



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

Matchmaking session

Smart Procurement for Smarter Cities

City of Ghent

Combined with an info session for OC2 for EIC Awardees

13 March 2026



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AGENDA

- 01** **EIC Innovation Procurement Programme: InnoMatch & SPIN4EIC**
 - 02** **Open call for EIC Awardees**
 - 03** **MATCHMAKING: Innovation challenge “Smart Procurement for Smarter Cities” | City of Ghent**
 - 04** **Q&A**
-

Housekeeping Rules



This webinar will be **recorded** & uploaded on the InnoMatch website



All participants are **muted during the presentation**



Ask your questions in the **Q&A part**



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EIC Innovation Procurement Programme: InnoMatch & SPIN4EIC



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civitta

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De-risking innovation procurement



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InnoMatch is a component of the **EIC Innovation Procurement Programme** and aims to facilitate the faster commercialization of cutting-edge technologies through procurement. InnoMatch will run for 36 months, starting from September 2024.



InnoMatch will support the **pilot testing** or **proof-of-concept demonstration** of innovative solutions provided by **EIC Awardees** for **Buyers** (public and private customers). Each pilot will run for 6 months.



38 pilots will be selected through a competitive process. InnoMatch will launch 3 types of Open Calls, providing 2.28M EUR in total, or **60K EUR per pilot**.



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BUYERS
(public or private)



EIC AWARDEES



Innovation challenge
(Buyer)
Tailored solution
(EIC Awardee)



Open Calls:
Pilot a solution with **60K€**
(EIC Awardee)



InnoMatch Programme
Expert Support



HIGH POTENTIAL FOR ADOPTION
COMMERCIALISATION

InnoMatch: de-risking innovation procurement!

Powered by the **EIC Innovation Procurement Programme**

EIC Awardees

- Access to strategic customers
- Test, improve & validate solution
- **Potential early adoption**

BUYERS

- Address free of charge your innovation challenge(s)
- Collaborate with top-notch innovators
- **Risk mitigation**

FINANCIAL SUPPORT (60K EUR per PILOT / PoC)
granted to the **EIC Awardee**

IN ADDITION

 **Matchmaking**

Networking &
Engagement

Promotion &
Visibility

Growth services &
Expert Support



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Thank you!



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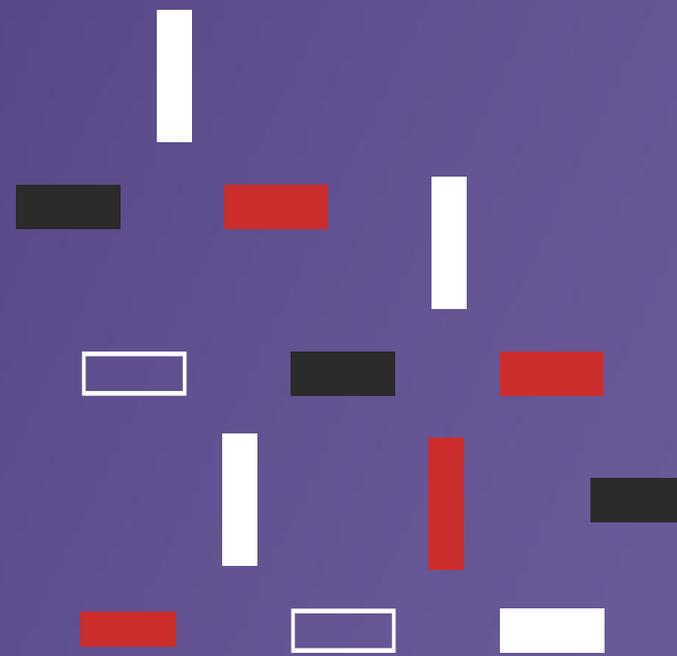
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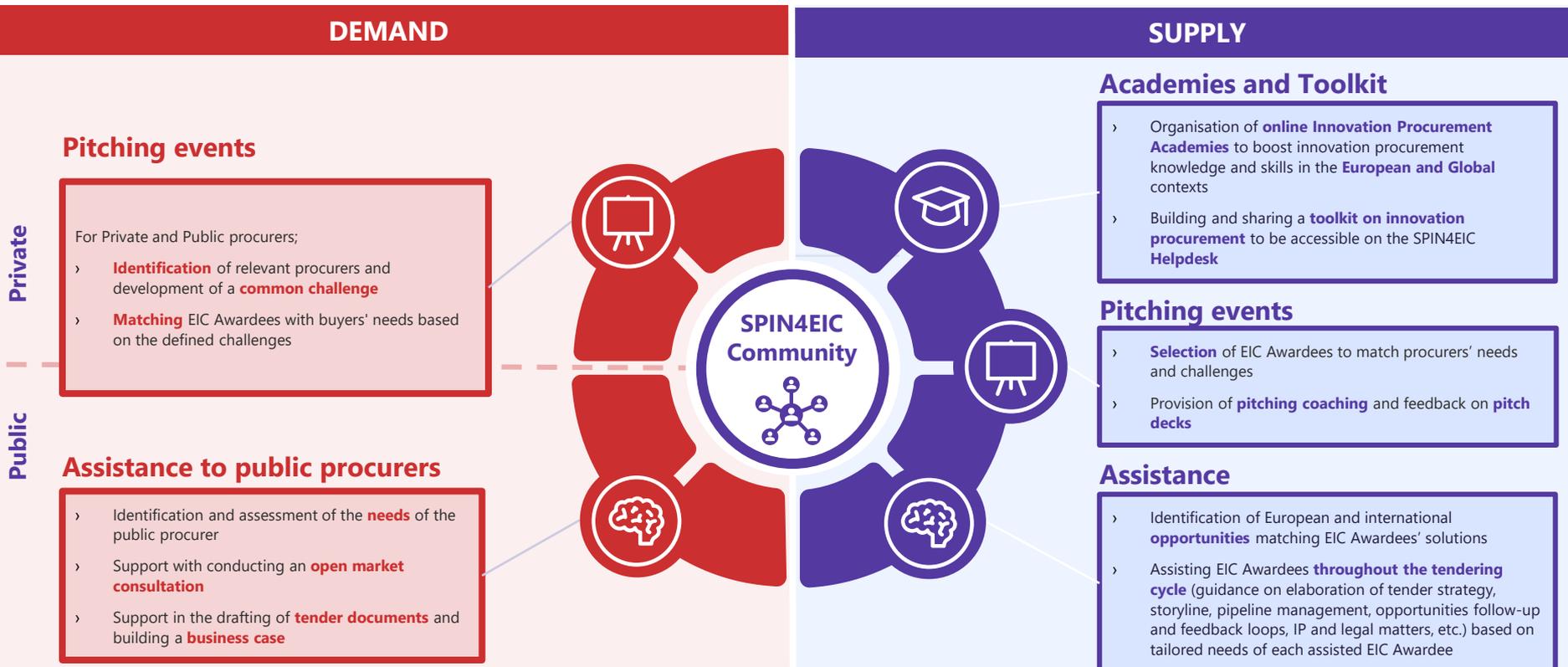
SPIN4EIC

Strategic Innovation Procurement

an EIC Business Acceleration Services Programme



SPIN4EIC: OVERVIEW





SPIN4EIC: WHAT'S IN IT FOR YOU?

EIC AWARDEES

Assistance to suppliers

Receive free of charge **tailored support** for your **innovation procurement needs!**

- **Market scans** to identify tenders
- Identification of **relevant buyers and partners**
- Support **with legal, contractual and IP-related matters**
- **Quality check** of bids
- Coach/preparation **with pitching** proposals

Sign up [here](#).



Academies

Learn to **leverage innovation procurement** to scale up your business!

- Hands-on training programme on **innovation procurement**
- Fully online on **20-22 April 2026**

Day 1: Deep dive into **innovation procurement fundamentals**, including navigating legal frameworks

Day 2: Bringing down barriers through innovation procurement **cases studies**

Day 3: Discover **Asian Markets** and key insights for a successful market entry

Sign up [here](#) by **27th March**.



BUYERS

Assistance to buyers

Benefit from targeted support in your **innovation procurement process!**

- **Identification and assessment of needs** for the purchasing innovative solutions
- **Business case analysis** for Innovation Procurement
- Support in **preparing materials** for Open Market Consultations, RFIs, and procurement documents
- Support **with legal, contractual and IP-related matters**

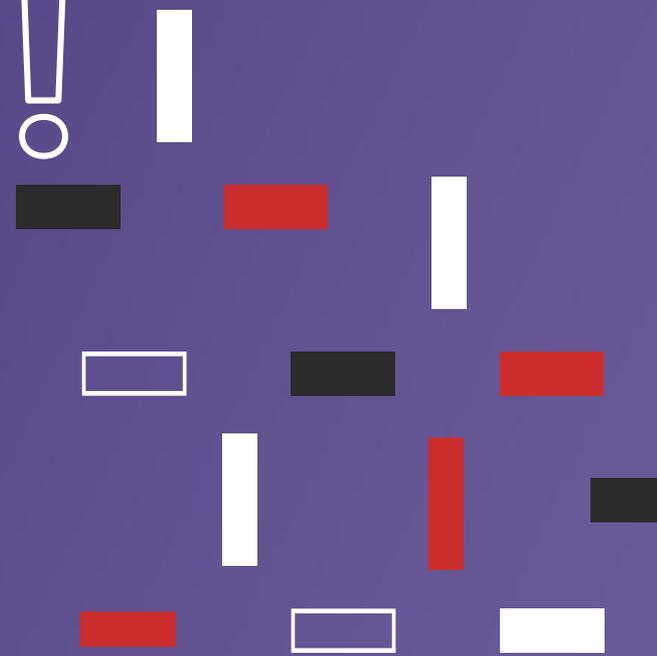
Discover more [here](#).





Thank you!

Get **connected with start-ups** via the SPIN4EIC
[LinkedIn Group](#)





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Open call for EIC Awardees

What is in it for you?



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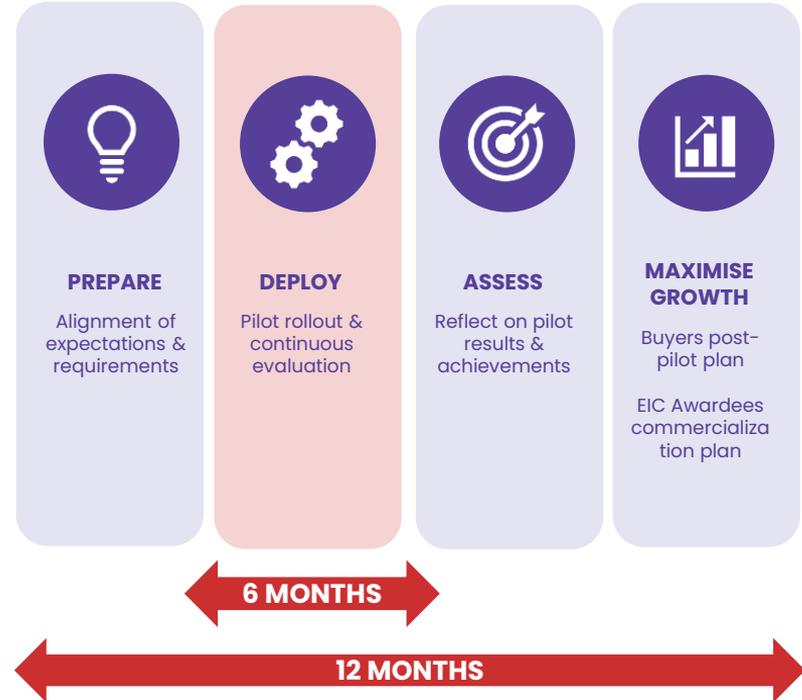
InnoMatch Open Call for EIC Awardees



MATCHING

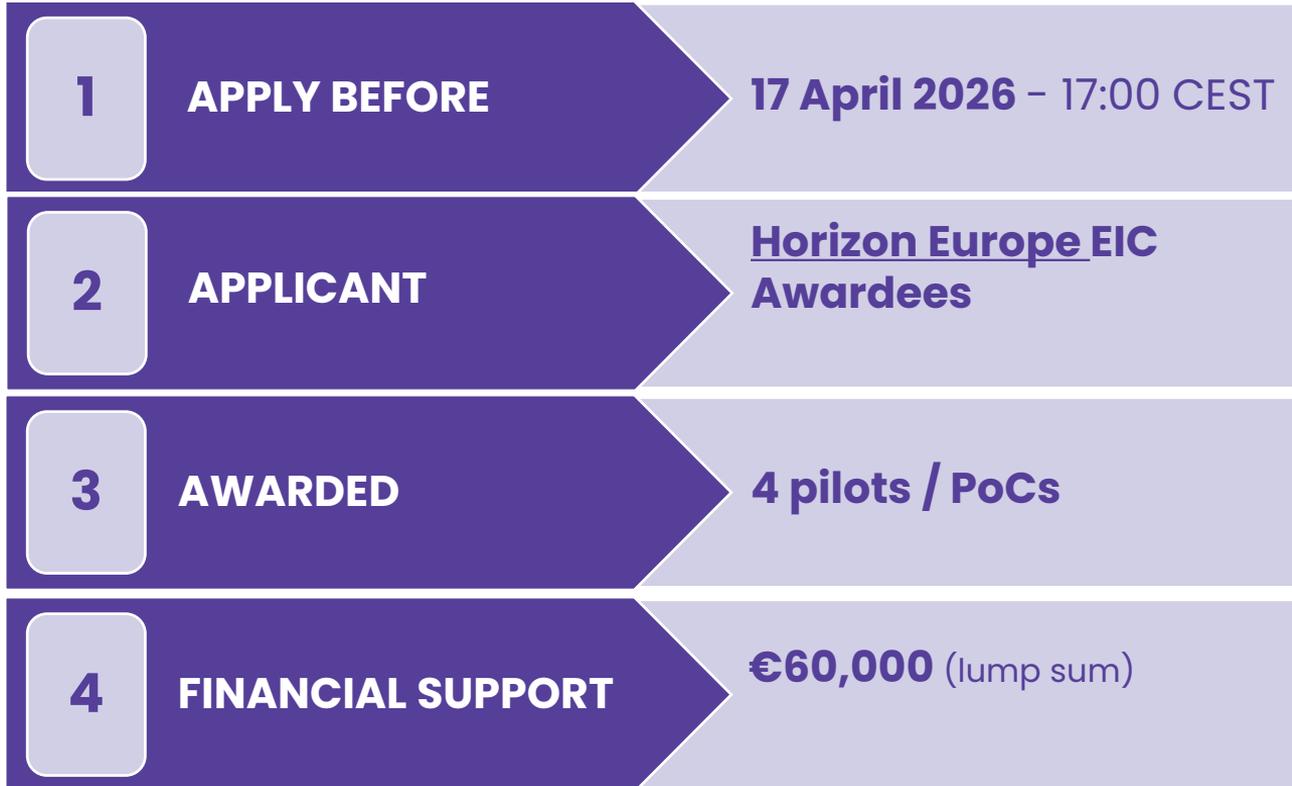


PILOTING InnoMatch Programme





Open Call for EIC Awardee + Buyer | wave 2



4 Buyers' challenges in 4 thematic areas



Agriculture, Food
& Beverages



Energy, Environment,
Sustainability



Digital
Transformation, AI



Health & Life
Sciences



Who can apply?

Horizon Europe EIC AWARDEE

EIC
Pathfinder

EIC
Transition

EIC
Accelerator

EIC Prize
winner

- ✓ Single legal entity
- ✓ Signed contract under any of the **Horizon Europe** EIC initiatives
- ✓ Must be able to bring the innovation to the market



EVALUATION CRITERIA

- 1 ALIGNMENT & IMPACT**

Applications must align with the Open Call objectives. Solutions must be focused on solving the targeted innovation challenge of the Buyer.
- 2 EXCELLENCE**

Applications must demonstrate the technical soundness of the proposed solution related to the challenge. The applicants must elaborate on its feasibility, scalability, and present an overall measurement model
- 3 COMMITMENT**

The applicant must explain how the challenge aligns with their business strategy and their interest in pursuing commercialization after pilot end. A specification of the TRL related to the proposed solution to be provided.
- 4 TEAM & IMPLEMENTATION**

Applicants must show evidence that the team has the necessary skills, infrastructure and management experience to implement the pilot in the defined timescale and budget, and to further facilitate the commercial exploitation of the solution.

Documentation

Documents at application stage



Guidelines for applicants



Application form



Proposal template

Documents in case you are selected



Sub-Grant Agreement template



Action Plan template



Memorandum of understanding template



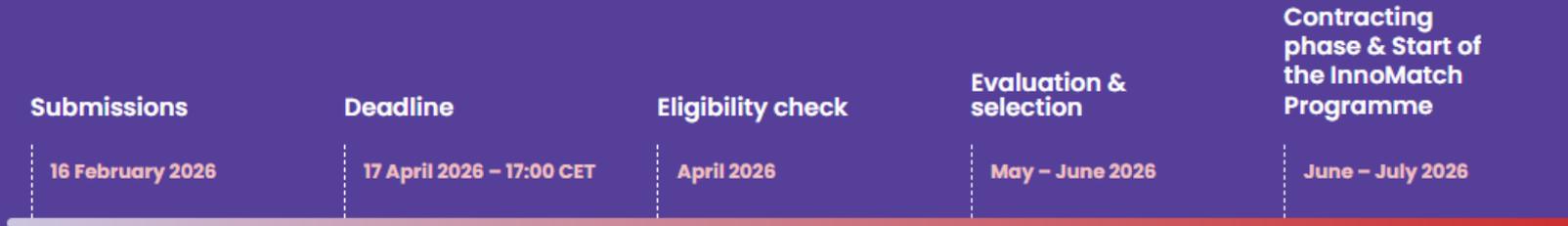
Declaration of Honour (DoH)



SME Declaration

Open Call Indicative Timeline

Timeline (indicative)





Open Call Tips

Download and carefully read all **open call documents**.

Double check for any potential **conflict of interest**.

Make sure there is **no double funding** for the same solution / proposal.

Do not forget to **attach** your Proposal template and a signed Commitment letter from the buyer.



Submit online through the **F6S Platform**



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EIC INNOVATION PROCUREMENT PROGRAMME

Matchmaking session

Smart Procurement for Smarter Cities: Matchmaking session with the City of Ghent

Jörn Laveyne, Project Manager Procurement

13 March 2026

 **Belgium**
 **Government Organization**



- The City of Ghent is a public authority in Belgium (>270,000 residents)
- Employs 6,000+ staff delivering services in mobility, urban planning, environment, culture, education, social care, and digital services
- Building a strong position in GovTech through partnerships with universities, research centres, and European networks
- Has infrastructure and strategy in place to be an excellent testbed for procurement innovation



Meet the Team



Laveyne Jörn

Project manager
procurement



Vanmechelen Kjell

Business Analyst

Automate and accelerate procurement specification drafting while ensuring legal compliance.

- Improve consistency and reduce errors in specifications
- Preserve and share expert knowledge across the organization
- Shorten lead times and increase staff productivity

Pilot KPIs:

- Efficiency: ≥50% faster first draft
- Quality: First draft = 75% of final version
- Adoption: ≥50% of new specs generated/reviewed with AI
- User satisfaction: ≥4/5 average score



Must have requirements:

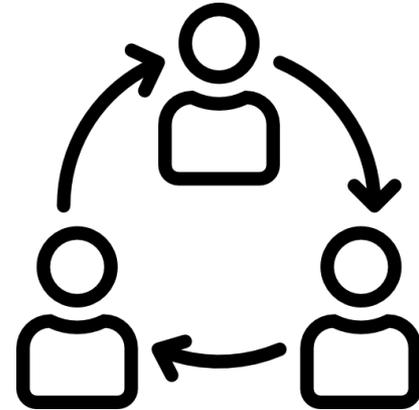
- Ensure legal compliance with adjustable clauses
- Ground outputs on historical documents & validated external sources (RAG)
- Editable drafts with HITL and sign-off
- User-friendly UI: clause editing, accept/reject flows
- Context-aware drafting: tailored by project type, budget, and procedure
- Acceptable latency & availability for a pilot



Functional Requirements

Nice to have requirements:

- Real-time collaboration and multi-user editing
- Automated style, clarity, and legal phrasing suggestions
- Versioned, department-specific template library
- Multi-language support (Dutch + English)
- Contract obligations extraction and monitoring
- Integration with DMS/ERP systems and secure APIs



Project Scope:

- Pilot with 20–50 real procurement cases in City of Ghent within 1 or 2 different product categories
- Participants: procurement officers, legal reviewers, IT admins
- Focus on RAG clause improvement, template enforcement, human-in-loop approvals
- Language: Dutch
- Capture user feedback and measure compliance accuracy
- Assess system usability, performance, and integration
- Inform full-scale deployment strategy



Benefits

- Immediate deployment potential: €200M+ City of Ghent procurement portfolio
- National market: hundreds of Belgian authorities face similar needs
- Gradual internal roll-out: expand from Procurement Department to other City departments
- Interested observing buyers: City of Haarlem, RENFE
- Call to action: collaborate on secure, compliant AI procurement solution





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Thank you!



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Q&A



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