that details Climate-KIC's requirements for services. Please treat this document in accordance with the confidentiality obligations detailed further in this document.

Services and/or goods requested	Climate-KIC wants to create a panel of subject matter experts to support its work in delivering food systems transformation through the Ireland Land Agri-Food Deep Demonstration Project.
The legal entity requesting these goods and/or services	<ul style="list-style-type: none"> Stichting Climate-KIC International Foundation ("Climate-KIC")
Services and/or goods will be delivered to the following locations	<p>Services will be delivered remotely to the following locations:</p> <p>The Republic of Ireland</p> <p>Scope for other European Locations if service is delivered remotely.</p> <p>Some onsite services may be required at:</p> <p>The Republic of Ireland</p>
Climate-KIC Contract Manager for submitting quotes and inquiries	<p>Name: Ian Willetts</p> <p>Job Title: Programme Manager: Ireland Deep Demonstration</p> <p>email address: ian.willetts@climate-kic.org</p>
Proposed contract term for successful candidates	Until 28 th February 2026 with scope to extend at Climate KIC's discretion for a further year.

1.2 Timelines

Climate-KIC has set the following indicative timelines for this RFQ:

Planned Date*	Milestones
Early June 2024	RFQ issued to bidders
Within 2 business days of receiving this RFQ	Bidders to confirm they will respond to RFQ
3 business days before the Submission Deadline	Deadline for bidders to submit questions on the RFQ
20 th June 2024	Bidders submit quotes / Submission Deadline



Co-funded by the
European Union

Planned Date*	Milestones
Expected 20 th –24 th June	Climate-KIC team to review quotes Climate-KIC to gain clarification from bidders
Expected 26 th June	Notification of contract award
Expected 27 th June	Proposed contract start date

* Climate-KIC reserves the right to amend this timetable during the RFQ.

1.3 How you can participate

1. Review the RFQ documents provided by Climate-KIC.
2. Email the Contract Manager letting us know you will submit a quotation (within 2 business days if possible).
3. If you have questions on the RFQ, email the Contract Manager at least 3 business days before the submission deadline. We aim to respond in a timely manner wherever possible.
4. Submit a quote following the requirements at Section 0 by the Submission Deadline stated at Section 1.2.
5. Climate-KIC will assess bids and notify bidders following the timeline at Section 1.2.

1.4 About Climate-KIC

Climate-KIC is the EU’s climate innovation initiative, working to accelerate the transition to a zero-carbon and resilient world by enabling systems transformation. Headquartered in Amsterdam, it operates from 13 hubs across Europe and is active in 39 countries. Climate-KIC was established in 2010 and is predominately funded by the European Institute of Innovation and Technology (EIT), a body of the European Union.

As a Knowledge and Innovation Community (KIC), it brings together more than 400 partners from business, academia, the public and non-profit sectors to create networks of expertise, through which innovative products, services and systems are developed, brought to market and scaled-up for impact. See <https://www.climate-kic.org/> for more information.

2 Confidentiality

All information provided in this Request for Quotation (hereinafter “RFQ”) document and any information that may be subsequently disclosed during discussions, correspondence and negotiations is confidential and must not be disclosed to any other party or used for any other purpose whatsoever without the prior written permission of Climate-KIC Holding B.V. or relevant subsidiary (hereinafter “Climate-KIC”).

The Supplier must not disclose any such information, materials, specifications or other documents to any third parties or to any other part of the Supplier’s group or use them for any purpose other than for the preparation and submission of a response to this RFQ. The Supplier must not make any press announcements or publicise in any way Climate-KIC’s name, this document, the quotation process or any subsequent agreement without the prior written consent of Climate-KIC.

Climate-KIC may require the execution of Non Disclosure Agreement as part of this RFQ or for future commercial engagements. As part of preparation for the submission of the response and in any subsequent negotiations, the Supplier is allowed to disclose confidential information to others within the Supplier organisation, external advisors or subcontractors, provided that the confidentiality conditions are adhered to.

Employees of either party who have access to confidential information must be notified of their obligations with regard to confidentiality and of the disciplinary proceedings which will result if confidentiality conditions are breached.

3 Introduction and Background

To bridge the gap between commitments and reality, the Irish Department of Agriculture, Food, and the Marine has partnered with Climate-KIC – Europe’s largest climate innovation initiative – to work with public and private stakeholders in the Irish land and agri-food system to help accelerate its pathways to climate neutrality.

Ireland’s strategy is to achieve a climate-neutral food system by 2050, with a commitment to reduce emissions from agriculture by 25% by 2030. The Irish Climate Action Plan 2023 and the Food Vision 2030 Strategy have set out ambitious plans to reduce greenhouse gases (such as methane and ammonia), balance remaining emissions through carbon sequestration (for example through carbon farming and increased forests), and improve biodiversity, air and water quality.

Climate-KIC is applying its ‘Deep Demonstration’ model of innovation to the entire agri-food and bio-based value chain, from soil to farm to fork to society. This involves working with stakeholders from both public and private sectors, including finance and education, as well as civil society, to develop and deploy coordinated innovation actions that work – in practice and at scale – and to obtain insights and lessons about a range (‘portfolio’) of solutions.

To aid in the delivery of this work Climate KIC is keen to receive submissions in response to our request for a quote from the most diverse range of organisations. We are seeking to hear from organisations across Europe that believe that they have services to offer in the delivery of our Deep Demonstration approach and in particular the delivery of the following flagship approaches that we are focussing on currently:

[Climate-KIC_Deep Demonstration of climate-resilient food systems in Ireland.pdf](#)

PLEASE REQUEST COPY IF NOT ALREADY PROVIDED.

While we are working to deliver agri-food systems transformation across our entire portfolio of seven Flagships, we are currently prioritising 4 flagships namely:

1. Flagship 1: We are working with DAFM¹ on a process of future visioning to articulate the 2050 vision for the Irish agri-food sector. We will be running a series of workshops with a broad range of stakeholders. We are keen to engage with the creative sector and social innovators to support the transition through engaging with the underlying social and cultural values using creative approaches to communicate the pathway to 2050. In addition there will be a need for modelling capability to stress test the impact of different future scenarios on the overall resilience of the sector.
2. Flagship 3: We are working across DAFM and DECC² to engage with the Irish Bioeconomy sector. The current focus is on the Regeneration of soil through the use of alternative products like Biochar and organic fertilisers. Expertise in the measurement of the impact on the soil and carbon sequestration of biochar and expertise in the use of biomass to produce

¹ DAFM – Department of Agriculture, Food and the Marine

² DECC – Department of the Environment, Climate and Communications

organic fertilisers through novel technologies would be of interest. Expertise in the area of Biorefineries and Anaerobic Digestion as a route to decarbonise and also for nutrient management would be interesting. Finally, we are looking for expertise in the development of frameworks to support the acceleration of implementation of bioeconomy solutions with a goal to decarbonise urban and rural communities.

3. Flagship 4: We have been working closely with DAFM and a wider stakeholder group to develop the National Carbon Farming Framework. This will shortly move to an implementation phase, where we will aim to test and evolve the framework. We are particularly interested in organisations who have experience working in the payments for ecosystem services space, from monitoring, reporting and verification to developing governance structures and registries and engaging private finance to pay for ecosystem services.
4. Flagship 6: We have already developed strong networks within the Irish dairy system and are swiftly moving into an implementation phase with some selected partners. We are particularly interested in organisations who have a track record in delivering behaviour change/increasing adoption of sustainability measures on farm and who are seeking to scale innovative solutions that contribute to social, economic and/or environmental sustainability with a focus on dairy.

If you believe that your organisation has services to offer in the delivery of our Deep Demonstration approach and in particular the delivery of the flagships that we are focussing on currently then we would encourage you to respond to this tender.

Please provide a proposal that shows your ability to support this project, detail about previous projects and some standard schedule of rates to be evaluated as per Section 5 Award Criteria.

4 Specification

4.1 Scope

We are seeking submissions from organisations that believe that the services that they can offer may contribute to benefitting work planned or underway to help transform the food system in Ireland to meet the Irish Governments targets and ambitions.

We are keen to hear from organisations interested in or with experience in systems transformation available to work with stakeholders on the ground in Ireland, that can demonstrate a track record of working within the food system in Ireland or Europe delivering services relevant to the work of the flagships.

A panel of suppliers will be selected from interested bidders following the evaluation of proposals submitted to the present Request. Panel suppliers will be selected for specific work through a contract award prior to delivery of services. Please bear in mind that appointment to the panel does not guarantee award of work. Climate-KIC reserves the right to seek quotations from one or more panel members during the duration of the contract at its own discretion.

Suppliers shall demonstrate sufficient financial, economic, technical and professional capacity to deliver the services in an efficient and effective manner.

Climate-KIC reserves the right to award any contract to more than one third party supplier to achieve suitable capabilities for the geographical coverage described. Bidders are encouraged to make it clear in their proposal what countries they can evidence experience in and note any geographical limitations to the coverage of these services.

4.2 Sustainability

In order to uphold our commitment to sustainability, Climate-KIC aims to minimise any negative impact we may have on the natural and built environment by effectively managing our resources.

In the efforts to procure in a sustainable manner with minimal impact, the following requests are made of the bidder:

- The services are to be delivered digitally following a paperless policy unless specified.
- For events and workshops, please strictly minimise the generation of paper and plastic waste. Please discuss the use of brochures, paper agendas, poster boards and post-it notes with Climate-KIC.
- We ask our service providers to consider the greenhouse gas emissions from transport to our offices and events. Cycling, walking and public transport should be favoured over cars and private taxi transfer, and rail transport is preferable over air travel wherever possible.
- We love to hear what suppliers are doing to minimise impact. Feel encouraged to share your approach and policies if applicable.

4.3 Eligibility

Climate-KIC reserve the right to reject quotes where the proposed supplier:

- Has insufficient technical, professional or financial capacity to deliver the services.
- Has been bankrupt or insolvent (last 7 years)

- Is sanctioned by a relevant authority
- Does not comply or has previously not complied with our [Ethical Standards for Contractual Counterparties](#)
- Has been convicted of crime, links to terrorism, breach of tax or social security obligations
- Is an individual prior employee of an Climate-KIC or group entity (discretionary basis)
- Will continue to be a full time employee of an EIT grant recipient or Climate-KIC partner during the contract term (discretionary basis)

If any of these scenarios apply, please make Climate-KIC aware in your submission.

4.4 Required Experience and Capabilities

We have identified 8 groups of those we seek to engage with that can demonstrate the following:

Farmer groups who meet the following criteria:

- That are already testing or are interested in testing innovations on their farm systems with the aim to move towards sustainability
- Represent their peers on policy issues related to social, economic or environmental sustainability
- Interested in what a wholistically sustainable farm enterprise looks like in 2050.
- Are already working on or interested in payments for ecosystem services, landscape/community approaches and/or sustainable dairy production.

Agri-Consultants who meet the following criteria:

- Already engaged in sustainability actions and in testing and scaling sustainable approaches with primary producers.
- Already engaged in networks and interested in collaborating across landscapes to achieve real impact.
- Have a track record of working in Ireland OR have approaches/solutions that could enable scaling in Ireland.
- Interested in what a sustainable farm enterprise looks like in 2050

Established Businesses/Organisations who meet the following criteria:

- Experience in developing new value chains for sustainable bio based products and/or ecosystem services
- Experience and/or Interest in exploring both the risks and opportunities of a transition to a sustainable and circular bio based supply chain
- Trying to connect the dots between multiple existing sustainability initiatives/demands and the EU Corporate Social Responsibility Directive (CSRD)
- With expertise in social innovation and the application of creative approaches to support the just transition
- Systems modelling expertise with a focus on Food systems, ideally with existing models that can be adapted to the Irish context
- Expertise in stakeholder engagement, project management, communications and project delivery

- With experience in developing digital solutions for data integration, analysis, communication and to support decision making
- Who offer innovative solutions to build and manage complex collaborations
- Who have a successful track record in applying for EU funding
- Experience in leading on writing of EU proposals and bid writing
- Interested in designing and/or delivering capability building programmes to address future skills gaps.
- Who can provide legal expertise in the areas of data ownership, data management and ownership/transfer of ecosystem services 'credits' (e.g. carbon, biodiversity and water).

Entrepreneurs, startups and accelerators who meet the following criteria:

- Working on innovative products and services of benefit to the Irish agri-food and bio-based value chains
- Seeking to develop impactful challenges to feed their accelerators
- Interested and/or experienced in developing a more impactful sustainability innovation ecosystem in Ireland.

Research organisations who meet the following criteria:

- Have potentially impactful research that requires testing and/or scaling in the agri-food system (relevant to Ireland)
- Who have experience in researching behaviour change
- Have a portfolio of activity that has direct relevance and application across the Irish agri-food sector, the Bioeconomy and Ag-Tech

Financial Sector Stakeholders who meet the following criteria:

- Work on sustainable finance that can contribute to support specific interventions as part of a systemic approach to transforming the food system
- Are interested in investing in sustainable, bio-based industry in Ireland
- Have experience in developing markets/value chains for ecosystem services
- With a track record of mobilising funding from public and/or private sources

NGO's and Projects who meet the following criteria:

- Working in areas related to community and/or landscape level transformation
- With experience working on results based payments
- Who have specific expertise in social sustainability, especially in rural Ireland.
- Experience working on mental health issues in the agri-food sector

Others – Any organisation working in shifting to a more sustainable agrifood system including marketing and communications, organisational change experts and creative industries.

To note that bidders that besides knowledge and expertise in the above-listed domains, can demonstrate their capacity to deliver the services under the scope of this contract on location in the Republic of Ireland, will be preferred.

However, bidders that, besides the relevant knowledge and expertise, can demonstrate capacity to deliver the services remotely and are able to perform occasional on-site work will also be considered and are therefore encouraged to submit their proposals to this Request.

4.5 Contract Management

A framework agreement is proposed for the award of work.

Climate-KIC can share their standard terms and conditions, but will consider the bidder's own terms and conditions on the basis that the bidder can incorporate the following:

- Climate-KIC requires that that service providers provide an indemnity to Climate-KIC for breach of third party intellectual property rights;
- In addition, Climate-KIC will ask that service providers comply with the Ethical Standards for Climate-KIC Contractual Counterparties available at <https://www.climate-kic.org/policies>
- Service providers are required to comply with Climate-KIC's standard data protection clauses (can be provided in advance on request) and provide an indemnity for any breach;
- The liability of the service provider to Climate-KIC (and affiliates) to be uncapped in respect of breach of data protection clauses. For all other heads, liability of the service provider to Climate-KIC (and affiliates) may be capped at a reasonable multiple of fees not less than 2X. If applicable, Climate-KIC liability to service provider also be similarly capped;
- No indemnities extended by Climate-KIC to service providers.

4.6 Payment & Invoicing

- Payments will be made following provision of a correctly rendered undisputed digital (via email) invoice to Climate-KIC. The Climate-KIC contract manager will inform the successful bidder where to submit invoices.
- Payment terms associated with delivery of the goods and/or services must be not less than net 30 days.
- Climate-KIC can provide a purchase order number to be referenced on invoices.
- Where Climate-KIC is requesting services over longer periods of time, we ask that bidders invoice in a pay as we go model (e.g. billed on a monthly consolidated invoice based on work completed or completion of deliverables).
- Requests for deposit payments are generally not accepted.
- If the bidder is requesting any form of payment prior to delivery of goods and/or services, this must be raised with Climate-KIC.
- If submitting invoices for subscription services, please ensure these fees are itemised and priced at line level.

5 Award Criteria

Climate-KIC will assess bids based on the following factors:

Component	Weighting
Cost – as compared to other suppliers in category.	30%
Quality – suitability and capability of the proposed services to deliver the requirements in the Specification as evidenced by its Response.	35%
Experience and Capabilities – ability to meet the requirements at Section 4.3 as evidenced by its response. Suppliers are requested to provide examples of previous projects.	35%
Total	100%

6 Instruction to Bidders

6.1 Responding with your quote

Climate-KIC are requesting the following are submitted to bid on this contract:

1. A **Response** that sufficiently details the bidder's offer and responds to the requirements contained in this document.
 - The bidder is kindly asked to include their trading name, VAT or tax identification number (if applicable) and registered trading address (*please note, address is not required for an individual*).
 - Include website links to examples of work previously performed by the bidder if applicable (e.g. portfolios, work products or other)
 - Professional references that can be reached by Climate-KIC to verify previous services delivery
2. A **Quotation** that meets the requirements described at Section 7.2.

Any alternative solutions or services that the bidder may wish to bring to the attention of Climate-KIC should be included at the end of your response. Climate-KIC reserves the right to reject RFQ responses that do not confirm with these guidelines.

All responses shall be made to the Contract Manager (refer Section 1.1) via electronic copy

6.2 Quotation requirements

Climate-KIC request that bidders quote in the following manner as appropriate to delivery of the services:

- Please provide itemised quotations in Euros and specify if the quote includes / excludes VAT or any other taxes;
- Grades of employment that will be conducting services for Climate-KIC (e.g. day rate) instead of averaged rates. These may be used for additional services.
- Travel and subsistence for these services are strictly limited. Domestic travel and subsistence will not be reimbursed unless agreed in advance and in writing with Climate-KIC. If you require international transport and/or accommodation, please make this clear and estimate costs in your quotation. Time for travel to perform on-site work will be considered billable hours.
- Include all applicable costs or charges associated with providing the goods and/or services in your quotation.

Table 1: Provided quotations to include the following details

Item and unit cost (in Euros excluding VAT)
• Services ... as per Section 4.1
• Deliverable 1 of ... as per Section Error! Reference source not found.
• Deliverable 2 of ... as per Section Error! Reference source not found.
• Deliverable 3 of ... as per Section Error! Reference source not found.

Item and unit cost (in Euros excluding VAT)
<ul style="list-style-type: none"> License fees (per user per month/annum, and in aggregate) if applicable
TOTAL (if applicable)
Rate card for services (per day/hour, in Euros excluding VAT):
<ul style="list-style-type: none"> Assistant – XX / day Officer – XX / day Specialist – XX / day Project coordinator – XX / day Consultant – XX/day Principal consultant – XX/day Partner – XX/day ...

6.3 Subcontracting guidance

It is not anticipated that the delivery of these services will require subcontracting

Climate-KIC require at least one relevant reference including the name and phone number of a current contact within that organisation.

Terms of this RFQ

- Your response should be submitted according to the instructions as detailed in this section and should be valid for a period of at least six (6) months from the bid due date. Any response submitted outside the scope defined may be rejected without provision for re-submission.
- Any further information pertaining to this RFQ, of whatever nature, must be directed to the Contract Manager detailed in Section 1.1. If a point of clarification materially affects the RFQ, our response will be circulated to all bidders, otherwise the response will only be sent to the bidder seeking clarification.
- If any doubt exists concerning any element of this RFQ, a clear statement should be made on the assumptions taken to arrive at your quoted costs, or alternatively contact us prior to submitting your response to seek clarification.
- Entering into contractual arrangements with Climate-KIC in connection with this RFQ does not guarantee work will be awarded.
- Climate-KIC reserves the right to reject any response(s) received after the submission date/time.
- Climate-KIC reserves the right to undertake post-bid negotiations with none, all or a shortlist of bidders.
- Climate-KIC, at its sole discretion, reserves 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 an Climate-KIC entity and a supplier(s) will obligate an Climate-KIC entity in accordance with the terms and conditions contained in such agreement.
- Climate-KIC reserves the right to procure services from alternative suppliers(s) where the successful bidder is, or becomes, uncompetitive within the market. However, issues over pricing and specification will be resolved through discussion and mutual agreement between Climate-KIC and the supplier.
- Bidders are required to email soft copies of their response to the Contract Manager detailed in Section 1.1 based on the timeline at Section 1.2.
- As per above and where applicable, bidders must acknowledge receipt of this RFQ by return email to the Contract Manager detailed in Section 1.1 confirming whether they intend to submit a response by the Submission Deadline.

11. This RFQ does not commit or obligate any Climate-KIC company 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 Climate-KIC.
12. Responses are to be kept as clear and concise as possible and should be sequenced and numbered in accordance with the format of this RFQ.
13. The formatting of this document and the attached response document should not be altered.
14. Whilst this RFQ confers no legal rights on its addressees, it is not intended that any other persons acquire rights or obligations in respect of or arising under it.
15. Unsuccessful bidders agree, by the submission of their response, to return to Climate-KIC this RFQ and any and all papers, records, data and materials supplied to them in connection with it, including all copies made by them.
16. This RFQ is for consideration in whole and not in part or parts unless otherwise indicated.
17. All efforts have been made to ensure the accuracy and validity of information contained in this RFQ. However, Climate-KIC does not warrant the information accurate or comprehensive.