

**Open Call for Applications:
Nurturing Entrepreneurship Support Organisations
and Start-ups for AI-driven Climate Action
Salesforce 2025**

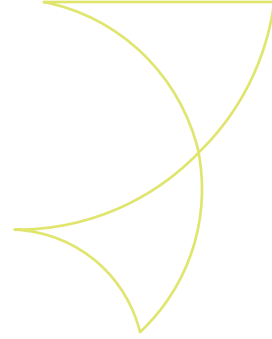
This document outlines the application process for the capacity- building programme for Entrepreneurship Support Organisations (ESOs) and start-ups based in London, UK, focused on AI and climate solutions.

Publication date: 18 March 2025

Deadline: 17 April 2025 (12.00 CET)

Call contact: jessica.munoz@climate-kic.org

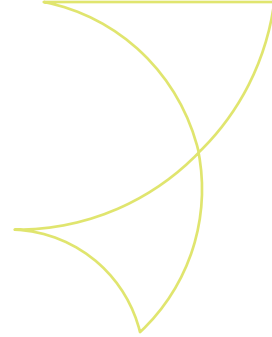




Contents

Overview.....	3
Project Background.....	3
Project Structure.....	3
Scope of the Call.....	4
Programme Activities.....	4
Review Process of Applicants.....	5
Eligibility Criteria for Applicants.....	6
Eligibility Criteria Checklist.....	6
Scoring System.....	7
Assessment Criteria.....	7
Call Timeline	9
How to Apply.....	9
Notification.....	9
Use of Data.....	10
Confidentiality	10





Overview

Project Background

Climate KIC is Europe's leading climate innovation agency and community, creating climate-resilient communities and fighting climate breakdown by mobilising systems change in countries, regions, cities, and businesses. Together with partners across the globe, Climate KIC orchestrates solutions and facilitates learning to bridge the gap between climate commitments and current reality, driving faster and more ambitious action.

Climate KIC emphasises bridging the gap between climate innovation supply and demand, transforming the Entrepreneurship Support Organizations (ESOs) and start-ups support landscape to embed climate action in the entrepreneurial ecosystem. With 15 years of experience, Climate KIC connects climate ventures with governments, corporates, and investors, fostering collaborative ecosystems that scale innovation. Climate KIC's mission includes upskilling ESOs, fostering stakeholder collaboration, and creating demand-driven challenges for climate solutions.

Over the past decade, Climate KIC has collaborated with over 450 partners across 33 countries, supporting more than 6,000 climate-positive start-ups, training over 44,000 alumni, and backing over 1,000 climate innovations.

Project Structure

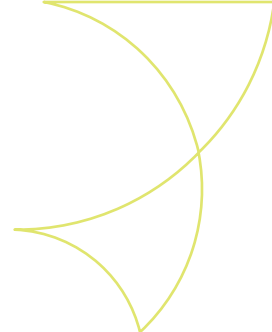
The **Nurturing Entrepreneurship Support Organisations and Start-ups for AI-driven Climate Action** programme, is a bold ecosystem-building initiative designed to empower 10 ESOs and 10 start-ups based in the UK, primarily in London or with operations in the city.

The initiative focuses on enhancing the capacity building of the selected cohort by equipping them with the tools, methodologies, and mindsets needed to explore and develop high-impact solutions at the intersection of **climate action** and **artificial intelligence**. Throughout the programme, the participants will benefit from expert-led learning and gain valuable opportunities to expand their professional networks. They will connect with a diverse ecosystem of peers, leading experts, and academic institutions engaged in pioneering climate and AI initiatives.

The initiative will follow three-step approach:

1. **Map and identify challenge areas and partners:** In early 2025, Climate KIC will identify relevant organisations in London and understand entry points for climate solutions.
2. **Capacity building for ESOs and start-ups, and other ecosystem actors:** Climate KIC will use workshops, webinars, and technical support to prepare ESOs and start-ups to address climate challenges and support high-impact stakeholders. A key aspect of this phase will be the impact measurement component, where the selected cohort will receive dedicated guidance from Climate KIC experts to apply CKIC's impact forecasting and measurement services. This will include training on a self-assessment tool, and access to external validation mechanisms to assess and enhance each organisation's potential impact.
3. **Wider community engagement, insights generation & learning:** For nearly a decade, Climate KIC has mobilised a global community of ESOs and start-ups. This year, Climate KIC will facilitate a sensemaking event in London, designed to strengthen networks, foster collaboration, and explore partnerships between climate solutions and AI. Additionally, Climate KIC will gather insights and success stories from the program, helping further expand the community and engagement in the ecosystem.





Scope of the Call

Programme Activities

Over a nine-month period, Climate KIC will focus on enhancing relationships within the ecosystem to align the selected cohort (ESOs and start-ups) with opportunities for impactful climate & AI solutions. During this time, Climate KIC will work on five (5) different components:

Component 1: Workshops

This component will consist of three (3) virtual workshops that will cover the following topics:

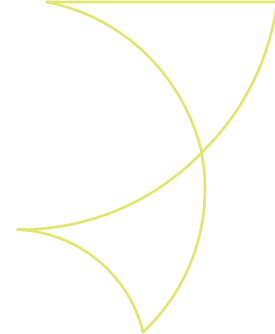
1. **Regulatory Guidance**, where participants will navigate the complexities of evolving regulations in both climate and AI, with practical guidance on applying the latest tendencies to real-world scenarios. The workshop will feature contributions from:
 - **Jonatan Pinkse**: Professor of Sustainable Business and the Director of the Centre for Sustainable Business at King's College London Business School.
 - **René Bohnsack**: Professor of Strategy Innovation, holding the Galp Chair for Innovation and Systemic Impact. He also serves as the Academic Director of the Católica Lisbon School of Business and Economics.
2. **Building DEI and Climate-driven Business Models**, where selected ESOs and start-ups will receive guidance to design sustainable, inclusive and commercially viable business models. The cohort will learn different tools to align their models with climate and DEI goals. The workshop will be led by:
 - **Wallis Grant**: Entrepreneurship Programme Manager at Climate KIC, where she leads the Social and Inclusion Delivery initiatives.
3. **Scaling and Market Access** will offer the cohort the opportunity to learn strategies to expand into new markets and help them in identifying and securing funding for growth through venture capital and impact investors. The workshop will be facilitated by:
 - **Alessandra Caggiano**: Investment Executive at Green Angel Ventures and climate venture capitalist. Associate Lecturer in Managing for Sustainable and Corporate Responsibility at the European School of Economics.

Component 2: Group Working Sessions and Peer-to-Peer Exchange

This phase will consist of two (2) virtual sessions that will provide direct support to ESOs and start-ups, enhancing their capacity to tackle climate challenges with AI solutions. These sessions will encourage knowledge exchange between ESOs, start-ups and experts. Each session will have a working group comprised by 3-5 participants, segmented by type of organization (ESOs or start-ups).

The first session will focus on specialised expertise in climate tech and AI, offering access to Climate KIC experts and academic partners. The second session will emphasise collaboration with research institutions, connecting ESOs and startups with universities and research centres for joint projects and deeper collaboration between research and entrepreneurship.





Component 3: Community Building and Knowledge Sharing

This component of the programme is designed to cultivate a dynamic community of climate and AI stakeholders in London, fostering innovation and collaboration. To support this, CKIC is organizing a series of in-person events to provide participants with valuable opportunities for networking and engagement.

The first event will take place during **London Climate Action Week** in the final week of June. During this event, participants will engage in workshops and roundtable discussions led by CKIC experts and other key actors within the climate ecosystem. In addition, Climate KIC will host a **Sensemaking Event** in September in London, to encourage collaboration among ESOs, start-ups, and the broader ecosystem. This event will bring together entrepreneurs, investors, and other stakeholders who will join to reflect on previous workshop learnings and explore partnership opportunities that could lead to future collaborations. The event will highlight successful case studies to inspire future actions, while [Climate Hive](#), Climate KIC's digital community platform, will facilitate ongoing dialogue and knowledge-sharing among stakeholders.

Component 4: Impact Shift Services for Start-ups

During this period, Climate KIC will support 10 climate-AI start-ups with targeted impact forecasting and measurement methodologies. Using its in-house impact assessment services, Climate KIC will provide access to training on a self-assessment tool and will offer external validation to verify the start-up's potential impact.

Component 5: Communications & Knowledge Dissemination

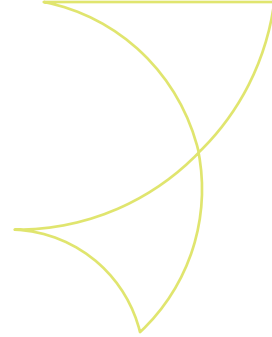
Climate KIC believes that effective communication is key for sharing best practices, lessons learned, and valuable resources within the ESO and entrepreneurial community. During the programme implementation, Climate KIC will produce an insights report featuring case studies on matching climate innovation supply with demand and our most prominent learnings in that intersection.

Review Process of Applicants

This call will follow an evaluation process with each application being assessed for:

- **Eligibility** – where applications are assessed to ensure they meet the basic eligibility criteria and were submitted on time (before the call deadline).
- **Screening (shortlisting)** – where two (2) Climate KIC evaluators will review the responses in the application form and provide a score (of 0-5) against the call assessment criteria.
- All submissions will be assessed fairly and transparently in the scope of the objectives, eligibility and assessment criteria outlined in this call document.
- Conflicts of interest between evaluators and applicants are mitigated through a disclosure process. If a conflict is identified, Climate KIC staff will assess how it may affect the evaluator's judgement and act accordingly.





Eligibility Criteria for Applicants

Eligibility criteria are used to ensure applications submitted under the call meet the desired requirements. Eligibility criteria are assessed on a pass/fail basis whereby applications must pass on all the below criteria. If applications do not satisfy the criteria, they will not be able to proceed to the next stage of the process and therefore may be rejected from the call outright.

The pass/fail eligibility criteria for ESOs are:

1. ESOs must be formally registered in London or have considerable operations in this city.
2. The applicant must be an Entrepreneurship Support Organisation, which includes incubators, accelerators, start-up associations, chambers of commerce, entrepreneurship or business creation units at universities or research institutes, or any other organisation with a core focus on supporting early to mid-stage ventures develop business ideas.
3. Experience in the climate innovation sector is preferred, including any background or interest in AI and climate topics.
4. The ESO must demonstrate commitment to the programme and operational capacity to ensure effective delivery of the planned activities.
5. Availability to participate in online workshops and the in-person 'sensemaking' event in London (September 2025). The commitment period is from April to October 2025 to complete the programme.

The pass/fail eligibility criteria for start-ups are:

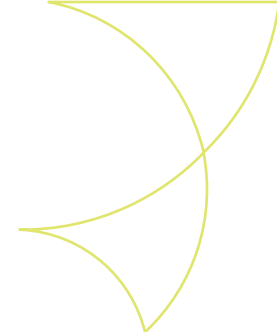
1. Start-ups must be formally registered companies in London or have considerable operations in this city.
2. Maturity level: formally registered company.
3. Has a minimum viable product (MVP), service/or business model, exponential technology or solution with substantial climate impact with potential intersection of AI.
4. Availability to participate in online workshops and the in-person 'sensemaking' event in London (September 2025). The commitment period is from April to October 2025 to complete the programme.

Eligibility Criteria Checklist

Applications must comply with the full set of the eligibility criteria if they are to proceed to the assessment stage. The pass/fail criteria for this call are the following:

#	Eligibility criteria	How is demonstrated on Application Form
1.	Organisation is registered legal entity in London.	Self-declaration
2.	Company meets organisational eligibility (is an ESO or Start-up).	Self-declaration
3.	Has demonstrated commitment to programme and operational capacity.	Self-declaration





Scoring System

The following score system will be used to assess applicants for the screening:

Score	Description
0	Application fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	Poor. The criterion is inadequately addressed or there are serious inherent weaknesses.
2	Fair. The application broadly addresses the criterion, but there are significant weaknesses.
3	Good. The application addresses the criterion well, but several shortcomings are present.
4	Very good. The application addresses the criterion very well, but a small number of shortcomings are present.
5	Excellent. The application successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

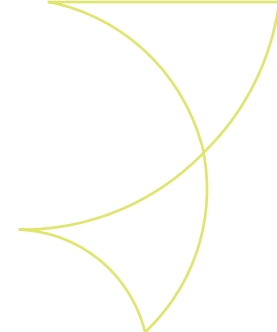
Assessment Criteria

The following assessment criteria (see table below) are scored using the above scoring system. The assessment criteria will be applied in the review phases of the programme. For the screening, reviewers will score each of the criteria areas listed below using the 0-5 score system. Climate KIC team will combine the individual reviewer scores to produce an aggregate score and create a ranked list of applicants. The assessment criteria for this call are:

For ESOs

Criteria Areas	Criteria Weight & Description	Examples of related questions in the Application Form
Organisation Eligibility (35%)	<p>0 to 5: The applicant must be an ESO (incubator, accelerator, university-based entrepreneurship unit, or research institute).</p> <p>The organisation must be formally registered in London or have considerable operations in this city.</p>	<ul style="list-style-type: none"> • Describe your organisation's structure. • Provide official registration and more details about your organisation.
Experience in Climate innovation & AI (25%)	<p>0 to 5: Preferred experience in the climate innovation sector, particularly in AI and climate-related technologies.</p> <p>Demonstrate success in supporting climate-focused or AI-driven ventures.</p>	<ul style="list-style-type: none"> • Please describe your organisation's experience in climate & AI innovations. • If you have previously worked with climate & AI start-ups solutions, please provide some examples.



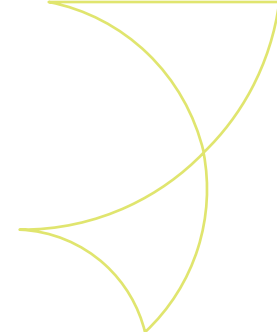


	Ability to integrate exponential technologies into entrepreneurship support activities.	<ul style="list-style-type: none"> • If possible, explain how your organisation integrates technology and AI into its programmes.
Operational Capacity (25%)	<p>0 to 5: Must have a clear organisational structure with sustainable operations.</p> <p>Ability to sustain entrepreneurship support mechanism through reliable financial models.</p>	<ul style="list-style-type: none"> • Please attach in the forms a brief presentation outlining the organisation's structure, and activities. • Please provide information about the organisation's current operations.
Programme Participation (15%)	0 to 5: The organisation must be available to participate in online workshops and in the in-person sensemaking event in London (September 2025).	<ul style="list-style-type: none"> • Please specify your organisation's availability to participate in the programme activities.

For Startups

Criteria Areas	Criteria Weight & Description	Examples of related questions in the Application Form
Company Eligibility & Structure (35%)	<p>0 to 5: The start-up must be a company formally registered in London or have considerable operations in the city.</p> <p>The company preferably needs to be actively engaged in climate & AI related solutions.</p>	<ul style="list-style-type: none"> • Please provide information about your company legal incorporation. • Please provide more information about your organisation's mission and vision.
Experience in Climate innovation & AI (40%)	<p>0 to 5: The start-up must have a Minimum Viable Product (MVP), service, business model or exponential technology with significant climate impact.</p> <p>The organisation must demonstrate the potential for scaling solutions that contribute to environmental sustainability.</p>	<ul style="list-style-type: none"> • Please provide more information about your product. • Please attach a brief presentation outlining your product, structure, business model.
Programme Participation & (25%)	0 to 5: The organisation must be available to participate in virtual workshops and in the in-person sensemaking event in London (September 2025).	<ul style="list-style-type: none"> • Please specify your organisation's availability to participate in the programme activities.





Call Timeline

Climate KIC has set the following indicative timeline for this call:

Date / Time (CET)	Item	Link (if applicable)
18 March 2025	Release of call documents	See call and application information on our Open Call page .
17 April 2025 (12:00 CET, midnight)	Deadline to submit applications	N/A
18 – 22 April 2025	Screening – evaluation of application forms for shortlisting	N/A
23 April 2025	Communication of results	N/A
28 –30 April 2025	ESOs and start-ups onboarding with a Kick off call	N/A
5-8 May 2025	Expected start days for planned activities	N/A

How to Apply

Please read the eligibility and assessment criteria within this document carefully. These will be used by Climate KIC and our evaluators to assess your application.

Submission

- To apply to this call, please submit your applications through the following form. Before submitting your application, you should ensure that you have read this document carefully and to double check that:
- You meet the eligibility criteria.
- Your application falls in line with the objectives of the initiative Nurturing Entrepreneurship Support Organisations and Start-ups for AI-driven Climate Action.
- You have provided sufficient response to all required questions in the application form (without the availability of the relevant information, your application may not be progressed).

Submission deadline

All applications must be submitted by the date specified in the call timeline section of this document. Please note that late proposals will not be accepted.

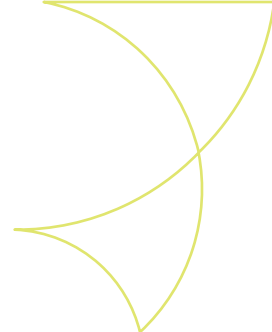
Notification

Decision communication

Climate KIC International Foundation will communicate the outcome of the submissions as follows:

- Cohort selection – **23 April 2025**.





Use of Data

All applicants agree to accept Stichting Climate KIC International Foundation [Privacy Policy](#), [Cookie Policy](#) and [Ethical Standards for Contractual Counterparties](#), warrant and represent that they have the authority to agree and accept these on behalf of the named organisation. Personal data provided may be processed, including sharing with other organisations, by Stichting Climate KIC International Foundation and certain sensitive data elements will be visible to other partners or potential partners of Stichting Climate KIC International Foundation. The named partner organisation or potential partner of Stichting Climate KIC International Foundation warrants and represents that in providing personal data in connection with the application, the data subjects have consented to the provision of this personal data and the processing of it by Stichting Climate KIC International Foundation in the manner indicated in accordance with our Privacy Policy, and that the partner organisation or potential partner of Stichting Climate KIC International Foundation provides the personal data in accordance with applicable law.

Personal data provided may be processed and shared with other organisations by Stichting Climate KIC International Foundation. The applicant warrants and represents that in providing personal data in connection with the application, the data subjects have consented to the provision of this personal data and the processing of it by Stichting Climate KIC International Foundation in the manner indicated in accordance with our Privacy Policy, and that the organisation provides the personal data in accordance with applicable law.

Confidentiality

Stichting Climate KIC International Foundation will treat all applications confidentially, as well as any related information, data and documents received in accordance with Climate KIC's Privacy Policy or as otherwise indicated throughout the application form (i.e. organisation name, project title, summary description), subject to the Data section in this document.

