



InnoMatch

Powered by EIC Innovation Procurement Programme

D5.5. Networking Activities Report

February 2026



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Grant Agreement No.: 101165966

Call topic: HORIZON-EIC-2023-INNOVPRO-01

Type of action: Coordination and support action (CSA)

D5.4. Networking Activities Report

Work package	WP5
Task	5.2
Due date	28/02/2026
Submission date	28/02/2026
Deliverable lead	ICLEI
Version	0.1
Authors	Cristina Roca Álamo (ICLEI)
Reviewers	F6S, TICBIOMED
Keywords	network, communication, events, promotion

Document Revision History

Version	Date	Description of change	List of contributor(s)
0.1	14.02.2026	First draft	ICLEI: Alexandru Buftic, Marie Helena Gehrig
0.2	17.02.2026	Second draft integrating partners' input	ICLEI: Cristina Roca
0.2	20.02.2026	Revised and approved	F6S: Ina Gencheva

			TBM: Carlos González
0.3	20.02.2026	Final document	ICLEI: Cristina Roca Álamo

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Executive summary

Network-building, scouting, and recruiting are essential activities for the success of InnoMatch. They help recruit participants, access multipliers, and strengthen the project's impact.

This is the second periodic report on networking activities (Deliverable 5.5), covering the period from March 2025 to February 2026 (M7 – M18).

In this report, the following aspects are analysed:

- The **methodology** and **audiences** reached within the networking activities;
- The **tools, resources** and **timeline followed**;
- The overview of the **networking activities** carried out during the reported period (Month 7 to Month 18 of the InnoMatch project).

This report is the second version of Deliverable 5.4., which was developed in February 2025 (Month 6) of the InnoMatch Project. The document will be updated again at the end of the project delivery (Month 36 – Deliverable 5.6), to provide a comprehensive overview of the networking efforts carried out during the full duration of the project.

1 Introduction

The Networking Activities Report (D5.5) within Task 5.2. Network, Scout & Recruit under WP5, Outreach & Sustainability of the InnoMatch project, aims to inform about the activities developed related to networking, recruiting and outreach.

This includes describing the implementation approach (methodology, target audience, tools and resources) as well as reporting the specific activities (onsite and online events, peer-to-peer promotion, connection with other networks).

It is important to mention that InnoMatch is a project within the [EIC Innovation Procurement Programme](#), along with two other projects, InnoBuyer and SPIN4EIC, whose network and synergies have been effectively leveraged during the reported months. These synergies are further detailed in [Section 3.4. Connection with networks and initiatives](#).

As a result of the networking and dissemination activities, the **Open Call for EIC Awardee+Buyer – Wave 1** received 64 applications, of which 37 were eligible, with strong participation from Spain, France, Germany, the Netherlands, and Portugal. The **Open Call for Public and Private Buyers** attracted 35 applications, 25 of them eligible, including 36% from public buyers, mainly from Ukraine, Spain, Germany, Belgium, and Bulgaria. **Two matchmaking sessions** held on 20 March and 10 April 2025 identified six unmet needs involving five public buyers and one private buyer, with three additional needs gathered through further networking.

Overall, these outcomes highlight the effectiveness of the outreach strategy, demonstrating broad engagement across countries and buyer profiles and establishing a solid basis for continued matchmaking and collaboration within the project.

1.1 Purpose of the networking and scouting activities

The networking activities outlined in this report aim to ensure that a substantial number of Buyers and EIC Awardees are informed, engaged, and actively applying for both current and upcoming types of Open Calls under the InnoMatch project (OC for EIC Awardee+Buyer wave 1 and 2, OC for Buyers, and OC for EIC Awardees). An implicit intention of raising awareness among Public Buyers and EIC Awardees regarding the use of innovation procurement has also shaped these interactions.

This report explains and analyses the networking activities carried out between Month 7 and Month 18 of the project, as well as identifying the next priorities for the upcoming period.

1.2 Timeline

While Deliverable 5.4 covered the networking efforts implemented in the first six months of the project, this report explains the main activities carried out between Month 7 and Month 18 (March 2025 until February 2026).

The final version of this same Report (D5.6.) will explain the activities carried out between Months 19 and 36 of the project. This reporting schedule is shown in Figure 1.

			Year 1												Year 2												Year 3													
		FROM	TO	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	
5.4.	Networking Activities Report (V1 - D.5.4)	1	6																																					
5.5	Networking Activities Report (V2 - D.5.5)	7	18																																					
5.6	Networking Activities Report (V3 - D.5.6)	19	36																																					

TABLE 1. PLANNING OF NETWORKING ACTIVITIES REPORTS.

1.3 KPIs related to Networking Activities

Several KPIs highlighted in the InnoMatch proposal must be considered in the scope of this report:

Regarding the KPIs related to Project Objectives:

KPI / Activity	Target	Status
KPI 4.1 Collaborative activities with other projects, networks and initiatives	10	Overachieved (11) within RPI 1. Promotion of InnoMatch in 2nd SPIN4EIC Academy (14 October 2024) 2. Promo of InnoMatch in 3rd SPIN4EIC Academy (7 April 2025). 3. PPE+ Europe 2024 Training – Combined with Onsite Capacity Building Session (18 March 2025). 4. Smart Cities NetZeroCities (19 March 2025) combined with a short InnoMatch capacity building session – online 5. Promotion of InnoMatch in 3rd SPIN4EIC Academy + Back to back matchmaking session (10 April 2025) 6. PROCURE seminar (27 March 2025) 7. PROCURE Innovation EU seminar (9 April 2025) 8. EIC Summit (1 April 2025)– joint booth with SPIN4EIC under the umbrella of the EIC Innovation Procurement Programme 9. Cities Mission Conference (7 May 2025) 10. Vaasa Energy Week 2025 – InnoMatch was presented by the EIC Innovation Procurement Programme manager Vassilis Tsanidis at the SPIN4EIC Pitching session (March 19, 2025) 11. EIC Scaling Club event where the FA presented InnoMatch; InnoMatch elaborated the presentation for the event together with the SPIN4EIC team
KPI 4.2 Joint events / sessions	4	Overachieved (5) within M18 1. PPE+ 2024 Training – Combined with Onsite Capacity Building Session (18 March 2025). 2. Smart Cities NetZeroCities combined with a short InnoMatch capacity building session – online (19 March 2025) 3. SPIN4EIC Academy with a back to back InnoMatch Matchmaking session (10 April 2025) 4. SCEWC 2025 – joint panel discussion with SPIN4EIC 5. Joint Growth session with SPIN4EIC & the Innovation Procurement Hubs
KPI 4.4 Participation in international events	5	Almost achieved (4) within M18 1. 4YFN (2–5 March 2025) 2. NetZeroCities (19 March 2025) 3. EIC Summit (2–3 April 2025) 4. SCEWC 2025 – joint panel discussion with SPIN4EIC
KPI 4.5 White papers / recommendation	2	Not yet achieved within M18

document		
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TABLE 2 – LIST OF KEY PERFORMANCE INDICATORS (KPIs) RELATED TO PROJECT OBJECTIVES UNDER WP5.

Regarding the Dissemination KPIs:

KPI / Activity	Target	Status
KPI – D – 5.7 Guidance document on innovation procurement	2 documents 1 video	1 reached Document published in M14 (October 2025) LINK on the IM website
KPI – D – 5.7 Technical guidance document on professionalising the procurement workforce to enable innovation procurement		
KPI – D – 5.9 Meetings with policy / decision makers	> 2 joint meetings policy/decision makers	1 reached Presentation of IM in the 30th International Conference of the Public Procurement Authority of Hungary (Közbeszerzési Hatóság)
KPI – D – 5.9 Policy briefs	> 2 documents	Not yet achieved within M18
KPI – D – 5.10 Nr of policy webinar(s) and/or workshop(s) on the innovation procurement environment and regulatory framework, in coordination with the European Commission	> 2 webinars/ workshops	Achieved within M18 2 Focus Groups were delivered in M16 and M17 as part of the IM advocacy activities
KPI – D – 5.11 Nr of policy bodies met / engaged in bilateral & multilateral meetings	> 20 policymaking bodies met with	Achieved within M18 In each focus group, +40 participants took part in the meeting

KPI – D – 5.12 Webinars – dissemination of project updates and results	> 10 webinars	7 reached within M18 <i>(1) Info webinar OC1 (7 March 2025)</i> <i>(2) Info webinar OC1 (25 March 2025)</i> <i>(3) Info webinar OC2 (25 February 2025)</i> <i>(4) Info webinar OC2 (15 April 2025)</i> <i>(5) Info webinar OC2 (12 May 2025)</i> <i>(6) Info webinar OC1 (wave 2) (20 November 2025)</i> <i>(7) Info webinar OC1 (wave 2) (21 January 2026)</i>
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TABLE 3 – LIST OF KEY PERFORMANCE INDICATORS (KPIs) RELATED TO DISSEMINATION UNDER WP5.

2 Implementation approach

The following section provides a detailed report and explanation of the networking activities developed between Months 7 and 18 of the InnoMatch project. It highlights the methodology and key audience identified, as well as the resources leveraged. An overview of the main activities (key events, conferences, collaborations, and engagements) that have contributed to the project's development is offered in this section.

2.1 Methodology

The methodology behind the InnoMatch networking activities is designed to position the project within the broader European innovation landscape. It is based on an ongoing mapping exercise carried out by the Consortium partners, through which relevant events and potential activities within selected networks were identified and carefully assessed. This process ensures the project's presence and visibility in contexts where engagement is most beneficial.

Following the selection of activities, the implementation methodology combines general project presentations (delivered both onsite and online) to communicate the project's objectives and opportunities, alongside targeted outreach to stakeholders with a potential interest in participating in InnoMatch.

2.2 Target audience

The InnoMatch networking and dissemination efforts have focused on two primary target groups: **public and private buyers, and EIC Awardees**¹. These groups are central to the project's objectives, representing potential participants in the upcoming Open Calls and key drivers of innovation.

Public and private buyers include both private enterprises (from SMEs to large corporations) and public entities covered by the Public Procurement Directives. Engagement with these stakeholders is critical for the success of the Open Call for Public and Private Buyers (OC2), ensuring participants are located in the EU or Horizon-associated countries and demonstrate a strong commitment to adopting project solutions.

EIC Awardees form the second core audience, providing innovative capacity and expertise. Their engagement leverages professional networks, communication channels through the European Innovation Council, EIC Programme Managers, and synergies with initiatives such as SPIN4EIC. This approach aims to maximise both the number and quality of applications for OC1 (wave 1 and 2) and OC2 for EIC Awardees. This outreach was leveraged in events such as the EIC Summit, further detailed in [Section 3.1](#).

A third, **broader group of stakeholders** (including NGOs, trade associations, research institutions, and experts) is also targeted to foster collaborations, knowledge exchange, and dissemination of results. By combining outreach to core audiences with engagement of this wider ecosystem and the networks established by consortium partners, the project ensures broad visibility, high participation, and long-term impact for the InnoMatch Open Calls and pilot activities. An example of this is the Innovation Procurement Task Force, a powerful collaborative initiative to promote sustainability, resilience, and innovation across its member states. InnoMatch is one of the task force members and takes part in its monthly meetings; more detail can be found in [Section 3.4](#).

2.3 Tools and resources

Project partners have access to a variety of relevant professional networks and communities of practice representing a diversity of geography and size, and members of these communities have received targeted invitations and communications about the project during the initial stage of the project. Further details about these networks and initiatives were provided in Deliverable 5.4 and are shown in a summarised version below.

- [Central Purchasing Bodies \(CPB\) Network](#) (External)

¹ As per the general definition in the EIC Work Programme 2023, EIC Awardees are the entities “named in an EIC grant agreement (for EIC Pathfinder, EIC Transition) or EIC contract or investment agreement for EIC Accelerator, as well as winners of EIC Prizes”.

In the context of the InnoMatch Open Calls, only EIC Awardees who are single entities are eligible to apply.

- [iProcureNet](#) (External)
- [inDemand](#) (TBM)
- [Pronto-PPI](#) (CIV)
- [TENDERIO](#) (CIV)
- [PROCEDIN](#) (F6S)
- [Procura+ Network](#) (ICLEI)
- [Big Buyers Working Together](#) (ICLEI)
- [Public Procurement Dialogues](#) (ICLEI)
- [SPIN4EIC Community](#) (ICLEI)
- [Public Buyers Community](#) (External)

3 Reported activities

The activities outlined below were implemented under Work Package 5 (Outreach and Sustainability), specifically within Task 5.2 – Network, Scout, and Recruit. During the reporting period, **a total of 26 networking activities in events** were conducted, reflecting the consortium’s ongoing efforts to engage key stakeholders and expand the project’s reach.

Further details on each activity, including objectives, audiences, and outcomes, are provided in the sections below.

Activity	Date	Location
4 Years From Now > EIC BAS Support to Innovation Procurement	5 March 2025	Barcelona, Spain
4 Years From Now > Health Procurement Thematic Innovation Ecosystem	6 March 2025	Barcelona, Spain
EIC Scaling Club Webinar	7 March 2025	Online
Foro Transfiere	11 – 13 March 2025	Malaga, Spain
InnoMatch Capacity Building Series – PPE+ Europe 2024	18 March 2025	Brussels, Belgium
NetZeroCities Webinar	19 March 2025	Online
InnoMatch Capacity Building Series (III)	20 March 2025	Online
Big Buyers Working Together	24–25 March 2025	Helsinki, Finland

- Annual Event		
ACCIÓ - Green and Innovative Public Procurement	25 March 2025	Barcelona, Spain
PROCURE Seminar	27 March 2025	Online
EIC Summit	1 April 2025	Brussels, Belgium
3rd edition of the SPIN4EIC Academy	7 - 10 April 2025	Online
PROCURE Innovation EU Seminar	9 April 2025	Online
InnoMatch Capacity Building Series (III)	15 April 2025	Online
Veratech for Health	6 May 2025	Valencia, Spain
Cities Mission Conference	7 May 2025	Vilnius, Lithuania
Health Revolution Congress	May 14-15 2025	Barcelona, Spain
Intelligent Communities Forum	17 June 2025	Las Rozas de Madrid, Spain
International Public Procurement Conference	22 September 2025	Budapest, Hungary
Procura+ Seminar	8-9 October 2025	Middelburg, The Netherlands
Smart City Expo World Congress	4-6 November 2025	Barcelona, Spain
4th edition of the SPIN4EIC Academy	17-19 November 2025	Online
InnoMatch Focus Group on Innovation Procurement Policy	9 December 2025	Online
InnoMatch Focus Group on Innovation Procurement Policy	13 January 2026	Online

InnoMatch Growth Session #2 – joint session with SPIN4EIC	20 January 2026	Online
ECLIPSE webinar: Identifying Innovation Procurement Opportunities	3 February 2026	Online

TABLE 4 – LIST OF ALL NETWORKING ACTIVITIES CARRIED OUT SO FAR

Of the 26 activities conducted:

- 14 took place at onsite events or conferences.
- 12 were carried out in online settings.

A detailed overview of each dissemination and recruitment activity is offered in the upcoming sections.

3.1 Onsite events

Onsite events and conferences served as valuable opportunities to showcase the project's objectives, engage with relevant stakeholders such as public and private buyers, and establish strategic connections. The following subsections detail the specific events attended, the audiences reached, and the impact of these networking efforts on the project's development.

- **4 Years From Now > EIC BAS Support to Innovation Procurement and Health Procurement Thematic Innovation Ecosystem (5-6 March – Barcelona, Spain)**

4YFN, co-located with MWC Barcelona, is an event designed to foster new ventures through connections, exposure, and investment within the startup ecosystem.

Two relevant sessions counted with InnoMatch presence: the EIC BAS Support to Innovation Procurement, and the Health Procurement Thematic Innovation Ecosystem. A representative from Ticbiomed took part in these sessions, presenting the relevant opportunities available under InnoMatch.



FIGURE 1. PANEL DISCUSSION ON EIC SUPPORT TO INNOVATION PROCUREMENT.

- **Foro Transfiere (11 – 13 March 2025 – Málaga, Spain)**

[Transfiere](#), the European Forum for Science, Technology, and Innovation, concluded its 14th edition after bringing together more than 5,200 professional visitors from the R&D&I ecosystem. The forum connected academic and research knowledge with the business community and public administrations to promote collaboration in a global economic context.

Ticbiomed participated in the following activities:

- **B2B Networking:** Actively participate in meeting agendas to link their member companies with large corporations and research groups.
- **Driving IPP:** Frequently featured on panels dedicated to **Innovative Public Procurement (IPP)**, sharing their expertise on how public administrations can acquire digital solutions that are not yet available on the market.
- **Digital Health Representation:** Act as an expert voice in the "Science Room" or health panels to translate real-world healthcare challenges for tech developers.

- **Capacity Building Session with PPE+ Europe 2024 (18 March 2025 – Brussels, Belgium)**

Funded by the European Commission, [PPE+ Europe 2024-2028](#) is a four-year EU project featuring four annual self-contained training programmes. The project is managed by a consortium led by BBG, in partnership with Ernst & Young Romania (EY) and ICLEI – Local Governments for Sustainability. The project targets the professionalisation of public procurement experts from Central Purchasing Bodies (CPBs) and other centralised procurement organisations within EU Member States and Single Market Programme (SMP) participating countries.

During the onsite training week in Brussels, representatives from ICLEI Europe presented the Open Call opportunities to the +40 participants from Central Purchasing Bodies.

- **Big Buyers Working Together (24 – 25 March, 2025 – Helsinki, Finland)**

Following the successful edition of Big Buyers for Climate and Environment, the European Commission (EC) decided to launch the '[Big Buyers Working Together](#)' project in March 2023 to support collaboration between public buyers with strong purchasing power and promote the wider use of strategic public procurement for innovative and sustainable solutions. By working together and pooling their resources, cities, central purchasing bodies, and other major public buyers can maximise their market power and impact.

During one of the sessions of the Healthcare Community of Practice, a representative from Ticbiomed facilitated a short capacity building session and promoted the InnoMatch Open Call opportunities among the participants.

- **ACCIÓ - Green and Innovative Public Procurement (25 March 2025 - Barcelona, Spain)**

The event hosted by the [Catalan Competitiveness Agency](#) featured technical and sustainability insights on public contracting.

A representative from Ticbiomed attended the event and detailed how to apply fast-track, less bureaucratic co-creation processes to ensure public procurement is not only "green" but also innovative and effective. In addition, they collaborated with ACCIÓ to show Catalan and national companies how to access calls such as InnoMatch.

- **EIC Summit (1 April, 2025 - Brussels, Belgium)**

The EIC Summit is a major innovation event organised by the European Innovation Council (EIC) – the flagship European Commission initiative to support high-risk, high-impact technologies, researchers, start-ups and scale-ups across the EU.

In the event's 2025 edition, [the InnoMatch Consortium partners attended the EIC Booth](#), where they were approached by EIC Awardees interested in the Open Call opportunities.



FIGURE 2. ATTENDANCE OF THE INNOMATCH CONSORTIUM PARTNERS TO THE EIC SUMMIT.

- **Veratech for Health – United Data Day (6 May, 2025 – Valencia, Spain)**

Ticbiomed participated in the [United Data Day](#), an event organised by Veratech for Health to commemorate its 15th anniversary at Biohub Valencia. Ticbiomed's Director, Jorge González, was a speaker in a panel alongside representatives from the ISCIII (Institute of Health Carlos III), the Cantabrian Health Service, and CatSalut.

The discussion centered on how data interoperability and standardisation (specifically models like OMOP-CDM) facilitate innovation. Ticbiomed emphasised that for digital solutions to be scalable and adoptable by public health systems, data must be manageable and standardised. This engagement served to connect health data experts with the business ecosystem and promoted InnoMatch opportunities.

- **Cities Mission Conference (7 May, 2025 – Vilnius, Lithuania)**

The fourth edition of the Cities Mission Conference 2025 was held in Vilnius, Lithuania on 6–8 May 2025 with the theme “Harnessing City Successes: Advancing Climate Action for 2030”, to spotlight the progress and ambition of [Mission Cities](#) and their partners as they strive to achieve climate neutrality by 2030. The EU Green Capital 2025 welcomed invitation-only attendees to the event. Organised by the European Commission and the Mission Platform, the conference brought together political representatives and city practitioners to celebrate the Mission's considerable progress after three years, share achievements and experiences, and inspire all those as they continue their hard work towards climate neutrality.

Representatives from ICLEI Europe organised a breakout session within the event titled *Strategic Public Procurement for Sustainable Cities: Driving Environmental Action and Stimulating Innovation*. As part of the session, several open opportunities within the EIC Innovation Procurement Programme were presented. An aftermovie of the event can be seen [here](#).

- **Health Revolution Congress (May 14 – 15, 2025 – Barcelona, Spain)**

Ticbiomed attended the [Health Revolution Congress](#), a digital health ecosystem event held in Barcelona on 14–15 May. Ticbiomed contributed to the session “Public Procurement of Innovation and Govtech in the Health Sector”, organised by ACCIÓ.

Elena López, Project Manager at Ticbiomed, joined a panel on demand-side strategies alongside experts such as Rossana Alessandrello (AQuAS), Robert Fabregat (Biocat), and Jordi Piera (CatSalut). Her intervention highlighted the connection between innovation providers and healthcare organisations, with a focus on the challenges surrounding public procurement of innovation (PPI), and presented the opportunities available within the InnoMatch project. In

addition, Ticbiomed supports the Open Innovation Challenge, where hospitals and healthcare organisations present specific needs and startups propose solutions.



FIGURE 3. PANEL DISCUSSION IN HEALTH REVOLUTION CONGRESS.

- **Intelligent Communities Forum (16-17 June, 2025 – Las Rozas de Madrid, Spain)**

The Intelligent Community Forum brought the 2025 [Top7 Conference and Announcement to Las Rozas de Madrid](#). The conference examined the transition from Smart to Intelligent cities, exploring how cities can utilise technology to create inclusive, innovative, and sustainable communities.

A representative from ICLEI Europe attended the Panel “[Smart Environment – Leveraging Technologies and Sustainable Cities](#)”, where sustainable and innovation procurement was discussed. The InnoMatch project was presented, along with available opportunities for the cities attending the event.



FIGURE 4. TOP7 CONFERENCE AND ANNOUNCEMENT IN LAS ROZAS DE MADRID, SPAIN.

- **International Public Procurement Conference (22 September, 2025 – Budapest, Hungary)**

The [30th International Conference of the Public Procurement Authority of Hungary \(Közbeszerzési Hatóság\)](#) took place on the 22nd of September 2025 in Budapest.

A representative of ICLEI Europe delivered a keynote session, highlighting how public authorities can leverage green and innovative public procurement as a strategic tool to enhance sustainability and innovation. InnoMatch was mentioned as a powerful tool to achieve this.



FIGURE 5. 30TH INTERNATIONAL CONFERENCE OF THE PUBLIC PROCUREMENT AUTHORITY OF HUNGARY

- **Procura+ Seminar (8 – 9 October, 2025 – Middelburg, The Netherlands)**

The [2025 Procura+ Seminar](#) took place from 8-9 October in Middelburg (the Netherlands), hosted by Procura+ participant Province of Zeeland. The seminar highlighted how public procurement can help public authorities accelerate and scale up solutions that can contribute to social, sustainable, innovative and circular policies, emphasising that public procurement requires a transformation in light of the changing political realities and the increasing effects of climate change.



FIGURE 6 AND 7. ANNOUNCEMENT OF INNOMATCH PRESENCE AT THE PROCURA+ SEMINAR. PROCURA+ SEMINAR OPENING SESSION.

- **Smart City Expo World Congress (4 – 6 November, 2025 – Barcelona, Spain)**

The leading global event was celebrated from the 4th until the 6th of November 2025 in Barcelona, Spain. The event focuses on urban innovation, bringing together experts, policymakers, and industry leaders to discuss and showcase solutions for smarter and more sustainable cities.

The presence of InnoMatch took place specifically in the [Smart City Open Innovation Challenge 2024](#), organised by [Acció](#) (the Catalan Agency for Business Competitiveness), a space where public and private entities present their innovation challenges to innovative companies. A presentation was delivered by a representative of Ticbiomed, where InnoMatch was presented as an opportunity for EIC Awardees to participate in the different Open Calls to solve a public or private buyer's unmet need.

In addition, a joint session with the SPIN4EIC initiative was organised within the event: a panel discussion between an EIC Awardee representative, a testimonial from the SPIN4EIC Assistance to Public buyers, and the InnoMatch project coordinator.



FIGURE 7 AND 8. INNOMATCH CONSORTIUM MEETING IN BARCELONA AND ATTENDANCE TO THE SMART CITY EXPO WORLD CONGRESS.

3.2 Online events

The webinars held from March 2025 to January 2026 have provided a platform for knowledge exchange, stakeholder engagement and communication of the ongoing Open Calls of InnoMatch. **While seven of these participations took place in externally hosted events, the other five webinars were organised as part of the InnoMatch project.**

Workshop / Webinar	Date	Type
EIC Scaling Club Webinar	7 March 2025	External
NetZeroCities Webinar	19 March 2025	External
InnoMatch Capacity Building Series (III)	20 March 2025	InnoMatch event
PROCURE Seminar	27 March 2025	External
3rd edition of the SPIN4EIC Academy	7 - 10 April 2025	External
PROCURE Innovation EU Seminar	9 April 2025	External

InnoMatch Capacity Building Series (III)	15 April 2025	InnoMatch event
4th edition of the SPIN4EIC Academy	17-19 November 2025	External
InnoMatch Focus Group on Innovation Procurement Policy	9 December 2025	InnoMatch event
InnoMatch Focus Group on Innovation Procurement Policy	13 January 2026	InnoMatch event
InnoMatch Growth Session #2 – joint session with SPIN4EIC	20 January 2026	InnoMatch event
ECLIPSE webinar: Identifying Innovation Procurement Opportunities	3 February 2026	External

TABLE 4 – LIST OF WORKSHOPS AND WEBINARS.

1) EIC Scaling Club Webinar (7 March 2025)

The [EIC Innovation Procurement Programme was presented](#) by a representative of the SPIN4EIC Consortium and the InnoMatch Project Coordinator. The following services were highlighted:

- SPIN4EIC (Strategic Use of Innovation Procurement) Services: An innovative and unique flagship initiative from the EIC that helps innovative European companies navigate procurement processes, become qualified suppliers, and unlock growth through public and corporate contracts. It provides tailored services, including training, toolkits, pitching events, and expert support to help companies succeed in procurement.
- InnoMatch – Financial support for testing: Funding is available for pilot tests and proof-of-concept projects, reducing risks and increasing the chances of securing contracts.

2) NetZeroCities Webinar (19 March 2025)

The NetZeroCities initiative organised a webinar about Pre-Commercial Procurement opportunities, held on the 19th of March, 2025.

A representative from F6S and Ticbiomed attended and presented the opportunities available within the scope of InnoMatch.

3) InnoMatch Capacity Building Series III: What to expect and how to manage collaboration with innovation suppliers (20 March 2025)

The [third webinar from the Buyers Capacity Building Series](#) was focused on how to manage collaborations with innovation suppliers.

The session started with an intro from Elena López (Ticbiomed), followed by Azra Atalan (CORVERS – Spin4EIC) who gave a presentation on "How to recruit Top-Notch Innovators. Keys to a successful collaboration with the innovator". The last speaker of the session, Stephan Corvers (CORVERS – SPIN4EIC), provided Examples of successful partnerships between buyers and suppliers.

4) PROCURE Seminar (27 March 2025)

The PROCURE EU-funded project's goal is to make current healthcare procurement practices more resilient and efficient across the European Union, and to ensure that public health and care procurement systems can respond to future emergency crises and pandemics.

Ticbiomed held a session of the PROCURE Community of Interest Forum: '[How to Test Innovation Procurement Using a Cheap, Quick, and Easy Approach](#)'. This webinar was designed to guide participants through key strategies for adopting innovation procurement and achieving high-impact results. At the same time, several opportunities for innovation procurement were presented. InnoMatch was introduced as a 'test before invest' approach, and its two Open Calls were discussed.

5) 3rd edition of the SPIN4EIC Academy (7–10 April 2025)

The SPIN4EIC Strategic Innovation Procurement initiative aims to offer hands-on assistance to EIC awardees to take part as bidders in public and private sector innovation procurement processes, including procurement of Research and Development (R&D) services, within and outside the European Union (EU). Within this scope, [the project offers different series of Academies](#) that offer EIC awardees training and inspiring learning sessions to develop their skills and capacity to participate in procurement opportunities, thereby helping them to scale their businesses.

InnoMatch was presented during a 10 minute slot as part of the Innovation Procurement Programme. The project was explained as an opportunity for EIC Awardees to collaborate with public and private buyers, either through the joint or the individual call that would be published soon.

6) PROCURE Innovation EU Seminar (9 April 2025)

PROCURE Innovation EU is a four-year training programme (2023–2027), managed by DG GROW and EISMEA, that aims to support the uptake of procurement of innovation in public authorities. Through training sessions and support activities, participating public authorities and their staff gain comprehensive and cross-cutting knowledge in public procurement, enabling them to better understand and manage the procurement of innovation processes.

The programme organises online workshops for decision-makers covering case-studies and lessons from experts.

[Ticbiomed organised an online session with Procure Innovation EU](#) focused on demand-driven innovation, the different stages of its lifecycle (needs identification, market consultation, challenge definition, deployment and adoption), the relevance of Dragui and Heitor Reports and how they show a great interest on innovation procurement, and as conclusion, to showcase that ultimate impact is not about pilots but to changing the mindset towards innovation.

In addition, a success case was presented from InnoBuyer, another initiative of the EIC Innovation Procurement Programme. SafeStay, led by the public buyer Wojewódzki Szpital Specjalistyczny in Olsztyn (Poland) presented their experience from needs identification, market consultation, piloting in the context of InnoBuyer, and currently moving to procurement preparation. The webinar, held on April 9th, offered actionable strategies and tools for attendees to implement similar innovative approaches.

7) InnoMatch Capacity Building Series III: Uptake of results: key considerations to maximise impact (15 April 2025)

The [fourth webinar from the Buyers Capacity Building Series](#) was focused on maximising the impact of innovation procurement results.

The session started with an intro from Carlos González (Ticbiomed), followed by Jorge González (TicBiomed) who gave a presentation on "Successful uptake of results". Fiorella Tamburrelli (ICLEI), the last speaker of the session, provided an overview of the InnoMatch Open Call for Public and Private Buyers.

8) 4th edition of the SPIN4EIC Academy (17–19 November, 2025)

Similarly to the presence in the 3rd edition of the SPIN4EIC Academy, the InnoMatch project was presented in this event as part of the EIC Innovation Procurement Programme in the [4th edition of the SPIN4EIC Academy](#), held from the 17 to the 19 of November, 2025.

9) InnoMatch Focus Group on Innovation Procurement Policy I (9 December, 2025)

In the context of the revision of the EU Public Procurement Directives, the EU-funded InnoMatch project organised two closed-door online focus group meetings. These meetings aimed to gather insights from selected stakeholders and decision-makers on the current policy and legislative challenges related to the use of innovation procurement. The discussions aimed at developing a set of policy recommendations for the European Commission and other EU institutions to consider. It also served as the basis of the development of a policy brief to be shared with key EU decision-makers.

The focus group gathers selected public procurers, policy makers and experts from across the EU. These discussions aim at an exchange of views across levels of governance and countries. This first meeting focused on the challenges related to innovation procurement.

10) InnoMatch Focus Group on Innovation Procurement Policy II (13 January, 2026)

Based on the discussions during the first focus group meeting and the inputs provided through the registration form, ICLEI drafted a set of 15 policy recommendations on innovation procurement.

During the second focus group meeting, the stakeholders discussed these recommendations and provided their feedback and comments on its content.

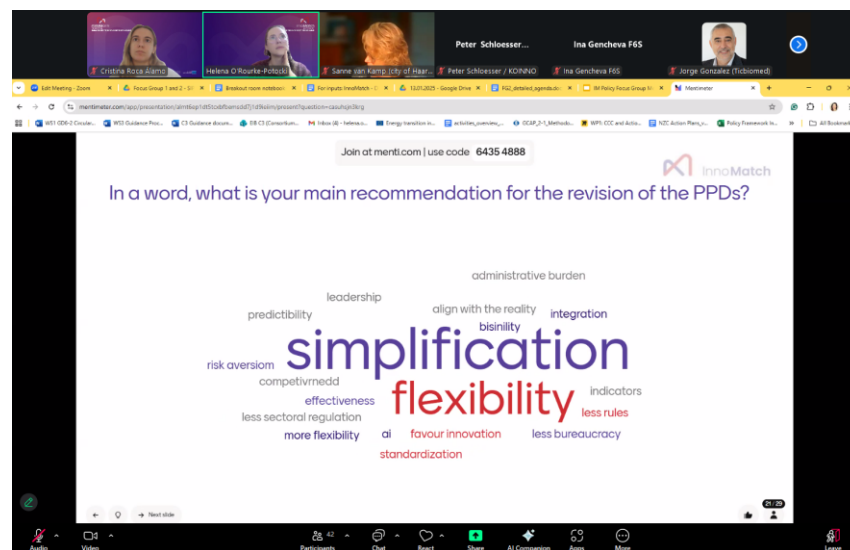


FIGURE 9. INNOMATCH FOCUS GROUP ON INNOVATION PROCUREMENT POLICY.

11) InnoMatch Growth Session #2 – joint session with SPIN4EIC

The webinar was designed for innovation buyers who wish to strengthen their capacity to prepare, adopt, and implement innovation procurement processes. Through real-life buyer experiences and practical support instruments, [the session provided concrete insights to support the innovation procurement journey](#).

The session included several speakers involved in the EIC Innovation Procurement Programme activities: Regione Lombardia, the Belgian Digital Transformation Office (BOSA), a representative from Corvers, and a speaker from the Innovation Procurement Hubs initiative.

12) ECLIPSE webinar: Identifying Innovation Procurement Opportunities

ECLIPSE is funded by the EU to overcome barriers in innovation procurement by designing an interaction model to connect public procurers and innovative suppliers, bridging the gap and enhancing coordination among Member States. The [latest webinar from this initiative](#) included a speaker from Ticbiomed. The presentation included a general overview of the EIC Innovation Procurement Programme, and open opportunities such as InnoMatch OC for EIC

Awardee+Buyer wave 2, as well as a reference to the services offered under the SPIN4EIC initiative.



FIGURE 10. ECLIPSE WEBINAR FOR STARTUPS, SMES ACROSS EUROPE AND BEYOND.

3.3 Peer-to-peer promotion

Peer-to-peer promotion was carried out through the activation of consortium partners' established professional networks and communication channels. Partners disseminated information on the project and its Open Call opportunities through direct communications to targeted stakeholder groups, including public and private buyers, innovation intermediaries, and EIC-related communities. These actions enabled the project to reach a substantial number of relevant contacts across multiple European countries.

In addition to mass dissemination through newsletters and professional social media channels, tailored outreach was conducted via virtual one-to-one meetings with selected stakeholders to provide detailed explanations of participation opportunities and eligibility requirements. This combination of broad and targeted peer-driven dissemination contributed to increased awareness, reinforced trust through existing networks, and supported the successful onboarding of applicants to the Open Calls.

3.4 Connection with networks and initiatives

During the reported months, **the InnoMatch project built synergies with networks, associations of buyers and organisations at European, national and regional levels.** These supporting organisations were identified and contacted to explain the benefits of their involvement in the dissemination of the opportunity within their networks.

European initiatives

- **Big Buyers Working Together**

When large public and private buyers collaborate, they combine purchasing power to drive demand for innovative and sustainable solutions. This approach enables the Big Buyers initiative to influence markets, achieve cost efficiencies, and accelerate the deployment of new technologies at scale.

InnoMatch has leveraged its connection with the Big Buyers network on several occasions, such as the capacity building session delivered as part of the Big Buyers Annual Event (2025) in Helsinki.

- **EIC Scaling Club**

The EIC Scaling Club is an EIC-funded curated community where 120+ European deep tech scale-ups with the potential to build world-class businesses and solve major global challenges come together with investors, corporate innovators and other industry stakeholders to spur growth.

InnoMatch has collaborated with this community, for instance in the implementation of a webinar in collaboration with SPIN4EIC, further described in [Section 3.2](#).

- **Innovation Procurement Hubs**

Innovation Procurement Hubs are platforms where public authorities pilot and procure innovative solutions to address societal challenges. They connect buyers, suppliers, and innovators, enabling the public sector to test, scale, and implement cutting-edge products and services.

Collaboration with the Innovation Procurement Hubs has been activated since the platform began operating in late 2025, and a speaker from this initiative was invited to join one of the latest InnoMatch webinars in January 2026.

- **Innovation Procurement Task Force**

The Innovation Procurement Task Force (IPTF) is a collaborative and voluntary initiative that was originally funded by four EU-funded projects—PROCEDIN, BUILD, Health InnoFacilitator, and InnoBuyer.

IPTF brings together expertise in various aspects of innovation procurement to drive progress and promote sustainable practices across the European Union and aims to:

- Maximising awareness of Innovation procurement: Pre-commercial procurement (PCP) and Public Procurement of Innovation (PPI).

- Exchanging and promoting knowledge, latest information, and opportunities to advance innovation procurement practices.
- Promoting coordinated actions and reciprocal support among its member parties and their respective networks.

InnoMatch has joined the IPTF as a member to enhance collaboration and exchange with other European projects on innovation procurement.

- **InnoBuyer**

[InnoBuyer](#) is also an initiative part of the EIC Innovation Procurement Programme to foster a collaborative innovation ecosystem connecting Buyers with EIC Awardees. It launched a support programme designed for seamless adoption, enabling co-creation between Buyers and Companies. Additionally, the initiative has demonstrated increased performance in EU public and private services by piloting 15 innovative solutions.

- **Intelligent Community Forum**

The Intelligent Community Forum (ICF) connects communities and partners. It offers economic development guidance, training, certification, memberships, and consulting. The focus is on helping communities worldwide build innovative economies, foster social connections, and enrich cultures through digital tools.

A session was included in the programme of their conference in Las Rozas de Madrid, where a representative of ICLEI Europe mentioned the InnoMatch opportunities.

- **NetZeroCities**

Net Zero Cities are a group of +112 urban areas that aim to eliminate net greenhouse gas emissions by combining energy efficiency, renewable energy, sustainable transport, and circular economy practices. The goal is to create climate-neutral cities while maintaining a high quality of life for residents.

Examples of collaboration between InnoMatch and NetZeroCities include the presentation delivered in one of the network's webinars in March 2025, as well as the organisation of a session about public procurement by ICLEI Europe within the Cities Mission Conference (Vilnius, May 2025) in which the InnoMatch opportunities were promoted.

- **PPE+ Europe 2024 – 2028**

Funded by the European Commission, PPE+ Europe 2024-2028 is a four-year EU project featuring four annual self-contained training programmes. The project targets the professionalisation of public procurement experts from Central Purchasing Bodies (CPBs) and other centralised procurement organisations within EU Member States and Single Market Programme (SMP) participating countries.

One of the capacity building activities delivered by InnoMatch was conducted as part of the training block of PPE+ Europe 2024, the first cohort of this initiative. ICLEI, a partner of both projects, delivered this content in collaboration with the Task lead, Ticbiomed.

- **Procura+ Network**

The Procura+ Network is a European network of public authorities committed to sustainable and innovation-driven procurement. It helps cities and regions exchange best practices, develop procurement strategies that reduce environmental impact, and encourage market innovation.

Collaboration with the Procura+ Network has been relevant for InnoMatch since the project launch with synergies such as presentations in the closed-door Procura+ Community Cafés, and the Marketplace participation in the Procura+ Seminar in Middelburg (October 2025).

- **Procure Innovation EU**

As part of the Strategic Procurement training for Public Buyers initiative (EISMEA/2023/OP/0012), the goal of this initiative is to boost the uptake of strategic public procurement in the European Economic Area (EEA), playing a pivotal role in the EU's economic recovery. Procure Innovation EU aims to create a culture of innovation and support startups, while also fostering a more accessible procurement environment for SMEs.

This initiative has collaborated with InnoMatch on several occasions, inviting speakers from the InnoMatch Consortium to present this opportunity with the public procurers involved.

- **Procure4Health**

The Procure4Health project is a growing community of European Health organisations interested in procurement of innovation. Its 33 founding partners actively promote innovation procurement through knowledge sharing and capacity building; networking and matchmaking; identification of common needs and the launch of joint actions to address them as well as influencing policy on procurement of innovation.

InnoMatch has collaborated with this community through the dissemination of the Open Calls opportunities within the stakeholders involved, as well as in other synergies like webinars.

- **SPIN4EIC: Strategic Innovation Procurement Programme**

The main synergy implemented by InnoMatch is the one established with SPIN4EIC's ([Strategic Innovation Procurement Programme](#)). The purpose of SPIN4EIC is to demonstrate that innovation procurement can be used strategically by both public and private buyers to achieve their strategic objectives, while also enabling EIC beneficiaries to commercialise their solutions.

Both SPIN4EIC and InnoMatch are part of the [EIC Innovation Procurement Programme](#) in Europe. The participation in this programme has key benefits such as links between Buyers and EIC Awardees, as well as access to key stakeholders (both EICs and buyers).

The main joint activities that demonstrate this synergy are the several collaborations within the SPIN4EIC Academies, the joint panel discussion organised as part of the Smart City Expo World Congress, as well as the Growth Session webinar implemented in January 2026.

Regional initiatives

- **VLAIO (Flemish Agency for Innovation and Entrepreneurship)**

VLAIO (Flemish Agency for Innovation & Entrepreneurship) supports Flemish companies in innovation, growth, and internationalisation. It offers funding, advice, and guidance to help businesses develop new products, services, and business models, strengthening competitiveness in Flanders.

VLAIO has supported InnoMatch in the [dissemination of Open Call opportunities](#) which successfully onboarded one of the awarded public buyers within the Open Call for Public and Private Buyers.

- **ACCIÓ**

ACCIÓ is the Catalan Government's agency for business competitiveness. It helps companies innovate, expand internationally, and access funding while connecting them with research institutions, investors, and business networks to foster regional economic growth.

Collaboration with ACCIÓ has taken place in several events, mainly with the attendance of the project partner Ticbiomed. Examples include the pitch delivered in the Open Innovation Challenge session as part of the Smart City Expo World Congress (2024 and 2025 editions), among others.

- **BME (Bundesverband Materialwirtschaft, Einkauf und Logistik e.V.)**

BME is the German Association for Materials Management, Purchasing, and Logistics, serving as the leading professional network and industry association for procurement, supply chain, and logistics professionals in Germany and across Europe. BME represents a large community of companies and practitioners from all sectors.

As one of the partners of the Big Buyers project, relevant synergies with them have taken the form of invitation to external events, as well as dissemination support of the Open Call opportunities within their associated buyers and companies.

3.5 Dissemination campaigns

The dissemination activities were structured in several waves of messaging. The focus was on delivering attractive and useful content, including interviews and insightful articles, designed to generate interest among potential buyers and EIC Awardees. In parallel, direct contact with key buyers was carried out via email and telephone, as explained under Section 3.1.2. Peer to peer promotion.

Newsletters were also used as a dissemination channel to support and reinforce the messaging. Some examples include relevant European innovation and procurement newsletters, such as:

- **Green Public Procurement Helpdesk** – News Alert (DG ENV)
- **EIC Innovation Procurement Newsletter**, powered by SPIN4EIC
- **The Public Procurement Gazette**, managed by DG GROW

A complete overview of the dissemination and communication activities will be offered in Deliverable D5.2 – Dissemination & Communication Strategy & Plan.

3.6 Applicant support services

To ensure equal access to information and support the submission of high-quality proposals, the InnoMatch consortium implemented the specific support measures mandated by Grant Agreement Task 5.2. These services focused on resolving technical and administrative queries for potential applicants to Open Call EIC Awardee+Buyer (wave 1) and the Open Call for Public and Private Buyers (OC2).

This service is currently being implemented for Open Call for EIC Awardee+Buyer (wave 2) and will remain available for future applicants of Open Call for EIC Awardees (OC2).

Virtual information and Q&A sessions

In alignment with the requirement to hold registration-only sessions for each application process, the Open Call Coordinator organised dedicated virtual Q&A sessions. These sessions provided potential applicants with a detailed overview of the eligibility criteria, challenge definitions, and submission procedures.

- [Open Call EIC Awardee+Buyer \(wave 1\) – Session 1](#): held on 6 March 2025.
- [Open Call EIC Awardee+Buyer \(wave 1\) – Session 2](#): held on 25 March 2025.
- [Open Call for Public and Private Buyers \(OC2\) – Session 1](#): held in combination with the online capacity building session webinar, on 25 February 2025.
- [Open Call for Public and Private Buyers \(OC2\) – Session 2](#): held in combination with the online capacity building session webinar, on 15 April 2025.

- [Open Call for Public and Private Buyers \(OC2\) – Session 3](#): held on 26 May 2025.
- [Open Call EIC Awardee+Buyer \(wave 2\) – Session 1](#): held on 20 November 2025.
- [Open Call EIC Awardee+Buyer \(wave 2\) – Session 2](#): held on 21 January 2026.

During these sessions, the consortium addressed several questions regarding application aspects, ensuring clarity on the application process and expectations.

Helpdesk operations

A permanent helpdesk panel was implemented in each Open Call platform ([Discussion Board on the F6S Platform](#)) to provide continuous support throughout the open call periods.

Additionally, in the Guidelines for Applicants, a support email address was indicated for issues concerning the F6S Platform (support@f6s.com).

An official email address for the InnoMatch project was created (info@innomatchproject.eu) for any extraordinary communication needs from the applicants.

A specific mailbox was created for the Open Call for Buyers: opencallbuyers@innomatchproject.eu.

These helpdesks served as a central contact point for inquiries from both EIC Awardees and Public/Private Buyers. During the reporting period (M7-M18), the helpdesk processed the inquiries within < 48 hours, receiving communications mainly related to application and eligibility doubts.

This direct support channel ensured that administrative barriers did not deter eligible applicants from participating in the InnoMatch Open Calls.

3.7 Matchmaking activities

The matchmaking activities were designed to support Work Packages 2 and 4, and they are directly related to Task 5.2 – Network, Scout & Recruit (led by ICLEI), with the objective of:

- Increasing awareness of InnoMatch among buyers and EIC Awardees
- Boosting applications to the Open Calls
- Strengthening engagement between buyers (public and private) and innovative companies
- Creating structured matchmaking opportunities aligned with identified market needs

The strategy was jointly implemented by the InnoMatch consortium, with a leading role from F6S and operational support from ICLEI and Ticbiomed.

Format

Although two onsite opportunities were initially explored (including potential collaboration at Smart City Expo World Congress and the 9th CEE Procurement & Supply Forum), all matchmaking sessions were ultimately delivered online.

This decision was driven by:

- Budget constraints for in-person events
- Logistical considerations
- The ability to reach a broader European audience through online delivery

The online format proved effective in ensuring flexibility and consistent participation.

Recruitment mechanism

- **Unmet needs**

A key component of the matchmaking sessions was the preliminary identification of buyers' unmet needs. Through their networks, partners identified mainly public (but also private) buyers with innovation needs not available in the market for which they were looking for a solution.

This allowed for a "reverse pitch" method through which the buyer explained the problem, desired outcomes and essential requirements of the ideal solution. This allowed the Consortium to clearly identify market needs and to more accurately outreach EIC Awardees that could be a potential match for the buyers.

- **EIC Awardees**

Once the unmet needs were identified (either promoted in a session or not), the InnoMatch Consortium supported the buyer in screening and contacting EIC Awardees. Recruitment efforts were supported by:

- Targeted outreach to EIC Awardees using available beneficiary lists, such as the [Dealflow Portfolio](#), [Cordis](#) and the [EIC Data Hub](#).
- Engagement with Programme Managers
- Follow-up actions after sessions (reminders, application guidance, connection facilitation)
- Satisfaction surveys and post-event follow-up

Key achievements

The matchmaking efforts were organised considering the three main Open Calls where both parties (buyer and EIC Awardee) were involved: OC1 for EIC Awardee+Buyer (wave 1 and 2) and OC for EIC Awardees.

Matchmaking activities were organised as reported below, with the exception of the Open Call for Public and Private Buyers, where efforts were focused on gathering unmet needs as described in the previous section, and the subsequent matchmaking was organised as part of the Open Call for EIC Awardees.

- **OC1 for EIC Awardee+Buyer - wave 1**

During the first Open Call of the project, efforts focused on organising online, open-door matchmaking sessions structured as reverse pitching events.

In this format:

1. Buyers presented their unmet needs to an audience of EIC Awardees.
2. EIC Awardees could ask questions and express interest in collaboration.
3. The objective was to stimulate early engagement and increase joint applications.

Two online matchmaking sessions were organised:

- [Matchmaking session - 20 of March, 2025](#). Invited buyers:
 - **Haarlem Municipality** - Seeking a solution or platform to manage small procurements, organises their database and helps identify the best supplier according to the tender.
 - **Agencia de Vivienda y Rehabilitación de Andalucía (AVRA)** - Seeking a solution or software for urban planning prioritisation in the Andalusia region (urban planning).
 - **Municipality of Las Rozas de Madrid** - Seeking a solution for the compaction of cardboard and paper waste within underground containers (waste management).
- [Matchmaking session - 10 April, 2025](#). Invited buyers:
 - **LomarLabs** - Seeking a solution for the compaction of cardboard and paper waste within underground containers (waste management).
 - **City of Amsterdam** - Seeking an open source solution that is a scalable SaaS platform to facilitate the library of things concept.

- **Municipality of Marseille** – Seeking a solution to connect the cooling networks to older existing buildings.

These sessions marked the first structured interaction between buyers and EIC Awardees within the project and contributed to raising awareness of InnoMatch among relevant innovation actors. All the unmet needs were published in the [InnoMatch website](#) to facilitate interest from the EIC Awardees after the sessions.

• **OC1 for EIC Awardee+Buyer – wave 2**

Building on the lessons learned from wave 1, the consortium refined the matchmaking approach in the second wave.

Instead of organising live online sessions, the consortium implemented an offline, curated matchmaking model, meaning that no real-time public sessions were held. This decision was taken to:

- Increase the quality and relevance of matches
- Enable more targeted introductions
- Facilitate deeper, one-to-one engagement
- Avoid broad sessions with limited thematic alignment

Under this approach:

1. Buyers' unmet needs were clearly defined and validated.
2. EIC Awardees were identified through targeted scouting.
3. Direct bilateral meetings were facilitated between selected companies and buyers.
4. Follow-up support was provided to ensure continuity of discussions.

Three additional unmet needs were collected and published in the website to maximise scouting of EIC Awardees. At least **5 meetings** were organised to facilitate the connection between buyers and EIC Awardees, with the participation of the following companies and buyers:

- City of Amsterdam – Circularise
- Alzira Municipality – Skyfora
- Matosinhos Municipality – Constellr
- Provincia di Siena – Ecopolplast
- Las Rozas de Madrid – Brite Solar

Focusing on the direct scouting of companies, the InnoMatch Consortium held at least **10 meetings** with EIC Awardees eligible for the call as well as with buyers. Meetings held with EICs include:

- Kriba

- Sequentia Biotech
- Quside
- MiWendo
- Nimble Diagnostics
- Nextmol
- Xenomatix
- Otera
- Ecopolplast
- Reviway

Meetings held with buyers (**at least 11 reported**) had the aim of better understanding their needs and matching them afterwards with suitable EIC Awardees. These buyers included:

- Infraestructuras de Barcelona
- Diputació de Tarragona
- ATM (Autoridad del Transporte Público del Área de Barcelona)
- Waste Agency of Catalonia
- Bellvitge University Hospital
- AVRA (Andalusia Housing Rehabilitation Agency)
- Provincia di Siena
- Dutch Custodial Agency
- City of Joensuu
- Comune di Ancona
- Pavetesting

- **OC2 for EIC Awardees**

The matchmaking activities under OC2 are fully challenge-driven and are designed to address the **four pre-selected innovation challenges** identified through the Open Call for Public and Private Buyers. The expected dates for the upcoming matchmaking sessions are:

- Matchmaking Session – Medtronic Iberica. 12 March, 2026.
- Matchmaking Session – EH Group. Date: 12 March, 2026.
- Matchmaking Session – City of Ghent. Date: 13 March, 2026.
- Matchmaking Session – DeepSoil Group. Date: 13 March, 2026.

Each session is aligned with one specific innovation challenge and follows a reverse-pitch matchmaking format, where buyers present their challenge to a targeted audience of EIC Awardees.

The InnoMatch Consortium has already started the scouting process for bringing EIC Awardees onboard, both in the sessions and the launched Open Call.

4 Outcomes and results

As a result of the described networking and dissemination activities, several numbers can be highlighted as a result:

- The **Open Call for EIC Awardee+Buyer – wave 1** onboarded a total of 64 applications, of which 37 deemed eligible. The main countries represented were Spain, France, Germany, The Netherlands, and Portugal.
- Through the **Open Call for Public and Private Buyers**, the InnoMatch Consortium effectively onboarded 35 applications, with a total of 25 eligible applications. The 36% of these applications were submitted by public buyers, with Ukraine, Spain, Germany, Belgium and Bulgaria as the main represented countries.
- The **matchmaking sessions** hosted in 20 March and 10 April 2025 collected a total of 6 unmet needs, with 5 public buyers represented and one private buyer. Three additional unmet needs were gathered through networking efforts with public buyers.

Overall, these results demonstrate the effectiveness of the networking and dissemination activities in engaging both EIC Awardees and public and private buyers. The level of participation achieved, together with the diversity of countries and buyer profiles represented, confirms the relevance of the outreach strategy and provides a solid foundation for further matchmaking and collaboration activities within the project.

5 Upcoming activities

The InnoMatch Consortium is currently in the process of confirming participation in relevant events scheduled for the next reporting period, such as the 2026 edition of the **EIC Summit** (taking place in Brussels the 3-4 of June). These activities build on the established dissemination and networking approach, with continued emphasis on outreach and engagement.

As part of the upcoming activities under **OC2 for EIC Awardees**, the consortium will implement four challenge-driven reverse-pitch matchmaking sessions, each aligned with one of the four innovation challenges identified through the Open Call for Public and Private Buyers. The sessions are scheduled as follows: **Medtronic Iberica** (12 March 2026), **EH Group** (12 March 2026), **City of Ghent** (13 March 2026), and **DeepSoil Group** (13 March 2026). In each session, buyers will present their specific challenges to a targeted audience of EIC Awardees. The InnoMatch Consortium has already initiated the scouting and outreach process to recruit relevant EIC Awardees for participation in these sessions and to encourage applications to the Open Call.

6 Conclusions

The networking, dissemination, and scouting activities carried out under Work Package 5 **have positioned InnoMatch within the European innovation procurement ecosystem**. Through a structured, multi-channel outreach strategy, the project engaged its primary target audiences (public and private buyers and EIC Awardees) while reaching a broader range of innovation stakeholders.

The combination of onsite and online activities, supported by synergies with European initiatives such as SPIN4EIC, Procura+, Big Buyers Working Together, and NetZeroCities, enabled geographical and sectoral coverage. These collaborations have increased the visibility of the InnoMatch project and aligned the initiative with EU policy priorities.

The outcomes achieved –**specifically, the number of applications received through the Open Calls and the unmet needs identified during matchmaking sessions**– reflect the methodology's implementation. Overall, the activities implemented to date have prepared the ground for upcoming Open Calls and further buyer–innovator collaboration.

Upcoming activities from Month 18 until Month 36 will be reported in D5.6, due at the end of the InnoMatch project. The final version of this report will allow for a wide perspective of the scouting activities and the overall impact achieved.