



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

Powering the Green Future: InnoMatch with EH Group

**Combined with an info session for OC2 for EIC
Awardees**

12 March 2026



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.

AGENDA

- 01** **EIC Innovation Procurement Programme: InnoMatch & SPIN4EIC**
 - 02** **Open call for EIC Awardees**
 - 03** **MATCHMAKING: Innovation challenge: Powering the Green Future: InnoMatch, EH Group**
 - 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**



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

InnoMatch in a nutshell



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.



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**.



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

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



CONNECT WITH US

 [innomatchproject.eu](https://www.innomatchproject.eu)

 [@innomatchproject](https://www.linkedin.com/company/innomatchproject)

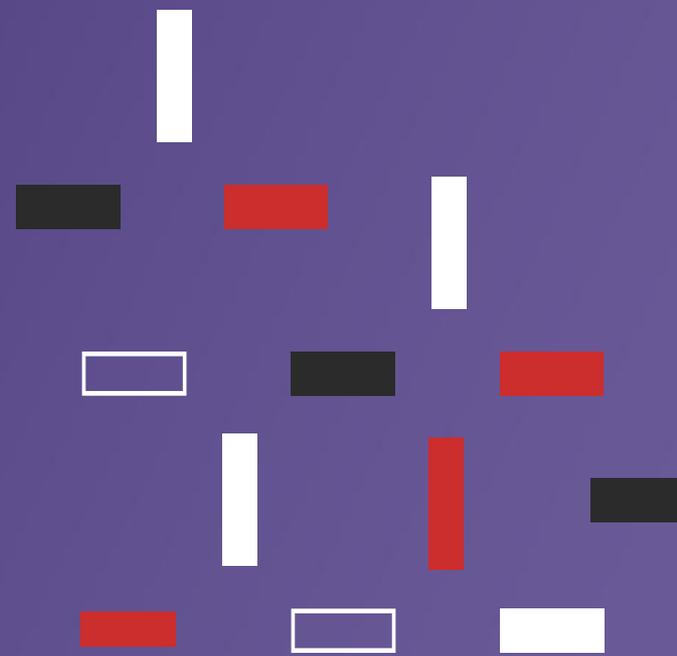
 https://ec.europa.eu/eusurvey/runner/SPIN4EIC_NewsletterSubscription



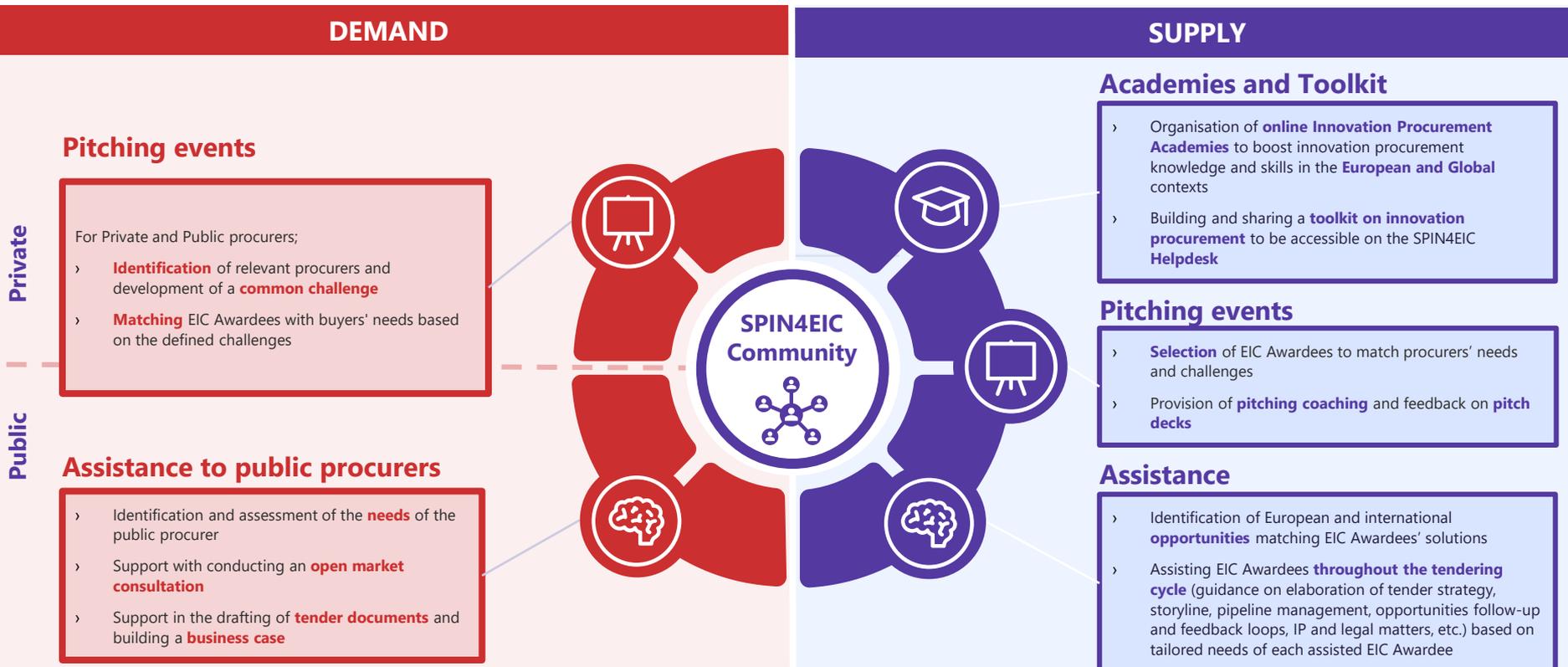
SPIN4EIC

Strategic Innovation Procurement

an EIC Business Acceleration Services Programme



SPIN4EIC: OVERVIEW



DEMAND

Pitching events

For Private and Public procurers;

- › **Identification** of relevant procurers and development of a **common challenge**
- › **Matching** EIC Awardees with buyers' needs based on the defined challenges

Assistance to public procurers

- › Identification and assessment of the **needs** of the public procurer
- › Support with conducting an **open market consultation**
- › Support in the drafting of **tender documents** and building a **business case**

SUPPLY

Academies and Toolkit

- › Organisation of **online Innovation Procurement Academies** to boost innovation procurement knowledge and skills in the **European and Global** contexts
- › Building and sharing a **toolkit on innovation procurement** to be accessible on the SPIN4EIC **Helpdesk**

Pitching events

- › **Selection** of EIC Awardees to match procurers' needs and challenges
- › Provision of **pitching coaching** and feedback on **pitch decks**

Assistance

- › Identification of European and international **opportunities** matching EIC Awardees' solutions
- › Assisting EIC Awardees **throughout the tendering cycle** (guidance on elaboration of tender strategy, storyline, pipeline management, opportunities follow-up and feedback loops, IP and legal matters, etc.) based on tailored needs of each assisted EIC Awardee

SPIN4EIC: WHAT'S IN IT FOR YOU?

EIC AWARDEES

Assistance

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

Support to buyers

Access a **network** of more than **6000** of the most **innovative startups** in Europe!

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

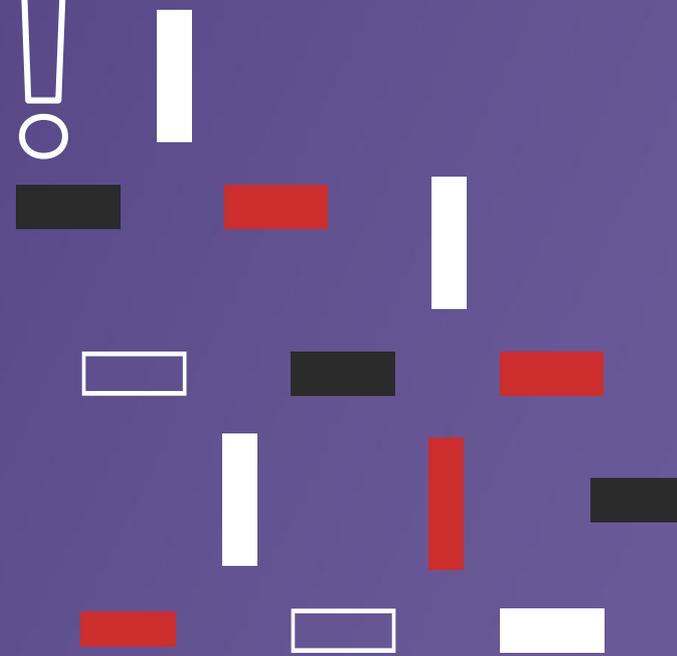


See our [Catalogue](#) to discover a selection of solutions offered by **EIC Awardees**





Thank you!





InnoMatch

Powered by EIC BAS Innovation Procurement Programme

Open call for EIC Awardees

What is in it for you?



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.

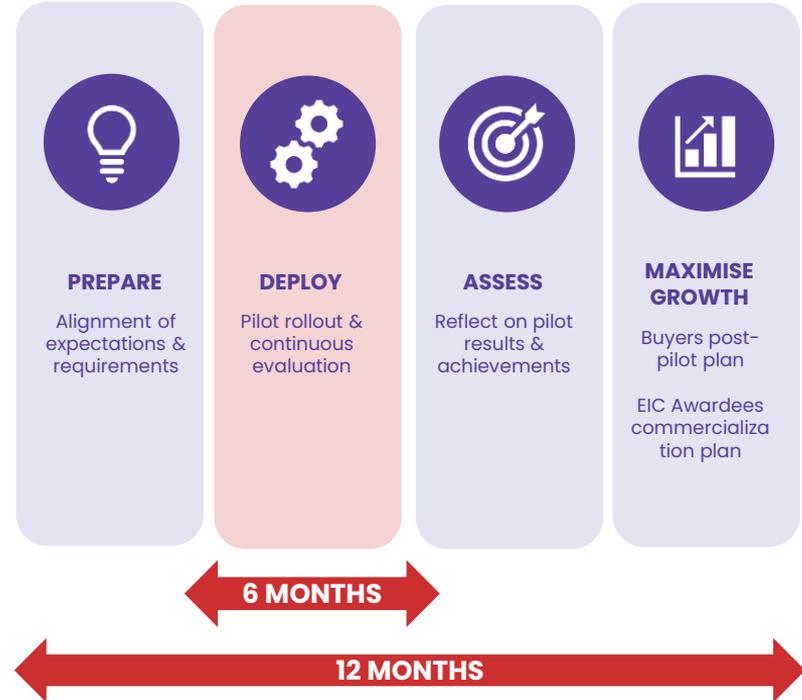
InnoMatch Open Call for EIC Awardees



MATCHING

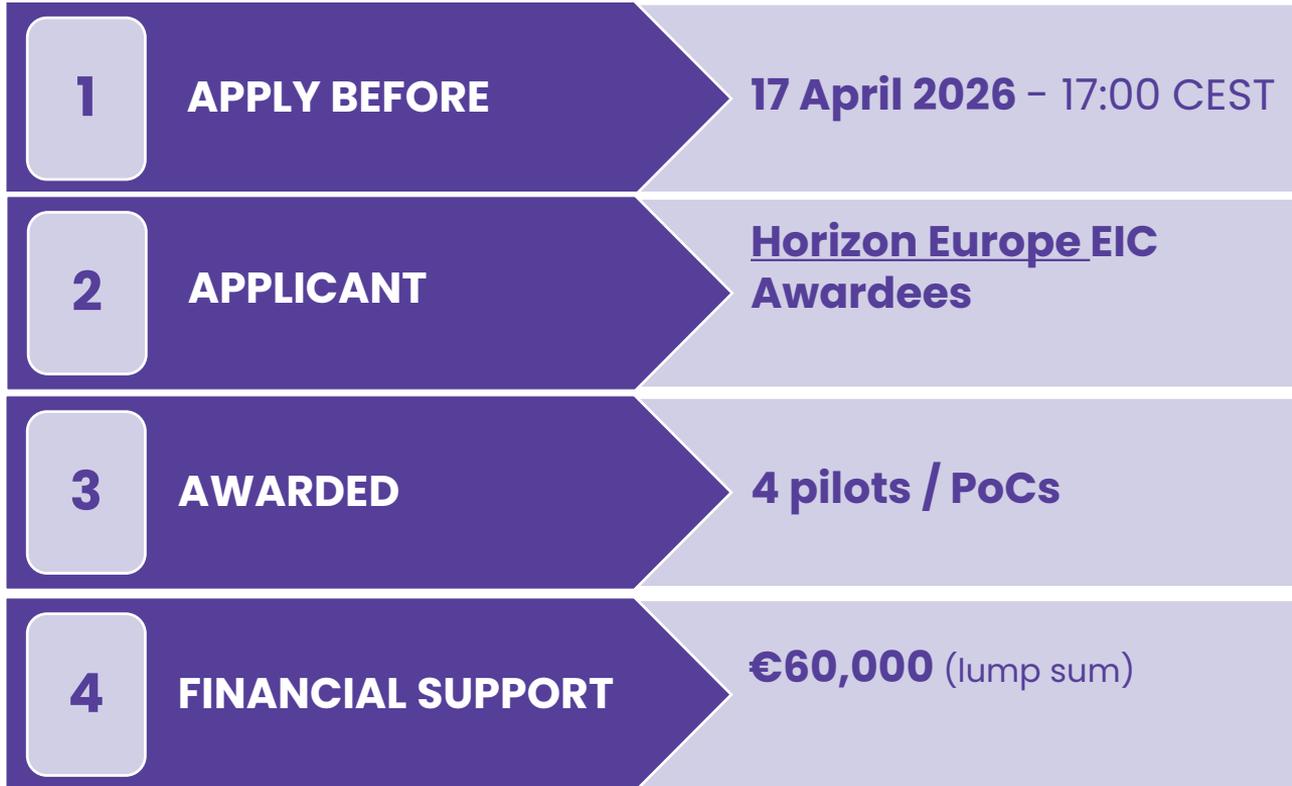


PILOTING InnoMatch Programme





Open Call for EIC Awardee + Buyer | wave 2





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.

4 Buyers' challenges in 4 thematic areas



Agriculture, Food
& Beverages



Energy, Environment,
Sustainability



Digital
Transformation, AI



Health & Life
Sciences

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



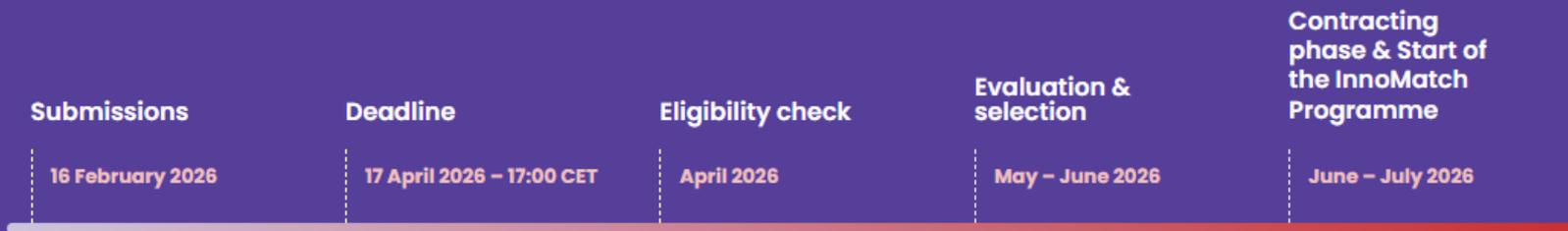
Declaration of Honour (DoH)



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**



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

MATCHMAKING



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.



InnoMatch
powered by

EIC INNOVATION PROCUREMENT PROGRAMME

Matchmaking session

Powering the Green Future: InnoMatch with EH Group

12 March 2026



InnoMatch

Powered by EIC Innovation Procurement Programme

EH Group

12-13 March 2026



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.

 **Switzerland**

 **R&D, manufacturing of fuel cells, hydrogen products and related services**



CHEF– low pt **C**cms for cost-effective, **H**igh-p**E**rformance **F**uel cells

- Leader in hydrogen fuel cell solutions
- Founded in 2017

Mission:

Replace the use of fossil fuels; engineering for alternative energy solutions worldwide, thereby contributing to solving the global carbon emission problem

Technology:

Unique microstructure in stack design that allows optimising performance, power density and reducing cost

Applications:

Maritime, aviation and stationary applications (ex. data centres) worldwide

Meet the Team



Mardit Matian

Director



Christopher Brandon

Director



Alexandre Chainho

Lead Fuel Cell
Developer



Danny Knippen

Safety, Reliability &
Certification
Engineer

Current problem

Problem statement:

- The development of cost-effective, high-performance fuel cells requires low-cost and reliable platinum catalyst coated membranes (CCMs). However, **manufacturers depend heavily on external suppliers to provide these state-of-the-art, critical components.** As the core of the fuel cell, the CCM directly determines performance, durability, and overall system cost

Objective:

- **Lower the CCM platinum loading** in utilizing recently developed CCM

Current problem

Solution:

- **Manufacturing methods**, which allow for large-scale production

Goal:

- Help **scale zero-emission fuel cells** by cutting platinum usage — without sacrificing durability or performance

Functional requirements:

1. Low platinum loading: platinum loading $\leq 0.25 \text{ mg/cm}^2$
2. High beginning-of-Life (BoL) performance: $\geq 1.5 \text{ A/cm}^2$ at 0.7 V
3. Durability under Accelerated Stress Testing (AST): degradation $< 40 \text{ mV}$ at 1 A/cm^2
4. Scalable & cost-effective manufacturing: economical, scalable, adaptable to various CCM sizes
5. Compatibility with multiple membranes: apply to different membrane materials and thicknesses

Desirable functional requirements:

1. High production throughput: enable high production speed, supporting rapid and efficient fabrication of catalyst-coated membranes (CCMs)
2. Cross-platform applicability: coating methods should be adaptable for other electrochemical technologies
3. Consistent product quality: ensure high uniformity and reproducibility

Pilot scope

- Ethical, Legal or Regulatory: comply with GDPR and RoHS
- Technological: tests to be conducted at EH Group facilities or in collaboration with our partners
- Data access: all results of durability and performance will be made available



Help scale zero – emission fuel cells by cutting platinum usage – without sacrificing durability or performance

Objectives:

Main: achieving an overall platinum loading of 0.25 mg/cm² or less across the catalyst-coated membrane (CCM)

Secondary:

- Meet performance, durability, and manufacturability standards
- Economical analysis of required pricing

Impact: availability of low platinum catalyst coated membranes for cost-effective, high-performance fuel cells



Help scale zero – emission fuel cells by cutting platinum usage – without sacrificing durability or performance

Outcomes (KPIs):

1. Platinum loading: achieving an overall platinum loading of 0.25 mg/cm² or less across the catalyst-coated membrane (CCM)
2. Performance: ≥ 1.5 A/cm² at 0.7 V (BoL)
3. Durability: degradation < 40 mV at 1 A/cm² (AST)
4. Manufacturing: scalable, cost-effective (<150USD) and flexible production (various CCM sizes)
5. Compatibility: apply to different membrane materials and thicknesses

Business opportunities

Market size: aviation, mining, marine, and stationary applications, such as data centres

Sustainability plan

- Pricing: lower the prices of our fuel cell stacks and systems
- Increasing competitiveness: sell more fuel cells
- Collaborations: after successful completion of pilot project, evaluate furthers collaborations (long-term partnership)
- Purchasing: purchasing of CCMs, to strengthen our supply chain and integration of innovative solutions
- CO2 reduction: replacements of diesel engine with hydrogen fuel cells
 - ☒ 1-ton CO₂ per MWh savings

- *The CCM is the heart of the fuel cell, directly influencing performance, durability, and cost. Yet, our reliance on external suppliers slows innovation and raises costs.*
- *This challenge represents a huge opportunity: by working together, we can co-develop low-platinum CCMs that are high-performing, scalable, and cost-effective.*
- *We are seeking partners – who are ready to collaborate with us to create the next generation of fuel cells. Let's combine our expertise and resources to make this innovation a reality.*

Join us



InnoMatch

Powered by EIC Innovation Procurement Programme

Thank you!



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.



InnoMatch

Powered by EIC BAS Innovation Procurement Programme

Q&A



Funded by
the European Union

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or European Innovation Council and SMEs Executive Agency. Neither the European Union nor the granting authority can be held responsible for them.