



# InnoMatch

Powered by EIC Innovation Procurement Programme

## D2.2 OC#1 Report v2

30/06/2026



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## Deliverable D2.2 OC#1 Report v2

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## ABBREVIATIONS

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DIH: Digital Innovation Hub

DoH: Declaration of Honour

EEN: Enterprise Europe Network

EIC: European Innovation Council

EIC BAS: EIC Business Acceleration Services

EIC IPP: EIC Innovation Procurement Programme

EISMEA: European Innovation Council and SMEs Executive Agency

ESR: Evaluation Summary Reports

FAQ: Frequently Asked Questions

FSTP: Financial Support to Third Parties

IPTF: Innovation Procurement Task Force

KPIs: Key Performance Indicators

NCPs: National Contact Points

OC1: Open call for EIC Awardee + Buyer

PoC: Proof-of-concept

## Executive summary

This report details the process and outcomes of the InnoMatch open call for "EIC Awardee + Buyer (**OC1 wave 2**)". The primary goal of the call was to fund pilot testing or proof-of-concept demonstration of innovative solutions developed by EIC Awardees. These solutions are designed to address specific challenges identified by a committed public or private buyer, with up to €60,000 in funding available per pilot / PoC, with the main aim to successfully transition towards procurement and adoption.

The process involved several key stages:

- **Application:** The call was open from 3 November 2025, to 26 February, 2026.
- **Promotion:** A multi-channel promotional strategy was used to attract applicants, including a dedicated webpage, social media campaigns, targeted emails, two informational webinars, and matchmaking sessions to connect buyers with innovators.
- **Evaluation & Selection:** A transparent, multi-step procedure was followed, beginning with an internal eligibility check and proceeding to a remote evaluation by a panel of independent external experts. Proposals were scored against four criteria: Alignment & Impact, Excellence, Commitment, and Team & Implementation.

The open call yielded the following key statistics:

- **Submissions:** A total of 60 applications were received from companies in 27 different countries.
- **Eligibility:** 41 of the applicants were declared eligible (EIC Awardees) and advanced to the evaluation stage. Seven (7) of the eligible applicants submitted 2 proposals. Thus, 48 eligible proposals were evaluated by external experts.
- **Selection:** After a rigorous evaluation, 13 high-quality proposals were ultimately selected for funding.
- **Diversity:** 61% of the eligible applicants were women-led companies. The eligible 41 candidates represented in total 20 Member States and Associated countries.
- **Focus of the Open Call:** A priority for this second wave was selecting applications paired with public buyers. Among the selected projects, 6 are paired with private buyers and 7 with public buyers.
- **Deviations:** One applicant from the OC1W2 Reserved list was selected to enter the InnoMatch Programme with a decreased budget, remaining from an EIC Awardee which dropped out from cohort 1 due to withdrawal from the buyer.

The call was successful in attracting a high volume of quality applications, and the evaluation process resulted in zero appeals from applicants. The next step is to proceed with the contracting phase for the selected projects as part of Task 2.2.

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## 1. Introduction

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### 1.1. Purpose and Scope of the Deliverable

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This deliverable explains the [InnoMatch open call 1 for EIC Awardee + Buyer, wave 2](#) process. It presents the open call documentation kit and focuses on the terms and conditions to apply, including the eligibility and evaluation criteria, and the financial support available. The document presents in detail the communication outcomes, the application process and the selection procedure. The open call results and statistics are presented in a comprehensive manner, giving an opportunity to the InnoMatch partners to conclude and helping them to improve the process for the upcoming open calls.

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### 1.2. Role of the Open Call in Achieving Project Objectives

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InnoMatch is powered by the [EIC Innovation Procurement Programme](#) (EIC IPP), an initiative of the European Innovation Council (EIC), that aims to facilitate access to procurement markets in Europe and at the global level, ensuring increased market opportunities for innovative SMEs and start-ups and contributing, at the same time, to their scaling up.

Finding first customers is one of the main barriers that is hampering access to market and commercialisation of innovative solutions developed by innovative SMEs. To facilitate the uptake of innovation procurement, InnoMatch will support the pilot testing of innovative solutions provided by the EIC Awardees for public and private procurement customers (Buyers). The innovative solutions of top-notch EIC-backed companies (EIC Awardees) will be selected through an open and competitive process, in a series of open calls, managed within the InnoMatch project.

**In total, €2.28M will be offered in the context of the InnoMatch project to support at least 38 pilots, covering up to €60,000 per pilot.**



*Figure 1 INNOMATCH CONCEPT*

### 1.3. Structure of the Document

- **Section 1** presents the context and the structure of the second wave of the open call for EIC Awardee + Buyer.
- **Section 2** describes the open call objectives and its design and preparation, including key elements such as the FSTP framework, the call time plan, the eligibility and evaluation criteria, and the application process.
- **Section 3** presents in brief the communication and dissemination efforts focused on bringing the best EIC innovators on board. It also describes the conducted Matchmaking sessions as a tool to recruit the right applicants on board.
- **Section 4** covers evaluation and selection processes.
- **Section 5** presents a comprehensive analysis and statistics of the open call results.
- **Section 6** marks the deviations from the originally designed process and the lessons learned throughout the process.
- **Section 7** focuses on the next steps.

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## 2. Open Call Design and Preparation

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### 2.1. Open Call Objectives

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The [second wave of the open call for EIC Awardee + Buyer \(OC1W2\)](#) was launched on November 3rd 2025. Its objective was to support the pilot testing or proof-of-concept (PoC) demonstration of innovative solutions tailored to the specific innovation challenge of a pre-defined public or private buyer, with the aim of achieving a higher chance of potential post-pilot adoption. The EIC Awardees were invited to apply on behalf of the pair, presenting an innovative solution that tackles a specific innovation challenge of the Buyer, identified and agreed in advance between the two parties. A priority for this second call was the applications of eligible applicants (EIC Awardees) paired with public buyers.

- The EIC Awardees were responsible for identifying and securing a committed Buyer who is prepared to collaborate on this pilot project.
- The committed Buyer had to be an organisation with a specific innovation challenge that can be addressed and solved by the EIC Awardee.
- The Buyer had to be committed to hosting the pilot / PoC and actively participating in the testing and validation process.
- Priority is given to proposals paired with public buyers.

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### 2.2. Financial Support to Third Parties (FSTP) Framework

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#### 2.2.1. Origin of funds

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All selected applicants (EIC Awardees) sign a Sub-Grant Agreement with InnoMatch. The funds attached to the Sub-Grant Agreement come directly from the funds of the European Project InnoMatch, funded by the European Innovation Council (EIC) and SMEs Executive Agency (EISMEA), and remain, therefore, property of the EU until the payment of the balance, whose management rights have been transferred to the project partners in InnoMatch via European Commission Grant Agreement Number 101165966.

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#### 2.2.2. Financial Support

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The InnoMatch funding is provided in the form of a lump sum.

### 2.2.3. Funding Limit

The maximum InnoMatch grant available for all open calls is up to €60,000. If selected, an EIC Awardee can receive up to this amount, based on the budget requested in its Proposal.

For all InnoMatch open calls, applicants are allowed to co-finance any additional costs related to the pilot implementation beyond the maximum InnoMatch grant available (up to €60,000). However, the time plan of the co-funded activities must comply with the timeline of the InnoMatch Programme (12 months in total) and the actual pilot / PoC deployment (6 months).

### 2.3. Open Call Timeline and Key Dates

The open call for EIC Awardee + Buyer, wave 2 was launched on 3 November, 2025, and remained open for applications for more than three months, with two extensions: 1). until 13 February 2026, and 2). a second extension until 26 February 2026, when the call officially closed with a great number of submissions from eligible applicants.

In the table below is presented the initial **OC1W2 initial time plan**:

| Description                     | Dates                                                                                                                                                                                                                                         |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Open call launch</b>         | 03.11.2025 (Monday)                                                                                                                                                                                                                           |
| <b>Open call deadline</b>       | Initial: 04.02.2026 (Thursday), 17:00 CEST<br>Extended two times: <ul style="list-style-type: none"> <li>• Until 13 February, 17:00 CET</li> <li>• Second and final extension until 26 February, 17:00 CET (official closure date)</li> </ul> |
| <b>Eligibility check</b>        | March 2026                                                                                                                                                                                                                                    |
| <b>Evaluation and selection</b> | April – May 2026                                                                                                                                                                                                                              |
| <b>Contracting phase</b>        | June – July 2026                                                                                                                                                                                                                              |

*Table 1 TIMELINE OF THE OPEN CALL 1 FOR EIC AWARDEE + BUYER, WAVE 2*

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## 2.4. Eligibility, Evaluation & Selection Criteria

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To be considered for funding, all applicants had to comply with the InnoMatch open call for EIC Awardee + Buyer eligibility criteria, and their proposal(s) had to meet the call evaluation criteria and selection standards and rules, as described in the Open Call Guidelines.

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### 2.4.1. Eligibility Criteria

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**According to the call eligibility criteria, to be declared eligible, all applicants (EIC Awardees) had to be:**

- Single legal entities (SME).
- Entities that have a signed contract under any of the EIC initiatives in Horizon Europe: EIC Pathfinder, EIC Transition, EIC Accelerator, or are EIC Prizes winners, as per the definition in the [EIC Work Programme 2023](#).
- Entities that are able to facilitate commercial exploitation of the solution, in case the pilot is successful, and to bring the innovation to the market.

EIC Awardees were encouraged to collaborate with public or private Buyer(s) and were allowed to apply with a solution to be piloted in any sector.

One EIC Awardee was allowed to submit up to 2 proposals (within one online application form), paired with different committed Buyers, subject to addressing different innovation challenges of the Buyers and/or in different sectors.

**The call did not stipulate any specific restrictions or requirements for the committed buyers paired with an EIC Awardee in the proposal(s), except that:**

- They had to be a public body (according to the definition given in Directive 2014/24/EU) or a private body (SME or large corporation).
- One Buyer can commit to up to two (2) proposals, with different EIC Awardees, while each proposal addresses a different innovation challenge of the Buyer.
- The Buyer had to present a Letter of commitment in English, signed by its official representative (top management).

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### 2.4.2. Evaluation & Selection Criteria

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**The InnoMatch open call for EIC Awardee + Buyer, wave 2 set 4 main evaluation criteria** presented in the table below. These criteria provided a balanced assessment framework for both applicants and evaluators. Each of the four evaluation criteria had different weights.

The different weights for each criterion reflected the strategic priorities and goals of the InnoMatch call. The weighting system aimed to provide additional guidance to the applicants, showing them where to focus their efforts, helping them to create stronger proposals, more relevant to the call topic and priorities.

| Criterion               | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Weight of the criterion |
|-------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| 1. Alignment & Impact   | Applications must align with the open call objectives. Solutions must be focused on solving the targeted innovation challenge of the Buyer.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 20%                     |
| 2.Excellence            | Applications must demonstrate the technical soundness of the proposed solution related to the concrete challenge of the buyer it aims to solve. The applicants must elaborate on their feasibility, scalability, and present an overall measurement model.                                                                                                                                                                                                                                                                                                                                                                                    | 20%                     |
| 3. Commitment           | <p>The applicant has to explain how the challenge aligns with their business strategy and their interest in pursuing commercialisation after the pilot ends. Additionally, the application must show the strong commitment of the Buyer to a potential post-pilot adoption, in case the solution is successful.</p> <p><i>Complementarity and synergies through the participation in other activities of the EIC Innovation Procurement Programme (e.g. assistance to EIC Awardees, matchmaking events etc.) or other relevant EIC BAS services (either of the Buyer or the EIC Awardee, or both) will be considered as an advantage.</i></p> | 40%                     |
| 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.                                                                                                                                                                                                                                                                                                                                                                                             | 20%                     |

*Table 2 INNOMATCH OPEN CALL FOR EIC AWARDEE + BUYER, WAVE 2 EVALUATION CRITERIA*

The call Guidelines defined the overall score per evaluation criterion between 0 and 5, with up to two decimal places allowed, with a minimum score of 3 points (out of 5) in each criterion.

The overall default threshold, considering the sum of the individual scores was defined as 15 (out of 20 points) for the proposal to be considered for funding.

- **That means if a proposal receives less than 3 in one criterion or less than 15 in the overall score, it is automatically rejected.**
- **All proposals were finally ranked based on their overall weighted average score.**

The call Guidelines defined the scores as follows:

| Score rate | Meaning        | Description                                                                                             |
|------------|----------------|---------------------------------------------------------------------------------------------------------|
| 0          | Proposal fails | Proposal 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 proposal broadly addresses the criterion, but there are significant weaknesses.                     |
| 3          | Good           | The proposal addresses the criterion well, but a number of shortcomings are present.                    |
| 4          | Very good      | The proposal addresses the criterion very well, but a small number of shortcomings are present.         |
| 5          | Excellent      | The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.  |

*Table 3 INNOMATCH OPEN CALL FOR EIC AWARDEE + BUYER SCORES DESCRIPTION*

**Finally, the call Guidelines stipulated the following three ranking rules:**

| Rule   | Description                                                                                                                                                                                                             |
|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Rule 1 | The proposals were ranked based on their overall score first.                                                                                                                                                           |
| Rule 2 | In case following Rule 1 there were proposals in the same position, priority was given to proposals that have a higher score on the Commitment criterion, with priority given to proposals where the pilot / PoC is co- |

|        |                                                                                                                                                                         |
|--------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|        | funded (over the available InnoMatch grant of up to €60,000) by the applicant and/or other sources.                                                                     |
| Rule 3 | In case following Rule 2 there are proposals in the same position, priority will be given to proposals that have a higher score on the Team & Implementation criterion. |

*Table 4 INNOMATCH OPEN CALL FOR EIC AWARDEE + BUYER RANKING RULES*

## 2.5. Open Call Documentation & Application

In the InnoMatch call for EIC Awardee + Buyer, wave 2 the EIC Awardee was the applicant and was responsible for filling in the application form on behalf of the pair of EIC Awardee and its committed Buyer.

### 2.5.1. Guide for Applicants & Supportive Documentation

No significant changes have been made to the Guide for Applicants (GfA) compared to the previous wave of the same call. However, it is important to note that the “committed buyer” definition was introduced in more detail in those guidelines, stressing on the importance of the buyer entity throughout the pilot deployment and as a requirement for the potential future adoption of the solutions, funded by InnoMatch.

The open call documentation kit was published on a dedicated webpage on the InnoMatch website and composed by 1). Documents to be considered at the application stage and 2). Documents for selected applicants.

#### Documents to be considered and filled in at the application stage:

- **Guidelines for applicants**
- **Annex 1** – Application Form (read-only document)
- **Annex 2** – Proposal template
- **Annex 3** – Letter of commitment from the Buyer (template)

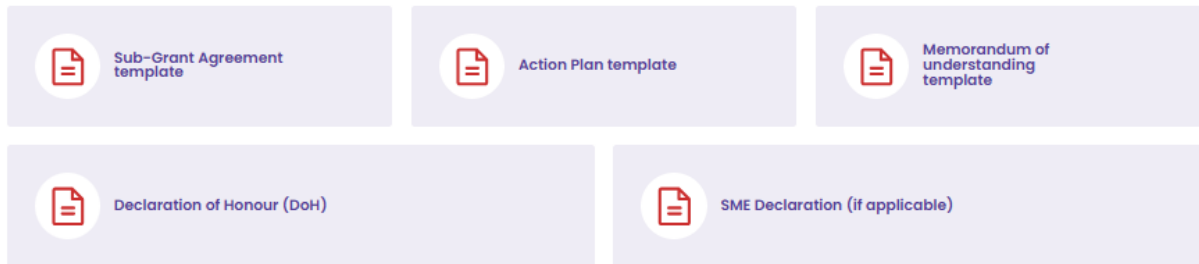
#### Documents at application stage



#### Documents to be considered in case the proposal is selected – only informative:

- Annex 4 – Sub-Grant Agreement template
- Annex 5 – Action Plan template
- Annex 6– Memorandum of understanding (template)
- Annex 7 – Declaration of Honour (DoH)
- Annex 8 – SME Declaration

#### Documents in case you are selected



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### 2.5.2 Application Submission Platform (F6S)

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The applications to the call for EIC Awardee + Buyer, wave 2 had to be submitted electronically [via the F6S Platform](#).

The applicants had to answer all mandatory questions and attach to the online application form the filled-in [Proposal template](#) provided as part of the call documentation kit.

Only proposals submitted through the official open call submission tool – the F6S platform, and within the call deadline were accepted. Proposals submitted by any other means were not considered and evaluated.

The form was deactivated on 26 February 2026 at 17:00 PM CET, thus any applications received after the specified deadline were blocked from submission. It was strongly recommended, and all applicants who started their applications were constantly reminded to submit their applications well in advance of the deadline to accommodate any potential technical or connectivity issues and ensure timely delivery.

The outlook of the application submission form on the F6S platform is provided in Annex 1 to this document.

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## 2.6. Support for applicants

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To ensure a structured and successful application experience, a comprehensive support system was designed to guide the applicants through the process. Thus, ensuring that the applicants had all the information needed to submit quality proposals within the given deadline.

## 2.6.1. Frequently Asked Questions (FAQ)

The [FAQ section for OC1W2 on the InnoMatch webpage](#) was designed to address common questions and concerns from potential applicants. It acted as a centralised resource that clarifies ambiguities in the call guidelines, saving time for both organisers and applicants by reducing the need for individual email inquiries. **For this wave of the call the FAQ page had 211 pageviews.**

The FAQ section covered questions divided into three main sub-sections:

- About InnoMatch
- EIC Awardees-focused questions related to eligibility, specific requirements, and submission process
- Buyers-related questions focused on the type of buyers, and the expected commitment of the buyers

FAQ

### OC1 EIC Awardee + Buyer

(wave 2)

#### About InnoMatch

|                                                                                                                                                                                                                                                                                                                                                                                                                 |   |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| How does Innmatch work?                                                                                                                                                                                                                                                                                                                                                                                         | + |
| Powered by the EIC Innovation Procurement Programme, an initiative of the European Innovation Council (EIC), Innmatch is an initiative focused on bringing access and visibility to the European procurement market scenarios. We offer financial support to selected EIC Awardees (EIC granted beneficiaries) to implement their solutions in a pilot testing structure to solve buyers innovation challenges. |   |
| What are the timelines for this open call?                                                                                                                                                                                                                                                                                                                                                                      | + |
| Where does the funding come from?                                                                                                                                                                                                                                                                                                                                                                               | + |
| How does the funding mechanism work?                                                                                                                                                                                                                                                                                                                                                                            | + |
| What is a pilot?                                                                                                                                                                                                                                                                                                                                                                                                | + |
| What is a proof-of-concept?                                                                                                                                                                                                                                                                                                                                                                                     | + |
| What is a committed buyer?                                                                                                                                                                                                                                                                                                                                                                                      | + |
| What are the EIC Awardees?                                                                                                                                                                                                                                                                                                                                                                                      | + |
| Eligible applicants                                                                                                                                                                                                                                                                                                                                                                                             | + |
| What are the criteria to be evaluated on each proposal?                                                                                                                                                                                                                                                                                                                                                         | + |

#### EIC Awardees

|                                                                                                                                                                                                                                                                      |   |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| What is the value for me in participating as a EIC awardee?                                                                                                                                                                                                          | + |
| If selected, you will be receiving from Innmatch financial support to fund your company on the development of the specific result, in addition to a networking board and connections to direct customers, enriching your business path and scaling up your business. |   |
| Will Innmatch offer support on finding a buyer for me?                                                                                                                                                                                                               | + |
| Are there any industry sector restrictions or requirements?                                                                                                                                                                                                          | + |
| How many proposals can I submit?                                                                                                                                                                                                                                     | + |

#### Buyers

|                                                                                                                                                                                                                                                                                                                                                                                                         |   |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|
| Types of buyers                                                                                                                                                                                                                                                                                                                                                                                         | + |
| This open call accepts applications committed to both public and private buyers. We are seeking to find public or private organisations currently dealing with a specific innovation challenge within their business which require a dedicated and new solution to be deployed by the EIC Awardees.<br><b>IMPORTANT:</b> In this open call priority is given to applications paired with PUBLIC buyers. |   |
| What are the eligible countries for Buyers institutions for this open call?                                                                                                                                                                                                                                                                                                                             | + |
| What is the value for me in participating as a buyer?                                                                                                                                                                                                                                                                                                                                                   | + |
| What documents do buyers need to fill in / sign?                                                                                                                                                                                                                                                                                                                                                        | + |
| Expected commitment from buyer                                                                                                                                                                                                                                                                                                                                                                          | + |

Figure 2 OC1W2 FAQ SECTION ON THE INNOMATCH WEBSITE

---

### 2.6.2. Helpdesk and Technical Support

---

- InnoMatch provided information to the applicants via the [Discussion Board on the F6S platform](#), so that all questions and answers were visible to all participants.
- In addition to that, a dedicated InnoMatch Helpdesk was available via email at: [info@innomatchproject.eu](mailto:info@innomatchproject.eu), for any extraordinary questions regarding eligibility, documentation, or the evaluation process.
- For any specific issue concerning the F6S platform, the applicants were invited to address their questions directly to the F6S Support Team, and to receive timely support: [support@f6s.com](mailto:support@f6s.com)

---

## 3. Open Call Communication and Promotion

---

A comprehensive, multi-channel promotional strategy was implemented to maximise the reach and impact of the open call. This followed a clear three-step process:

1. **Planning Phase:** Before the launch, all promotional channels and tools were defined. A promotional kit, detailed below, was created and shared with partners to enable immediate dissemination once the call was live.
2. **Execution Phase:** While the call was open, a range of communication materials was created and consistently shared across the selected channels.
3. **Post-Call Phase:** After the call closed, the performance of the performed communication efforts was analysed. Subsequent communication steps included publishing statistics and announcing the winners.

To ensure the initiative reached a large yet targeted audience (EIC Awardees only), key channels and tools, including public relations, media outreach, social media, partner synergies, and dedicated website content were selected. All messaging was strategically crafted to clearly disseminate the open call's objectives and the benefits for applicants.

Below is a detailed description of the channels, tools, strategies, and relevant KPIs from these communication efforts.

---

### 3.1. Open Call Webpage

---

A dedicated webpage was developed to present the open call to the public. The page outlined the core objectives of the initiative and featured clearly highlighted deadlines. The benefits were detailed for both EIC Awardees and Buyers in separate sections, alongside comprehensive information on eligibility criteria and key target sectors.

The InnoMatch programme was briefly introduced, followed by a simple, step-by-step guide on how to apply, which included direct links to the application portal. All associated documentation was made available in a user-friendly format. To encourage submissions, prominent Call to Action (CTA) buttons were placed strategically throughout the page, linking directly to the application form.

**During the time the open call was running, 4K page views for the OC page and 560 downloads were registered for the guidelines for applicants.**

This call is CLOSED!

## Open call for EIC Awardee + Buyer

(wave 2)

DEADLINE EXTENDED!

The objective of this open call is to fund the pilot testing or proof-of-concept (PoC) demonstration of innovative solutions, tailored to the buyer's needs.

Only Horizon Europe EIC Awardees are eligible to apply for this open call.

The call is open until 26 February 2026 – 17:00 CET. Check the info below and read the [Guidelines for Applicants](#) first.

Applications Closed!



### Deadlines

#### 3 November 2025

Opening

#### 26 February 2026 – 17:00 CET

Submission deadline



### What we offer

- ✓ Up to **12 pilots or proof-of-concepts** will be funded with a maximum of **€80,000 each**
- ✓ Selected applicants will enter the 12-month **InnoMatch Programme**, and will have up to 6 months to deploy their innovative solutions
- ✓ Selected applicants (EIC Awardees) and their committed Buyers will receive **additional support for maximising impact and growth** (training sessions, coaching, mentoring)
- ✓ Become part of the **EIC Innovation Procurement Community** and benefit from the additional services, opportunities and the wide network of professionals in the field
- ✓ Access to a **community of public & private buyers**, the **EIC Innovation Procurement Toolkit** and a dedicated **social media group** for EIC Awardees and buyers interested in innovation procurement.

Figure 3 INNOMATCH OPEN CALL WEBPAGE

## 3.2. Public Relations & Synergies

To promote the Open Call, a promotional kit was created and distributed to partners to help them share the opportunity within their networks. The kit included a flyer, ready-to-share social media messages with visuals, email templates, and a press release.

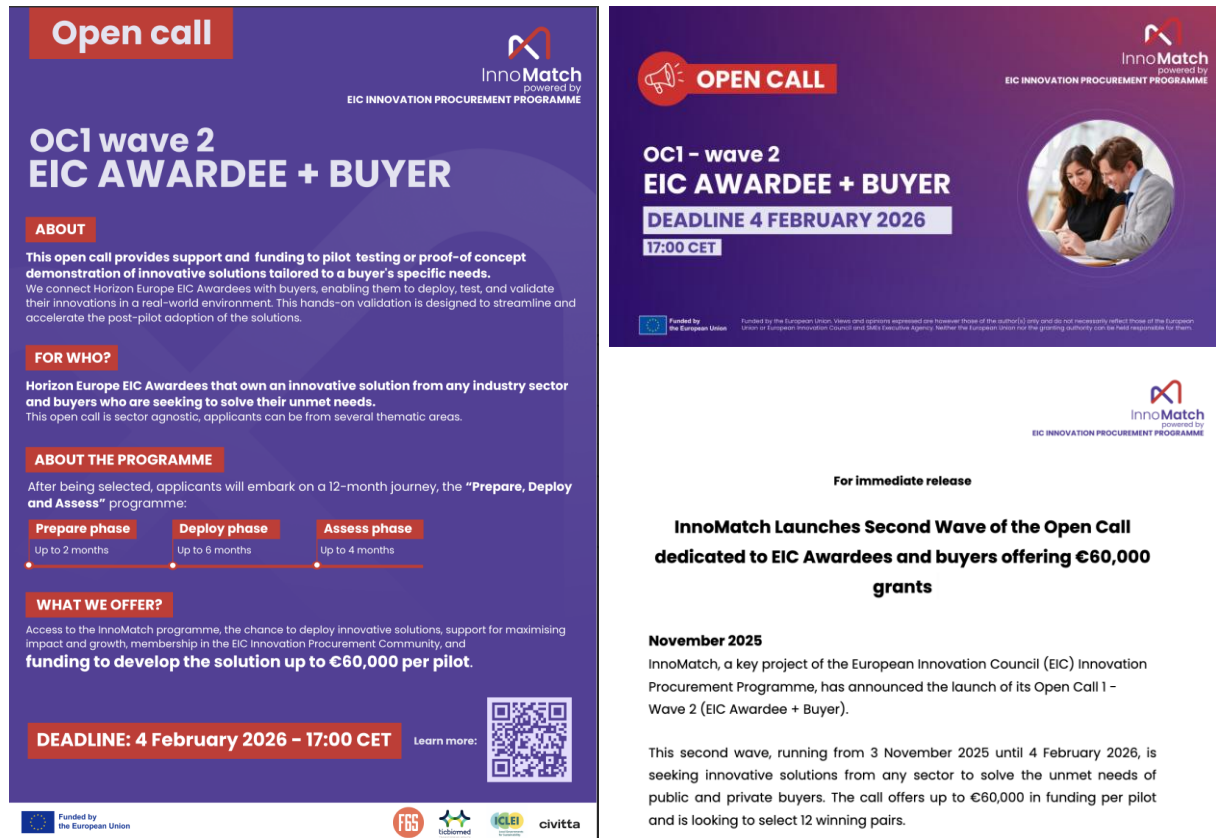


Figure 4 OPEN CALL COMMUNICATION MATERIALS: FLYER, SOCIAL MEDIA VISUAL AND PRESS RELEASE

InnoMatch leveraged the **EIC network** as it provided a direct channel to the call's primary target audience:

- **A detailed article was published on the EIC Community platform (1021 page views)** and shared across the EIC's social media channels and in its BAS newsletter.
- The call info webinars were promoted via the [EIC Innovation Procurement Programme LinkedIn group](#) as well as the open call itself.

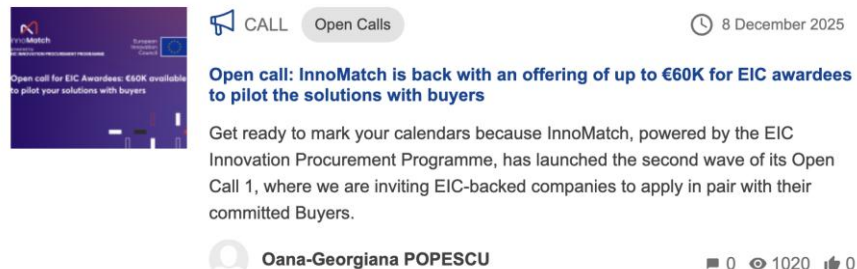


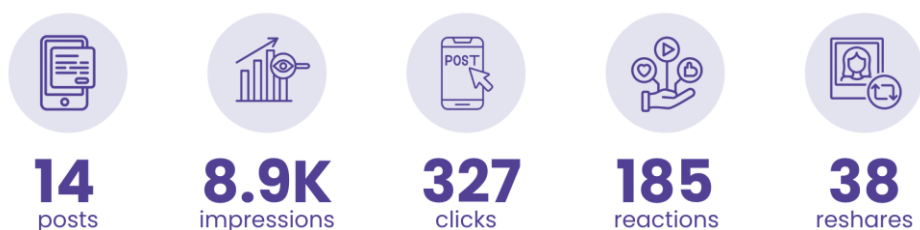
Figure 5 INNOMATCH OPEN CALL STORY AT THE EIC COMMUNITY WEBSITE



Figure 6 PROMOTION ON THE EIC BAS NEWSLETTER

### 3.3. Social media

The promotional social media strategy for the open call was multifaceted. It involved consistent posting every week, with content designed to showcase overall benefits, solution-oriented applications, and the financial support provided. Towards the conclusion of the call, the tactical focus shifted to include urgency-driven taglines, which successfully incentivised applicants to complete their submissions. This resulted in:



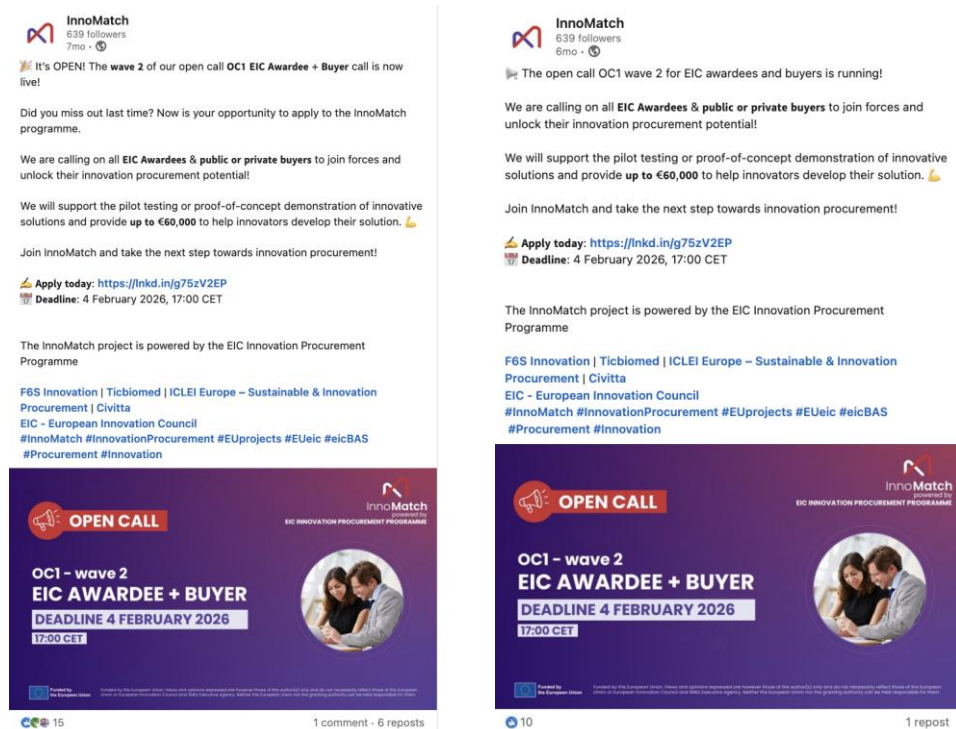


Figure 7 OC1W2 PROMOTION ON INNOMATCH LINKEDIN

### 3.4. F6S Targeted Promotion Services

F6S was selected as the official tool for managing the open call process, and to utilise the F6S promotional tools:

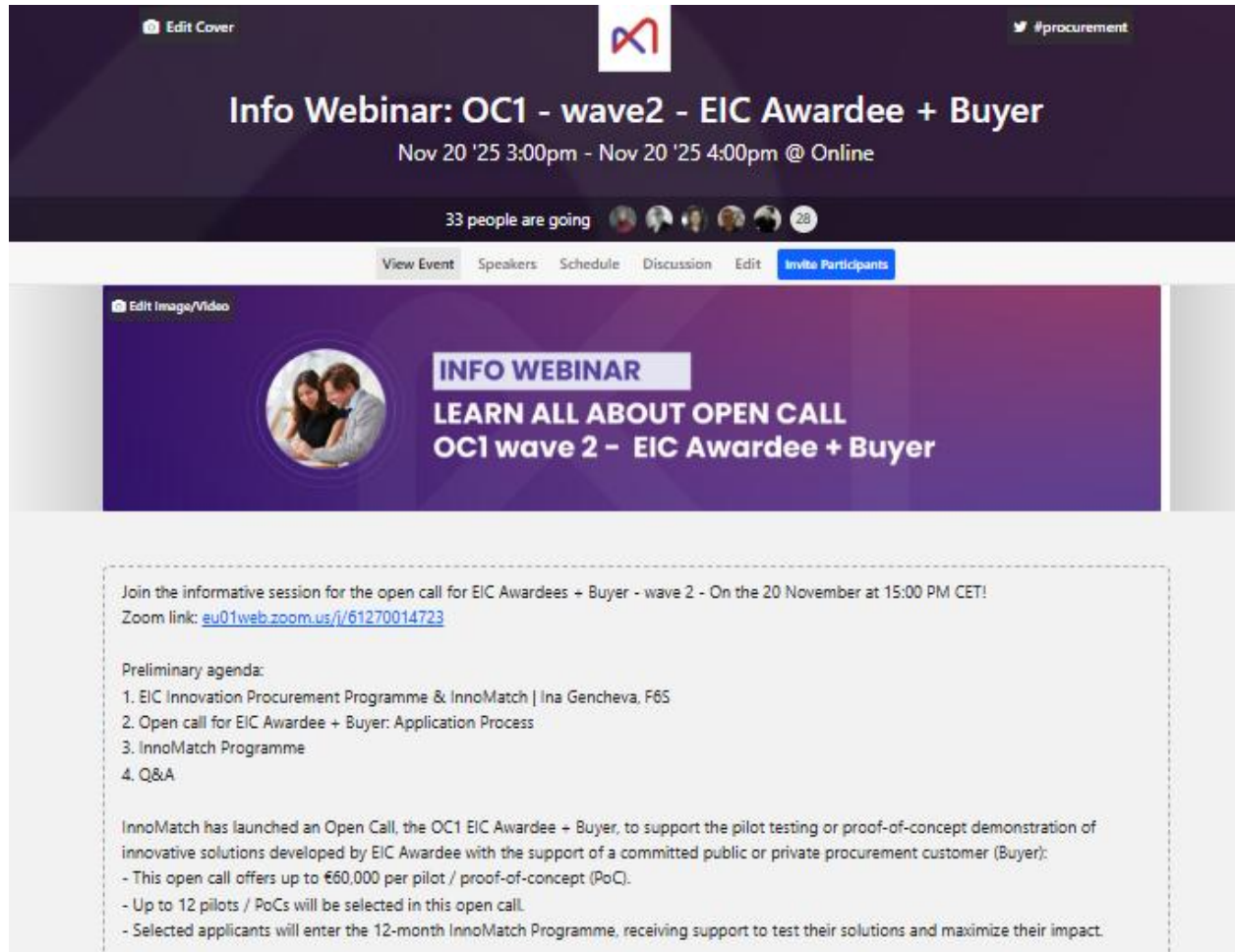
- **Target newsletter:** A targeted newsletter was sent reaching 2,078 contacts. These recipients included the F6S community and users pre-selected for their alignment with the open call's criteria.
- **Broadcast email:** Personalised and targeted emails were sent to key organisations within the European ecosystem, including National Contact Points (NCPs), the Enterprise Europe Network (EEN), Digital Innovation Hubs (DIHs), and Clusters through the European Cluster Collaboration Platform. The goal was to encourage them to disseminate the open call through their own networks and channels. In total, these messages reached 2007 contacts.

### 3.5. Open Call Info Webinars

To promote the open call and assist applicants in the application process, two informative webinars took place while the call was running. An event page for each webinar was created

on the F6S platform to promote the webinar and collect registrations.

[Info webinar 1](#), 20 November, with 33 registrations.



The screenshot shows the event page for 'Info Webinar: OC1 - wave2 - EIC Awardee + Buyer' on the F6S platform. The header includes the InnoMatch logo, a Twitter hashtag #procurement, and the event title. Below the title, it states the date and time: 'Nov 20 '25 3:00pm - Nov 20 '25 4:00pm @ Online'. A notification indicates '33 people are going'. Navigation tabs include 'View Event', 'Speakers', 'Schedule', 'Discussion', 'Edit', and 'Invite Participants'. The main content area features a circular image of two people and the text 'INFO WEBINAR LEARN ALL ABOUT OPEN CALL OC1 wave 2 - EIC Awardee + Buyer'. Below this, a dashed box contains the following text:

Join the informative session for the open call for EIC Awardees + Buyer - wave 2 - On the 20 November at 15:00 PM CET!  
 Zoom link: [eu01web.zoom.us/j/61270014723](https://eu01web.zoom.us/j/61270014723)

Preliminary agenda:

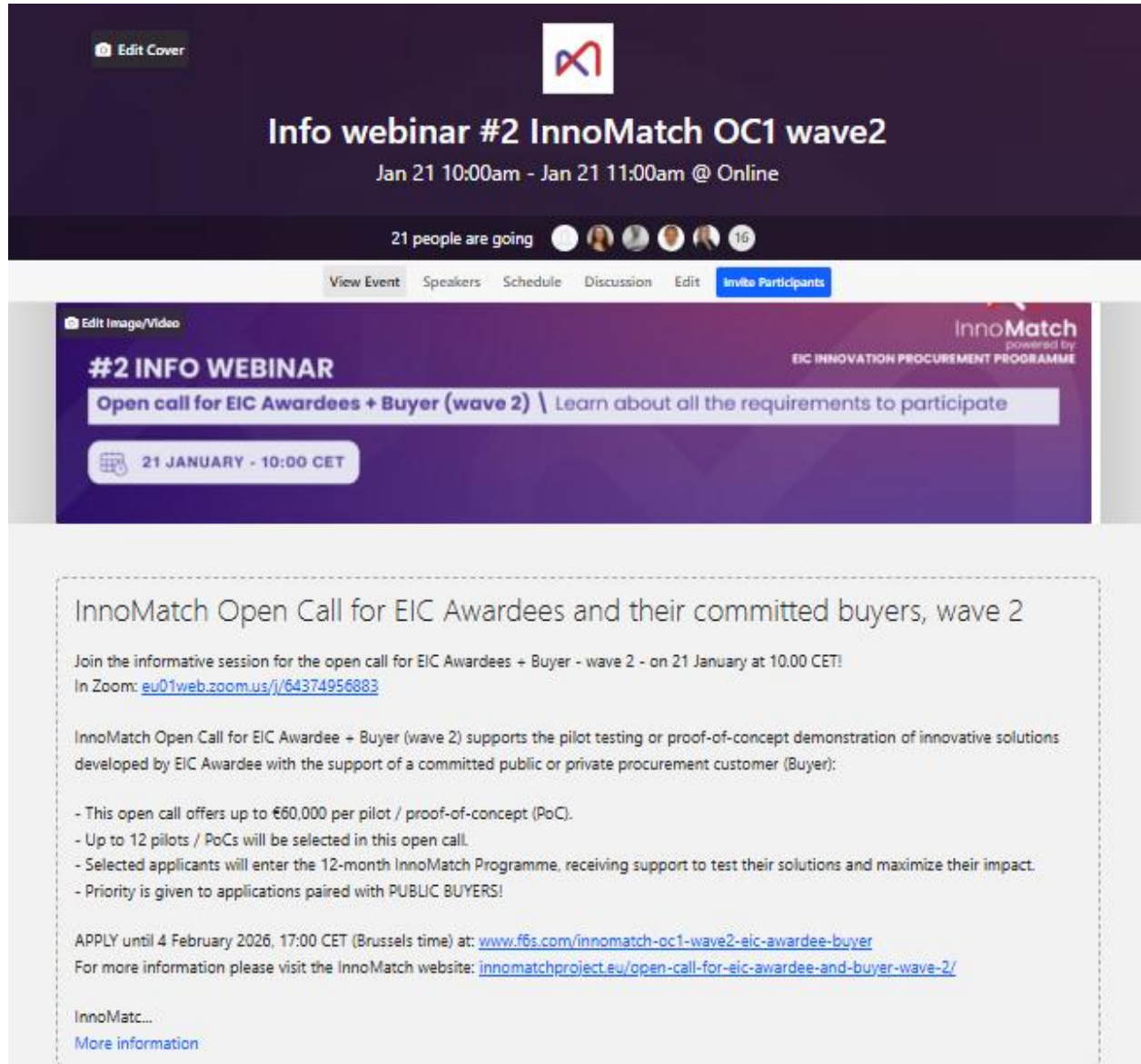
1. EIC Innovation Procurement Programme & InnoMatch | Ina Gencheva, F6S
2. Open call for EIC Awardee + Buyer: Application Process
3. InnoMatch Programme
4. Q&A

InnoMatch has launched an Open Call, the OC1 EIC Awardee + Buyer, to support the pilot testing or proof-of-concept demonstration of innovative solutions developed by EIC Awardee with the support of a committed public or private procurement customer (Buyer):

- This open call offers up to €60,000 per pilot / proof-of-concept (PoC).
- Up to 12 pilots / PoCs will be selected in this open call.
- Selected applicants will enter the 12-month InnoMatch Programme, receiving support to test their solutions and maximize their impact.

Figure 8 FIRST WEBINAR #1 PROMOTION AND REGISTRATION PAGE ON THE F6S PLATFORM

[Info webinar 2](#), 21 January, with 21 registered attendees.



**Info webinar #2 InnoMatch OC1 wave2**  
Jan 21 10:00am - Jan 21 11:00am @ Online

21 people are going

[View Event](#) [Speakers](#) [Schedule](#) [Discussion](#) [Edit](#) [Invite Participants](#)

**#2 INFO WEBINAR**  
Open call for EIC Awardees + Buyer (wave 2) | Learn about all the requirements to participate

21 JANUARY - 10:00 CET

### InnoMatch Open Call for EIC Awardees and their committed buyers, wave 2

Join the informative session for the open call for EIC Awardees + Buyer - wave 2 - on 21 January at 10:00 CET!  
In Zoom: [eu01web.zoom.us/j/64374956883](https://eu01web.zoom.us/j/64374956883)

InnoMatch Open Call for EIC Awardee + Buyer (wave 2) supports the pilot testing or proof-of-concept demonstration of innovative solutions developed by EIC Awardee with the support of a committed public or private procurement customer (Buyer):

- This open call offers up to €60,000 per pilot / proof-of-concept (PoC).
- Up to 12 pilots / PoCs will be selected in this open call.
- Selected applicants will enter the 12-month InnoMatch Programme, receiving support to test their solutions and maximize their impact.
- Priority is given to applications paired with PUBLIC BUYERS!

APPLY until 4 February 2026, 17:00 CET (Brussels time) at: [www.f6s.com/innomatch-oc1-wave2-eic-awardee-buyer](https://www.f6s.com/innomatch-oc1-wave2-eic-awardee-buyer)  
For more information please visit the InnoMatch website: [innomatchproject.eu/open-call-for-eic-awardee-and-buyer-wave-2/](https://innomatchproject.eu/open-call-for-eic-awardee-and-buyer-wave-2/)

InnoMatc...  
[More information](#)

Figure 9 SECOND WEBINAR PROMOTION AND REGISTRATION PAGE ON THE F6S PLATFORM

### 3.6. Events & External Communication Channels

It is important to note that a significant number of the applicants learned about the EIC Awardee + Buyer open call from the different EIC communication channels – EIC Innovation Procurement Newsletter, EIC BAS Newsletter, as well as from EIC officials and Project Managers.

The numerous external events attended by InnoMatch partners before and during the call period, contributing to scouting EIC awardees and their committed buyers and promoting the

project, are explained in detail in the respective InnoMatch deliverables related to Network activities – WP5, T5.2.

### 3.7. Matchmaking

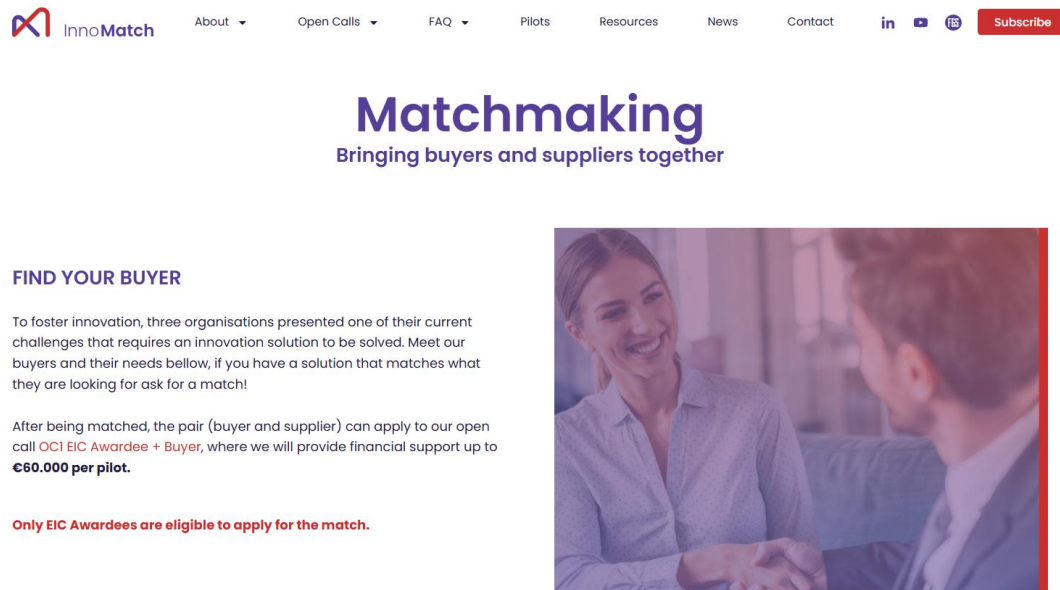


Figure 10 MATCHMAKING SESSIONS WEBPAGE

**The InnoMatch Matchmaking activities** were designed to support the scouting, recruiting and matching of EIC awardees, and committed buyers for the open call for EIC Awardee + Buyer, closely aligned with the scouting & recruitment efforts under T5.2.

The concept of Matchmaking sessions of OC1 wave 1 was based on the format of “reverse pitching”, where selected buyers were invited to pitch their unmet innovation needs to the audience of EIC awardees. This approach proved to be not so efficient as expected for the first wave of the call. Therefore, the InnoMatch partners adopted a new strategy to recruit eligible applicants and match them with buyers. The focus for this wave of the open call were public buyers.

Targeted outreach was performed (direct emails, phone calls, video calls) with both EIC Awardees and Buyers. The partners gathered the unmet needs of the buyers and based on the requirements, performed a detailed analysis and search of the EIC database (EIC Data Hub, CORDIS, F6S pipelines) in order to find the best match for each particular identified unmet need, following concrete steps:

- Mapping & Needs Analysis: Evaluated Buyers' specific, unmet innovation requirements.

- Targeted Outreach: Conducted individual consultations with Buyers to identify and source ideal supplier candidates.
- EIC Awardee Scouting: Discovered and directly engaged relevant EIC Awardees through emails and one-on-one calls.
- Application Support: Facilitated dedicated joint calls to guide Buyers and suppliers through the matching and application process.

The new approach proved great success, especially in terms of engagement of the buyers. As a result, 5 promising matches were identified and achieved. Four out of those applied to OC1W2 within the given deadline.

One of the pairs was among the pilots selected for funding under the second wave of the Open Call for EIC Awardee + Buyer (Brite Hellas SA (Greece), paired with Municipality of Las Rozas (Spain)).

| Buyer                   | Supplier    | Outcome                           |
|-------------------------|-------------|-----------------------------------|
| City of Amsterdam       | Circularise | Applied to OC1W2                  |
| Alzira Municipality     | Skyfora     | Applied to OC1W2                  |
| Matosinhos Municipality | Constellr   | Applied to OC1W2                  |
| Provincia di Siena      | Ecopolplast | Applied to OC1W2                  |
| Las Rozas de Madrid     | Brite Solar | <b>Selected for funding OC1W2</b> |

*Table 5 Matchmaking results OC1W2*

## 4. Evaluation and Selection Procedure

The evaluation and selection of proposals submitted to this open call were conducted through a formal, competitive, and transparent procedure. This process was designed in such a way as to ensure objectivity, fairness, and equal treatment for all applicants. Each eligible proposal was assessed on its individual merits by a panel of independent experts, based strictly on the evaluation criteria outlined in the call Guidelines.

The following subsections provide a comprehensive, step-by-step description of the entire procedure, from the initial administrative and eligibility checks to the final ranking and selection of proposals for funding.

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## 4.1. Pool of External Evaluators

---

An [Expression of interest for external evaluators](#) was launched on the InnoMatch website right after the launch of the first open call. Expert evaluators were invited to submit their applications via the F6S platform. **As a result, a pool of 10 renowned expert evaluators was selected, with balanced expertise**

The selected pool of 10 experts had balanced experience in topics, relevant for the InnoMatch open calls, among others:

- Technology Development and Commercialisation
- Business Strategy and Planning
- Market Analysis and Forecasting
- Financial Analysis and Investment
- Experience in working with public or private procurement customers
- EIC (European Innovation Council) / EIC BAS (EIC Business Acceleration Services)
- Moreover, applicants with 10+ years of experience in the specific field/subject area of claimed expertise were given preference.

## Expression of interest for evaluators

Join InnoMatch pool of external evaluators to evaluate the applications for the Open Calls for EIC Awardees.



## About InnoMatch Open Calls

InnoMatch de-risks Innovation Procurement by matching Innovators and Buyers and supporting the pilot testing or proof-of-concept (PoC) demonstration of innovative solutions.

At least 38 pilots / PoCs will be selected within InnoMatch, granting up to €80,000 each. The selected pilot or proof-of-concepts will enter the 12-month InnoMatch Programme.

**InnoMatch will run three open calls for EIC Awardees throughout its duration:**

- OC1 wave 1 for EIC Awardee + Buyer – launched in the first half of 2025
- OC1 wave 2 for EIC Awardee + Buyer – launched in the second half of 2025
- OC for EIC Awardees – launched in the first half of 2026

Currently running

OC1 EIC Awardee + Buyer

Open Call for Public and Private Buyers

## About the Eoi for external evaluators



The external experts will be selected through an open and competitive process to ensure independence and transparency in evaluating the applications of the InnoMatch open calls for EIC Awardees.

**Selected evaluators will be invited to join the InnoMatch pool of external evaluators.**

Depending on the number of the received proposals in the InnoMatch open calls, 2 to 5 experts from the pool will be contracted for each open call.

- ✓ OC1 wave 1 for EIC Awardee + Buyer Selection and Evaluation will run from April until June 2025
- ✓ Open Call for Public and Private Buyers will run from February until May 2025
- ✓ OC1 wave 2 Selection and Evaluation will run from February until April 2026
- ✓ OC for EIC Awardees will run from April until June 2026

Figure 11 EOI FOR EXTERNAL EXPERTS PUBLISHED ON THE INNOMATCH WEBSITE

## 4.2. Evaluation & Selection Process

The InnoMatch open call for EIC Awardee + Buyer, wave 2 (OC1W2) Evaluation & Selection followed a strict step-by-step process divided into two main phases: 1. Internal Eligibility verification, performed by the InnoMatch partners, and 2. External Evaluation performed by external expert evaluators, recruited via a competitive process.

---

#### 4.2.1. Eligibility Check

---

An eligibility verification was performed by the InnoMatch consortium. In the cases where a proposal was deemed ineligible, applicants were promptly notified of its status, and can submit a complaint within a three-day period, as stipulated in the call Guidelines.

The eligibility check verified the following:

- The Applicant is an EIC Awardee.
- The applicant has a PIC number.
- The applicant has a legal VAT number or equivalent.
- The applicant declares not to have received funding for this or a very similar activity.
- The applicant accepts the InnoMatch open call Terms and conditions.
- All required attachments are submitted, using the provided templates (Proposal template(s) & Letter of commitment from the Buyer for each proposal)
- The submitted application, and all relevant attachments, were filled out in English.
- The application was submitted within the required deadline of the open call.
- The total funding requested from InnoMatch did not exceed €60.000.
- The applicant can commercialise the solution in case that the pilot deployment is successful.

After the internal eligibility check, all shortlisted applications proceeded to the next phase – an external (remote) evaluation, performed by expert evaluators. In total 48 proposals from 41 applicants were considered eligible to proceed to the next stage. More information is available in Section 5 below.

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#### 4.2.2. Remote Evaluation

---

All eligible proposals (48) were evaluated based on criteria aligned to the Horizon Europe programme, and following the rules stipulated in the [open call Guidelines](#). The evaluation was performed remotely.

The InnoMatch Selection Committee appointed 4 external evaluators (from the pool of 10), with preference for those evaluators from the first wave of the open call for EIC Awardee + Buyer who showed great understanding of the call objectives and rules, and exceptional professionalism. The evaluation of each application was performed by two experts who were independent individuals not affiliated with or part of the InnoMatch consortium.

The applications were assigned to the experts based on their individual expertise and experience, and following strict internal rules, such as not assigning applications from the same country of origin as that of the evaluator. This precaution was taken to maintain fairness in the evaluation process. Each of the evaluators was assigned 24 proposals.

Before the start of the evaluation process, the InnoMatch open call manager F6S organised an online briefing session for the experts. The focus was put on the priorities of the open call, and the main steps and requirements of the evaluation process. In addition to that, the open call manager F6S presented the online evaluation tool (Individual Evaluation Card) and in an open Q&A provided clarifications in regard to the evaluation process main steps.

During the evaluation process all data management and confidentiality rules were kept, as per the call Guidelines and in line with the experts' contracts signed before the official start of the evaluation process. The evaluation was conducted in several stages:

- **Individual Evaluation:** It lasted for 2 full weeks (10 working days). Each of the evaluators used an Individual Evaluation Card (online evaluation tool) provided by the open call manager F6S to fill in their justifications and the respective score for each of the four (4) open call evaluation criteria.
- **Consensus Briefing & Bilateral Consensus Calls:** The open call manager identified the proposals with significant divergence in the scores received, and a follow-up Consensus Briefing was organised with the evaluators. The evaluators were invited to schedule bilateral consensus calls organised between each of them for a consensus discussion to reach agreement on their expert justifications and scores.
- **Quality verification of the experts' justification:** Acting on behalf of the European Commission, the InnoMatch open call manager (F6S) and the InnoMatch Selection Committee ensured the entire selection process was fair, transparent, and high-quality, by overseeing the work of the external experts. The InnoMatch Selection Committee performed a critical quality check on the evaluators' justifications, under the close supervision of the Funding Authority. Following the performed check, the open call manager took action and contacted some of the experts requesting clarifications and asking them to elaborate on their points or revise the provided justifications to better align the scores.
- **Evaluation Summary Reports (ESR) and redress process:** The final Evaluation Summary Reports were drafted, and sent to the applicants, allowing a three-day period to submit their official appeals, if any.

---

#### 4.2.3. Final Ranking & Selected Applicants

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After the end of the Evaluation phase, the proposals were ranked based on their overall weighted score, and considering the defined open call ranking rules, a **Final Ranking List of selected applicants** was drafted.

| Ranking Position | Selected EIC Awardee                     | Proposal Title                                                                                                                                                  | Committed Buyer                                                              | Buyer Type (public / private) | Overall Weighted Average Score |
|------------------|------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------|-------------------------------|--------------------------------|
| 1                | <b>NIMBLE Diagnostics S.L.</b>           | WAEVE System: towards the first non-invasive and cost-effective longitudinal monitoring tool of coronary stents patients suffering from coronary artery disease | Institut de Recerca Germans Trias i Pujol (IGTP)                             | Public                        | 4.433                          |
| 2                | <b>Faradaic Sensors GmbH</b>             | 3-in-1 Oxygen Sensor – Real-Time Oxygen Monitoring for Welfare-Critical Live Poultry Transport                                                                  | BluLog sp. z o.o.                                                            | Private                       | 4.382                          |
| 3                | <b>PAL Robotics</b>                      | REMEDY – Robotic Efficiency for Medicine Delivery and Yield                                                                                                     | Badalona Serveis Assistencials SA                                            | Public                        | 4.375                          |
| 4                | <b>Eodyne Systems</b>                    | RGS Ecosystem in Chile                                                                                                                                          | Clínica MEDS                                                                 | Private                       | 4.358                          |
| 5                | <b>Phaseform GmbH</b>                    | PHI The All-in-One Plug&Play “Camera Port” Adaptive Optics Platform for Spinning Disk Microscopy                                                                | Deutsches Zentrum für Neurodegenerative Erkrankungen e. V. (DZNE)            | Public                        | 4.342                          |
| 6                | <b>Paebbl AB</b>                         | Pavement stones as a carbon sink                                                                                                                                | City of Rotterdam                                                            | Public                        | 4.317                          |
| 7                | <b>Sequentia Biotech SL</b>              | Clinical Long-Read Metagenomics: Precision Diagnostic for Sepsis via Virulome and Resistance Characterisation                                                   | Biomedical Diagnostic Center Hospital Clinic of Barcelona                    | Public                        | 4.317                          |
| 8                | <b>3Bee srl</b>                          | Pilot Project Coffee plantation in Colombia                                                                                                                     | Société des Produits Nestlé SA and Nestlé Institute of Agricultural Sciences | Private                       | 4.300                          |
| 9                | <b>AquaB Nanobubble Innovations Ltd.</b> | Nanobubble-enhanced oil-water separations                                                                                                                       | Protearix Ltd.                                                               | Private                       | 4.300                          |

|    |                                                        |                                                                                                                                                |                                                |         |       |
|----|--------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|---------|-------|
| 10 | <b>NOVAMEAT TECH SL</b>                                | MATCH-HYBRID – BUYER-DRIVEN INDUSTRIAL SCALE-UP AND MARKET ADOPTION OF MICROFORCE™ TECHNOLOGY FOR HYBRID AND PLANT-BASED PROTEIN MANUFACTURING | Hilton Foods Dalco                             | Private | 4.260 |
| 11 | <b>Brite Hellas SA</b>                                 | Energy-Generating Municipal Greenhouse with Optimal Light Conditions                                                                           | Ayuntamiento de Las Rozas                      | Public  | 4.183 |
| 12 | <b>Genomika</b>                                        | Long term data archiving using DNA as storage media                                                                                            | The Office of the Chief Archivist of Lithuania | Public  | 4.108 |
| 13 | <b>RAIKU Packaging oŮ</b><br>(1st on the Reserve list) | PILOTING RAIKU'S NOVEL PACKAGING MATERIALS WITH THE GROUP LOUIS VUITTON MOET HENNESSY (LVMH)                                                   | Eminente (LVMH)                                | Private | 4.248 |

Table 6 FINAL RANKING LIST OF SELECTED APPLICANTS IN OPEN CALL FOR EIC AWARDEE + BUYER, WAVE 2

## 5. Open Call Results

This section presents a selection of key statistics gathered from the open call for EIC Awardee + Buyer, wave 2 (OC1W2). The data provides a valuable snapshot of the overall response, highlighting notable trends and offering interesting insights into the submissions received. These figures help illustrate the scope and diversity of engagement from the EIC Awardees and their committed buyers.

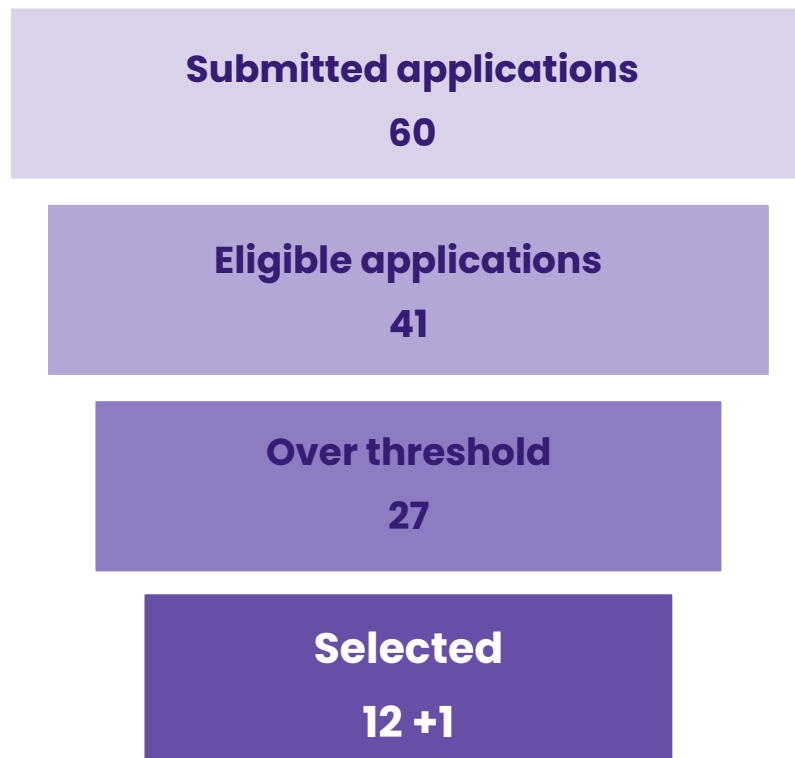


Figure 12 INNOMATCH CALL FOR EIC AWARDEE + BUYER, WAVE 2 OVERVIEW IN NUMBERS

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## 5.1. Submitted Applications

---

60 companies applied for the second wave of the open call for EIC Awardee + Buyer, representing 27 countries.

Seven (7) out of the 41 eligible applicants submitted the maximum allowed 2 proposals per application. Thus, making the total number of the eligible proposals 48 (forty eight).

---

## 5.2. Number of Eligible and Ineligible Applicants

---

Nineteen (19) out of 60 applicants were declared not eligible (not being an EIC Awardee) after the performed internal eligibility verification, following the InnoMatch open call for EIC Awardee + Buyer eligibility rules, as stated in the open call Guidelines.

Forty-one (41) of the applicant companies were declared eligible and continued to the next phase of the process – Evaluation & Selection, performed by external expert evaluators.

### Eligible vs Not Eligible Applicants OC1W2

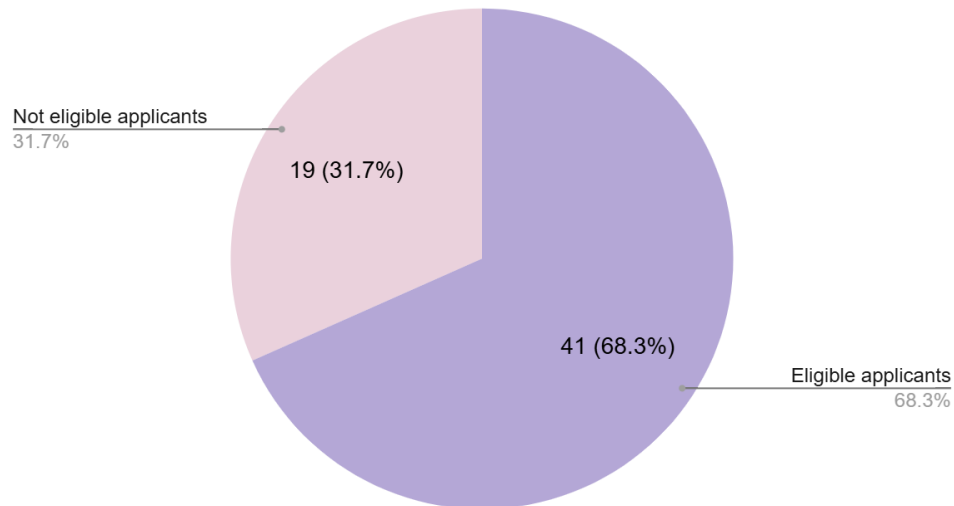


Figure 13 ELIGIBLE VS NON-ELIGIBLE APPLICANTS IN OC1 WAVE 2

All 60 applicants who submitted applications under the InnoMatch open call for EIC Awardee + Buyer, wave 2 had their headquarters in 27 countries. The 41 eligible applicants represented 20 countries, with the most applications coming from Spain (7), followed by France (5), Germany (5) and Sweden (3).

#### 5.4. Number of Women-led Eligible Applicants

Twenty-five (25) from all 41 eligible applicant companies declared to have women in C-level positions. While 16 did not have women in leading positions.

#### Women-Led Eligible Applicants in OC1W2

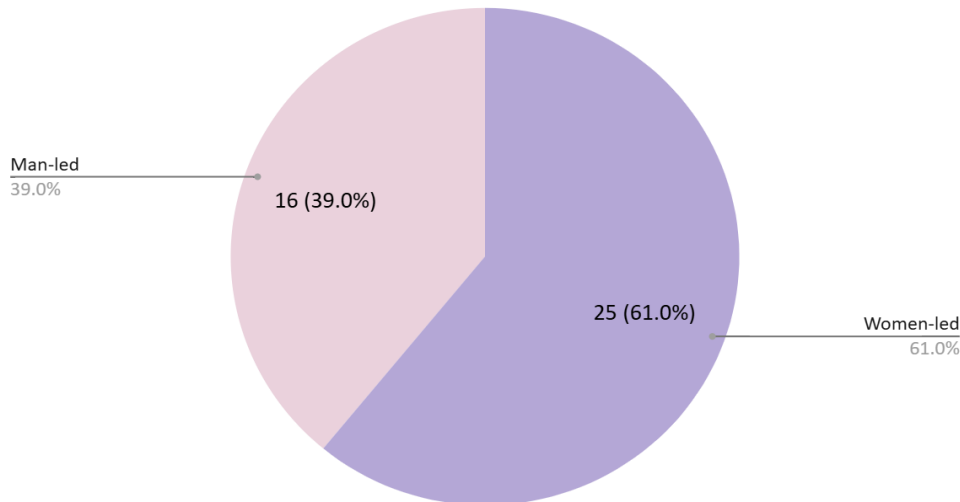


Figure 14 WOMEN-LED ELIGIBLE APPLICANTS IN OC1 WAVE 2

### 5.5. Type of Committed Buyers in Eligible Proposals (Public / Private)

It is interesting to follow the distribution of the type of committed buyers (public or private) within the 48 eligible proposals. The number of committed private buyers prevails, with 30 private buyers paired with the EIC Awardees in 30 of the proposals, and 18 public buyers in the remaining proposals.

From the seven companies that submitted 2 proposals (as allowed by the call rules):

- Two of the companies are paired with private buyers in both of their proposals
- The other five companies mentioned had one of their proposals submitted with a public buyer, and the other with a private procurer.

Ratio Public vs Private Entities in OC1W2

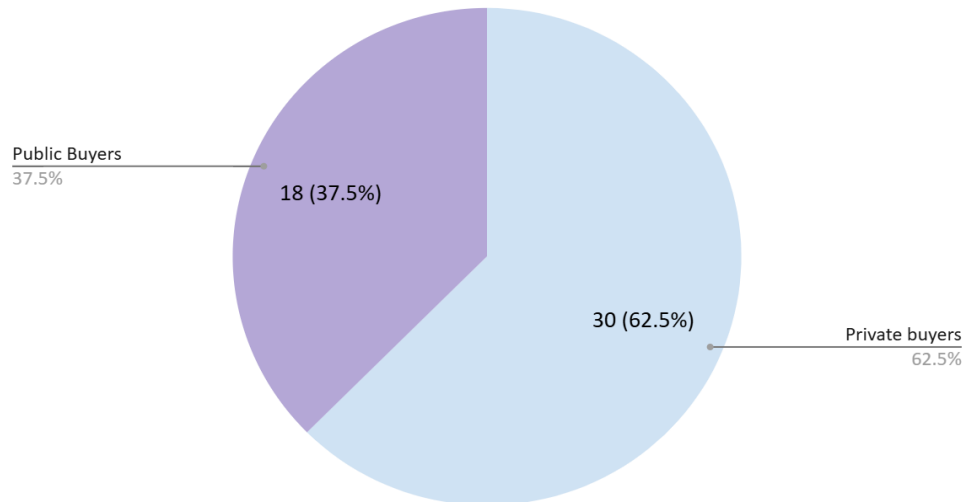


Figure 15 RATIO PUBLIC VS PRIVATE BUYERS IN OC1 WAVE 2 (ELIGIBLE PROPOSALS)

## 5.6. Type of the Proposed Eligible Solutions (Pilot / PoC)

From all 48 eligible proposed solutions only 6 were declared by the applicant companies to be “proof-of-concept (PoC)”. The type of the remaining 42 proposals is “pilots”, as indicated in the figure below, over 87%.

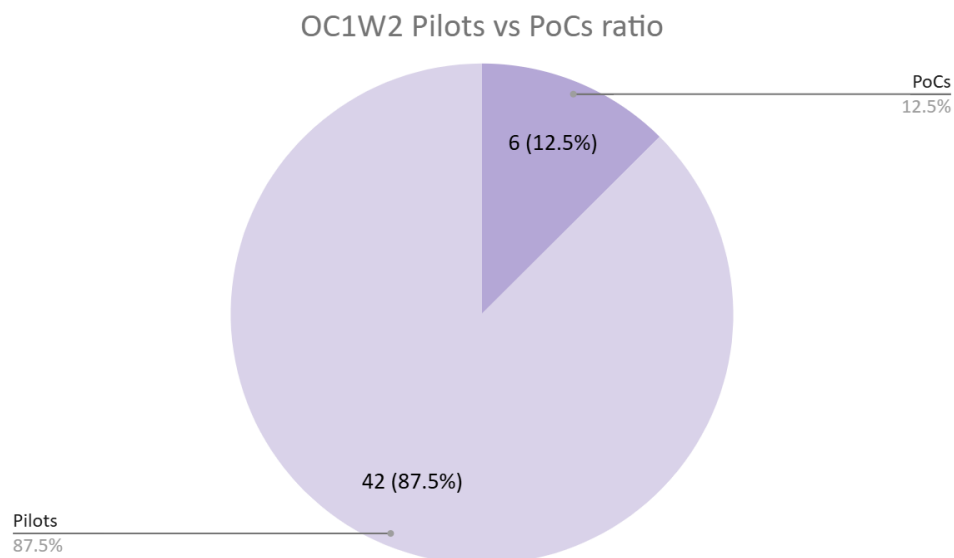


Figure 16 INNOMATCH OC1 WAVE 2 RATIO POCS VS PILOTS (ELIGIBLE PROPOSALS)

## 5.7. Type of EIC Awardees

Among the 41 eligible applicant companies, 33 (thirty-three) received support from the EIC Accelerator. Followed by 9 (nine) companies which received support from EIC Pathfinder, 5 (five) benefited from the EIC Transition, and only one of the eligible applicants is an EIC Prize winner, as shown in the figure below.

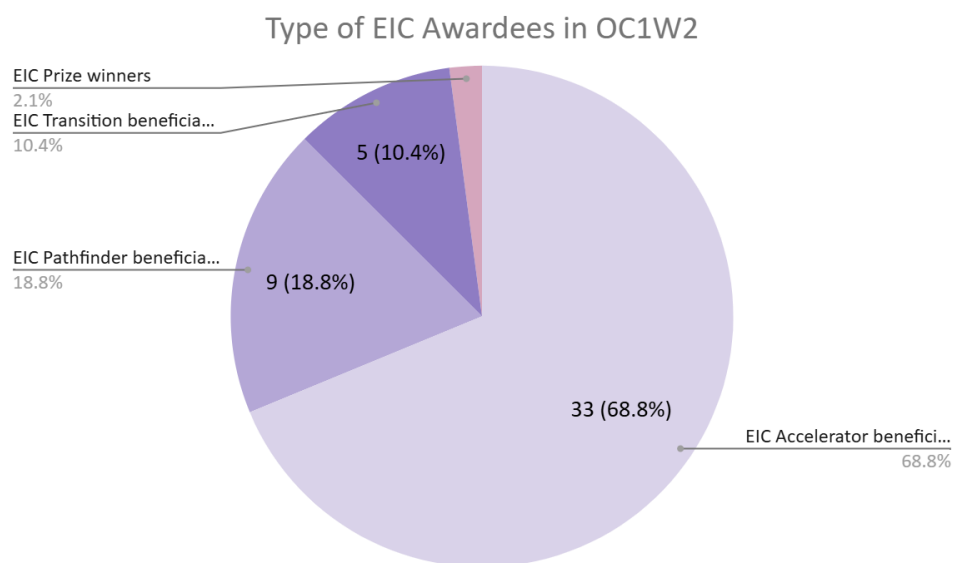


Figure 17 TYPE OF EIC AWARDEES IN OC1 WAVE 2 (ELIGIBLE APPLICANTS)

## 5.8. Number of Eligible Proposals Above Threshold

As a result of the two-week long evaluation process, all 48 eligible proposals were scored, ending up with 27 proposals above the set threshold of 15 points.

### Eligible proposals above the threshold in OC1W2

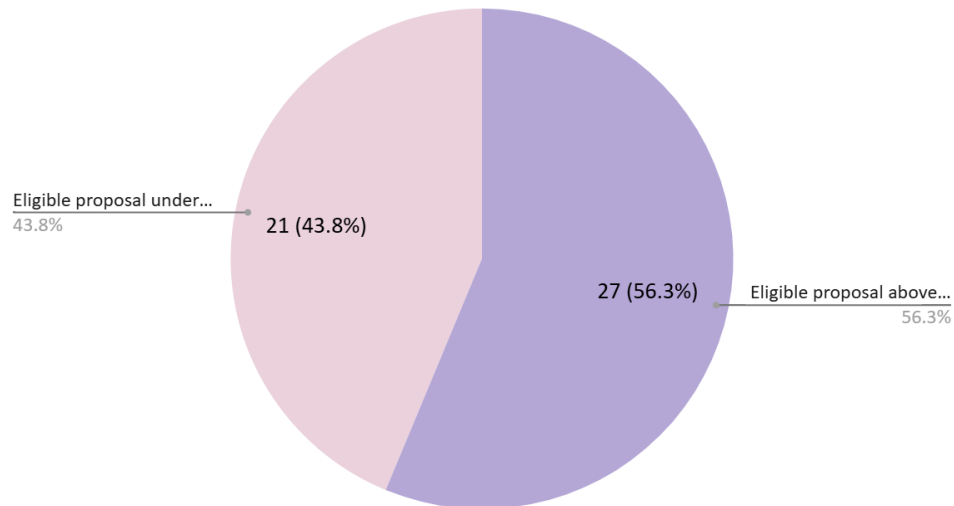


Figure 18 OC1W2 NUMBER OF ELIGIBLE PROPOSALS ABOVE THRESHOLD

## 5.9. Selected Third-Party Projects Statistics

### Geographical Distribution of Selected Applicants

The selected 13 applicants in OC1 wave 2 have their headquarters registered in 8 Member States: Spain, Germany, Sweden, Italy, Ireland, Estonia, Greece, Lithuania.

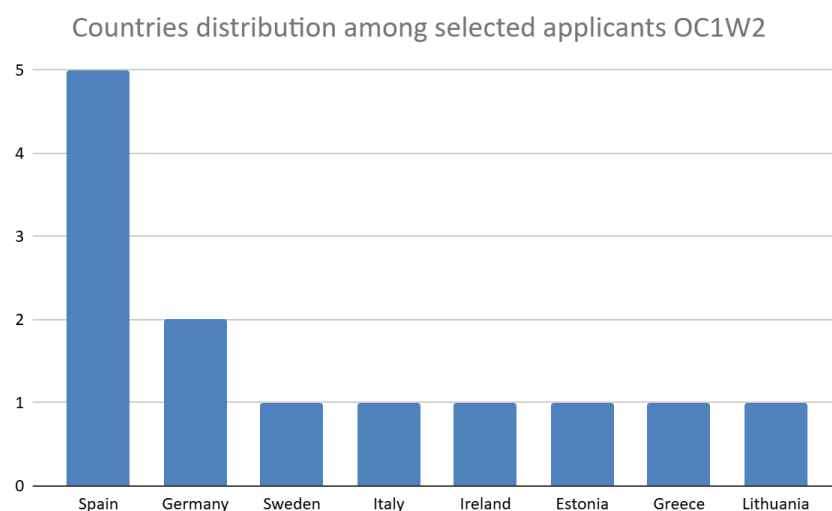


Figure 19 GEOGRAPHICAL DISTRIBUTION OF OC1 WAVE 2 SELECTED APPLICANTS

### Women-led Selected Applicants

Five (5) out of 13 of the selected companies have women in leading positions, which is over 38%, as shown in the figure below.

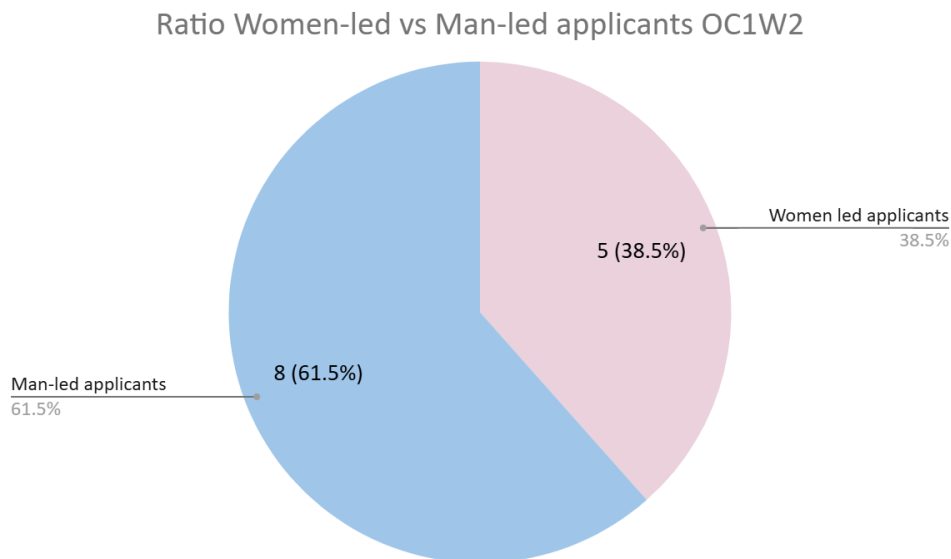


Figure 20 PER CENT OF WOMEN-LED SELECTED APPLICANTS IN OC1 WAVE 2

### Type of Committed Buyers within the Selected Proposals

Following the call requirements, preference was given to proposals paired with public buyers. Therefore, seven (7) out of 13 selected proposals are paired with public buyers, and 6, with private buyers.

### Type of Selected Solutions (Pilot / PoC)

Only 1 of the selected proposals is a proof-of-concept demonstration, while the rest are pilots.

### Type of Selected EIC Awardees in OC1 wave 2

Most of the selected entities for funding are EIC Accelerator beneficiaries, in total 9 of them, followed by the relatively smaller number of EIC Pathfinder beneficiaries (3), and only 1 EIC Transition company.

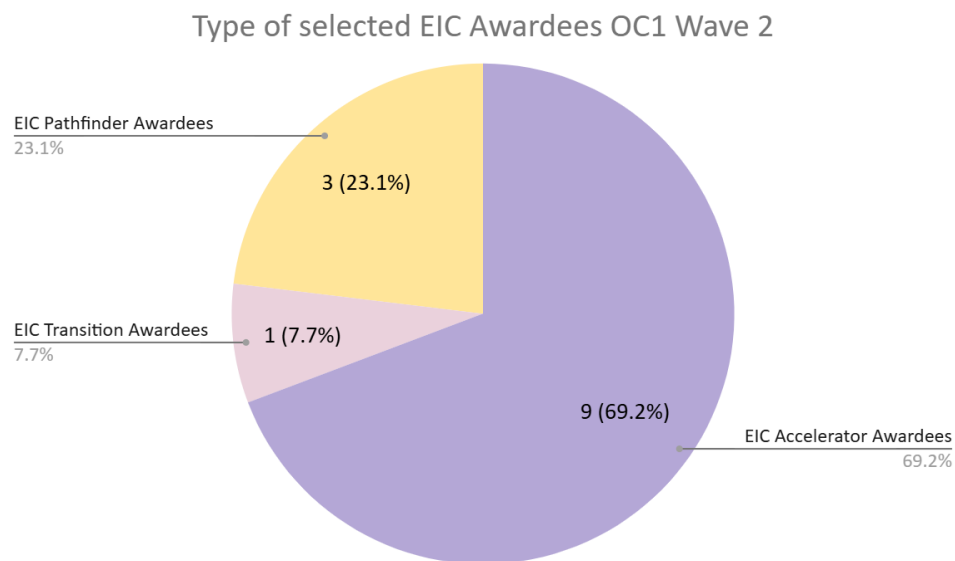


Figure 21 TYPE OF SELECTED EIC AWARDEES IN OC1 WAVE 2

## 5.10. Open Call KPIs

As shown in the table below, all project KPIs related to the open call for EIC Awardee + Buyer wave were successfully met, with some KPIs even exceeding the initially set target.

| <b>KPI</b><br>(Wave 1 & Wave 2)                                                                         |            | <b>Achievements Wave 1</b>                                                                                                                                                                 |
|---------------------------------------------------------------------------------------------------------|------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>KPI OC1 wave1 Description</b>                                                                        |            |                                                                                                                                                                                            |
| Nr of online info webinars OC EIC Awardee + Buyers (1 per wave)                                         | <b>2</b>   | <input checked="" type="checkbox"/> <b>Overachieved</b><br><b>2 info webinars</b> organised for Wave 1                                                                                     |
| Nr of EIC Awardees per OC webinar                                                                       | <b>25</b>  | <input checked="" type="checkbox"/> <b>Achieved</b><br><b>First webinar:</b> 33 registered attendees<br><b>Second webinar:</b> 21 registered attendees                                     |
| Nr of interactive sessions bringing together Buyers + EIC Awardees (Matchmaking sessions) - for all OCs | <b>9</b>   | <input checked="" type="checkbox"/> <b>Overachieved</b><br><b>5 actual matches</b> resulted from the targeted matchmaking efforts                                                          |
| Applications submitted (OC1 and OC2)                                                                    | <b>100</b> | <input checked="" type="checkbox"/> <b>Overachieved</b><br><b>60 applications</b> submitted only in OC1W2                                                                                  |
| Applications with women in leading positions                                                            | <b>30%</b> | <input checked="" type="checkbox"/> <b>Oveachieved</b><br><b>61%</b> of the OC1W2 applicants have women in C-level positions<br><b>38% of the selected companies</b> have women in C-level |
| OC Guidance documents created                                                                           | <b>1</b>   | <input checked="" type="checkbox"/> <b>Achieved</b><br><b>1 Full OC1W2 documentation kit</b> elaborated                                                                                    |
| Nr of Member States represented among EIC Awardees (OC1 and OC2)                                        | <b>20</b>  | <input checked="" type="checkbox"/> <b>Achieved</b><br><b>20 MS represented</b> in OC1W2                                                                                                   |
| Nr of EIC Awardees scouted (OC1 and OC2)                                                                | <b>120</b> | <input checked="" type="checkbox"/> <b>Achieved</b><br><b>Over 4000 contacts reached out</b>                                                                                               |

Table 7 INNOMATCH OPEN CALL FOR EIC AWARDEE + BUYER, WAVE 2 KPI

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## 6. Deviations

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Although the overall open call and selection process was successfully implemented, some deviations from the initially developed step-by-step plan took place.

- 1. Deviation from the initially planned matchmaking activities to ensure a good number of matchmakings with public buyers:** To improve Buyer engagement after initial Wave 1 matchmaking sessions which proved to be not as effective as planned, a targeted, strategic approach for direct outreach and individual 1on1 matching based on preliminary screening of EIC Awardees, was implemented. This proactive strategy successfully generated five high-potential matches. Five pairs submitted applications to Open Call 1 Wave 2 (OC1W2) within the deadline, and one proposal was successfully selected for funding.
- 2. To fill the Cohort 2 positions, one additional company from the OC1W2 reserve list was invited to join the 12 initially selected entities, bringing the final total to 13 EIC Awardees (alongside their buyers).** This adjustment was driven by a Cohort 1 dropout. A supplier from Cohort 1 (OC1 Wave 1) withdrew, opening a slot for the first-ranked proposal on the OC1W2 reserve list.

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## 7. Conclusions & Next Steps

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This deliverable comprises the full process, from the open call publication to the selection of the proposals to be funded in the second wave of the call for EIC Awardee + Buyer.

The open call process was successfully carried out by the open call manager (F6S), with the invaluable support of the InnoMatch Selection Committee. A total of 60 entities applied, coming from 27 different countries. Through a rigorous evaluation process the best 13 proposals were selected to enter the InnoMatch Programme, and to receive expert support in piloting their innovative solutions, along with growth services and consultations for a potential adoption of the successful solutions.

The targeted promotion and matchmaking efforts in scouting eligible applicants (EIC Awardees) led to a relatively low number of applications coming from non-eligible companies. The constant communication with the companies during the application process through the various open call channels added to this result – discussion board on the F6S platform, individual emails, 2 open call info webinars, information being constantly posted on the InnoMatch LinkedIn. The Matchmaking activities added to this with their two-fold role – attracting both suppliers and buyers, with 5 promising matches, resulting in 5 proposal submissions in OC1W2.

A significant number of the applicants were attracted through the different EIC communication channels, and as a result of strong synergies built within the EIC IPP, proving the positive role of the coordinated EIC support for this type of open calls, specifically through the EIC Community page and the EIC IPP LinkedIn Group, among others.

The thorough quality verification of the external experts' evaluation performed during the process resulted in zero appeals received from the companies, providing evidence of the robust evaluation process. The ESRs provided valuable feedback to the applicants, focusing on the main points for improvement of the proposals for future funding opportunities.

The open call results underscore the initiative's broad European reach and commitment to inclusiveness. This is clearly evidenced by the rich geographical diversity among both applicant and selected entities, as well as the exceptionally high participation rate of women-led companies.

As a next step InnoMatch will proceed with the contracting preparation process and signing the Sub-grant Agreements with the selected applicants, which marks the transition from the selection process to the pilot implementation and generating real impact.

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## Annexes

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### **Annex 1 – Application Form on the F6S platform**



**InnoMatch OC1 wave2 EIC Awardee + Buyer**

Powered by the EIC Innovation Procurement Programme | Apply by 24 Feb 2025

8/25/2025



Jose & Carlos + 2

Page Info

Description

Target

People

Documents (0)

Media

Recommendations

Settings

Recent

Open Questions

Publications (0)

Tags & Notifications

Reference/References

Payments

API Details

Widgets

Form is currently visible

Hide

Form Questions

Will give you background information on Startups and people that apply to InnoMatch OC1 wave2 EIC Awardee + Buyer

→ Respond

**SECTION 1: Applicant Legal Data**

1. Applicant Name (company / organization)

2. Company RC Number (8-digit Participant Identification Code)

3. Company VAT Number (in equivalent)

4. Country

5. Legal address

**SECTION 2: Contact Details**

6. Legal representative first and last Name

7. Legal representative Email address

8. Main contact person for the proposal/first and last Name

9. Main contact person Email address

10. Main contact person Phone number

11. Company / organization website

**SECTION 3: Proposal Information**

12. Title of Proposal 1

13. What is the total requested funding that you are applying for in Proposal 1?

14. Are you an incubator or pilot? (No / Proposal 1?)

15. Type of the proposed solution

16. Name of the controlled topic (public or private entity) that you team up with in Proposal 1

17. What kind of entity is the controlled topic in Proposal 1?

18. Please upload your filled Proposal template 1

19. Please upload order of support from Page 3 (in Proposal 1)

**SECTION 4: Proposal 2 Information**

20. Title of Proposal 2 (even if you are submitting only one proposal and this question is not applicable)

21. What is the total requested funding that you are applying for in Proposal 2?

22. Are you an incubator or pilot? (No / Proposal 2?)

23. Type of the proposed solution

24. Name of the controlled topic (public or private entity) that you team up with in Proposal 2

25. What kind of entity is the controlled topic in Proposal 2? (even if you are submitting only one proposal and this question is not applicable)

26. Please upload your filled Proposal template 2

27. Please upload order of controlled from Page 3 (in Proposal 2)

**SECTION 5: Eligibility & Commitment**

28. Please indicate what type of an EIC Awardee is your company / organization

29. Are you currently implementing an EIC funded project/contract (EIC Transaction, RC Multiple, RC Incubator)?

30. Please provide your Grant Agreement number

31. Please provide the name of your previous EIC funded project / contract (only any of the EIC initiatives eligible under InnoMatch 2.0)

32. Have your your controlled topic been included in a currently conducted or in EIC Innovation Procurement Programme, any other of the EIC...

33. If you have chosen any or several of the options above, please provide more information

34. Have you ever been included before in the EIC PP, please specify in which EIC PP initiative exactly (have you been included)?

**SECTION 6: Remarks**

35. How did you hear about EIC opportunity?

36. Are you interested in being contacted for future funding opportunities?

**SECTION 7: Gender balance**

37. Do you have women in C-level positions in your company? (YES, YES, YES)

**SECTION 8: Requirements to join the programme**

38. I accept all conditions of the Terms and conditions of the Incubator as outlined in the EIC RC Awardee + Buyer Guidelines for applicants

39. I accept all the conditions in the Declaration of Interest (Form 7) of the EIC RC Awardee + Buyer Guidelines for applicants

40. I accept that the information provided and submitted in this proposal can be shared by INM with the Incubator's project consortium for the...

41. I accept that the company/organisation will contract EIC funding for the same or any similar project.

## SECTION 1: Applicant Legal Data



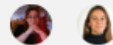
### InnoMatch OC1 wave2 EIC Awardee + Buyer

Powered by the EIC Innovation Procurement Programme | Apply by 26 Feb 2026

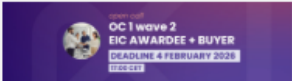
 Ana & Carlos + 2
 DISCUSS

You'll receive emails about your application at [ina@f6s.com](mailto:ina@f6s.com) [Change it](#)

You know 2 connections



Connect by Jul 26 '26  
Jun 1 '26-May 31 '27 (12 months)



[Add Street address](#)  
Brussels, Belgium

[Add Links](#)

THE OPEN CALL IS EXTENDED UNTIL  
FEBRUARY 26, 17.00 CET

InnoMatch is powered by the EIC Innovation  
Procurement Programme  
([eic.ec.europa.eu/eic-funding-opportunities/bas/eic-innovation-procurement-more](https://eic.ec.europa.eu/eic-funding-opportunities/bas/eic-innovation-procurement-more))

|                  |                         |
|------------------|-------------------------|
| FUNDS            | FUNDS                   |
| €60k<br>per team | 12 startups<br>per year |

#### Let's get started

First, you just need to create a page for your company, startup or team

[Choose from existing](#)

#### Questions

SECTION 1: Applicant Legal Data

- Applicant Name (company / organisation) \*
- Company PIC Number (9-digit Participant Identification Code) \*
- Company VAT Number (or equivalent) \*
- Country \*  
The country where the legal entity is registered.
- Legal address

## SECTION 2: Contact Details

### SECTION 2: Contact Details

6 Legal representative First and Last Name \*

This is the person to sign the Sub-Grant Agreement and all other mandatory docs, if the proposal is selected.

7 Legal representative Email address \*

8 Main contact person for the proposal First and Last Name \*

9 Main contact person Email address \*

10 Main contact person Phone number

11 Company / organisation website

## SECTION 3: Proposal 1 Information

### SECTION 3: Proposal 1 information

Each applicant (EIC Awardee) can submit a maximum of two proposals, proposing solutions for different innovation challenges, attached to this application form.

**12 Title of Proposal 1 \***

As per your Proposal template.

**13 What is the total requested funding that you are applying for in Proposal 1? \***

As per the information in your Proposal template.

€ ▾

**14 Are you co-financing the pilot / PoC (Proposal 1)? \***

Co-financing means providing additional financing over the requested up to 60.000 EUR from InnoMatch.

- ☐ Yes  
☐ No

**15 Type of the proposed solution \***

Definition available in this open call Guidelines for applicants.

- ☐ Pilot  
☐ Proof-of-concept

**16 Name of the committed Buyer (public or private entity) that you team-up with in Proposal 1. \***

As per your Proposal template.

**17 What kind of entity is the committed Buyer in Proposal 1? \***

Private entities: InnoMatch refers to private buyers as organisations that are privately owned and constituted either for profit or non-profit purposes, which can be SMEs or large corporations.

Public entities: Public buyers for InnoMatch include all those bodies as of Article 2 of Directive 2014/24 on Public Procurement ([eur-lex.europa.eu/eli/dir/2014/24/oj/eng](http://eur-lex.europa.eu/eli/dir/2014/24/oj/eng)): Contracting authorities; Central government authorities; Sub-central contracting authorities; Bodies governed by public law; Associations formed by one or more such authorities or one or more such bodies governed by public law.

- ☐ Private entity  
☐ Public entity

**18 Please upload your filled Proposal template 1 (Max file size 30MB.) \***

Choose a File

**19 Please upload Letter of support from Buyer 1 (for Proposal 1) (Max file size 30MB.) \***

Choose a File

## SECTION 4: Proposal 2 Information

### SECTION 4: Proposal 2 information

Each applicant (EIC Awardee) can submit a maximum of two proposals, proposing solutions for different innovation challenges, attached to this application form.

You may also choose to submit only 1 proposal. If this is the case, please make sure that to all compulsory questions below you write / choose N/A (not applicable).

**20 Title of Proposal 2 (write N/A if you are submitting only one proposal and this question is not applicable). \***

As per your Proposal 2 template.

Please, write N/A if you are submitting only one proposal and this question is not applicable.

**21 What is the total requested funding that you are applying for in Proposal 2? \***

As per the information in your Proposal 2 template.

Please, write "0" (zero) if you are submitting only one proposal and this question is not applicable in your case.

Please note that the maximum InnoMatch grant available is up to €60,000

€

**22 Are you co-financing the pilot / PoC (Proposal 2)? \***

In this case co-financing means providing additional financing over the requested up to 60.000 EUR from InnoMatch.

- ☐ Yes  
☐ No  
☐ N/A

**23 Type of the proposed solution \***

Definition available in this open call Guidelines for applicants.

- ☐ Pilot  
☐ Proof-of-concept  
☐ N/A

**24 Name of the committed Buyer (public or private entity) that you team up with in Proposal 2. \***

Please, choose N/A if you are submitting only one proposal and this question is not applicable.

**25 What kind of entity is the committed Buyer in Proposal 2? (choose N/A if you are submitting only one proposal and this question is not applicable) \***

Please, choose N/A if you are submitting only one proposal and this question is not applicable.

Private entities: InnoMatch refers to private buyers as organisations that are privately owned and constituted either for profit or non-profit purposes, which can be SMEs or large corporations.

Public entities: Public buyers for InnoMatch include all those bodies as of Article 2 of Directive 2014/24 on Public Procurement ([eur-lex.europa.eu/eli/dir/2014/24/oj/eng](http://eur-lex.europa.eu/eli/dir/2014/24/oj/eng)): Contracting authorities; Central government authorities; Sub-central contracting authorities; Bodies governed by public law; Associations formed by one or more such authorities or one or more such bodies governed by public law.

- ☐ Private  
☐ Public  
☐ N/A

**26 Please upload your filled Proposal template 2 (Max file size 30MB.)**

Choose a File

**27 Please upload Letter of commitment from Buyer 2 (for Proposal 2) (Max file size 30MB.)**

## SECTION 5: Eligibility & Commitment

### SECTION 5: Eligibility & Commitment

**28 Please indicate what type of an EIC Awardee is your company / organisation. \***

As per the open call 1 EIC Awardee + Buyer requirements, only Horizon Europe EIC Awardees who are single entities, are eligible to apply under this open call. For detailed information, please check the open call Guidelines.

- ☐ Horizon Europe EIC Accelerator beneficiary
- ☐ Horizon Europe EIC Transition beneficiary
- ☐ Horizon Europe EIC Pathfinder beneficiary
- ☐ Horizon Europe EIC Prizes winner (The European Prize for Women Innovators, The European Capital of Innovation Awards, The European Innovation Procurement Awards, The European Social Innovation Competi

**29 Are you currently implementing an EIC funded project/contract (EIC Transition, EIC Pathfinder, EIC Accelerator)? \***

- ☐ Yes
- ☐ No

**30 Please, provide your Grant Agreement number. \***

Please, write N/A if this is not applicable in your case.

**31 Please, provide the name of your Horizon Europe funded project / contract (under any of the EIC Initiatives eligible under InnoMatch: Transition, Pathfinder, Accelerator), or more details on your EIC Prize, if this is the case. \***

**32 Have you or your committed buyer been involved or is currently involved in the EIC Innovation Procurement Programme, any other of the EIC Business Acceleration Services? \***

- |                                                                        |                                                              |                                                                        |
|------------------------------------------------------------------------|--------------------------------------------------------------|------------------------------------------------------------------------|
| <input type="checkbox"/> EIC Innovation Procurement Programme          | <input type="checkbox"/> EIC Corporate Partnership Programme | <input type="checkbox"/> EIC International Trade Fairs Programme       |
| <input type="checkbox"/> EIC Investor Readiness and Outreach Programme | <input type="checkbox"/> EIC Scaling Club                    | <input type="checkbox"/> InnoNext (Next Generation Innovation Talents) |
| <input type="checkbox"/> EIC Soft-landing programme                    | <input type="checkbox"/> None of the above                   |                                                                        |

**33 If you have chosen any or several of the options above, please provide more information. \***

Please, write N/A if this is not applicable in your case.

**34 In case you have been involved before in the EIC IPP, please specify in which EIC IPP initiative exactly have you been involved? \***

- ☐ SPIN4EIC (Strategic Innovation Procurement)
- ☐ InnoBuyer: Fast Track to Innovation Procurement
- ☐ InnoMatch: Matching EIC Awardees with committed buyers
- ☐ N/A

## SECTION 6: Referrals

### SECTION 6: Referrals

35 How did you hear about this open call? \*

- |                                                                          |                                       |                                            |
|--------------------------------------------------------------------------|---------------------------------------|--------------------------------------------|
| <input type="checkbox"/> Referral                                        | <input type="checkbox"/> Social media | <input type="checkbox"/> News and media    |
| <input type="checkbox"/> F6S Platform                                    | <input type="checkbox"/> Event        | <input type="checkbox"/> EC / EIC / EISMEA |
| <input type="checkbox"/> EIC Innovation Procurement Programme newsletter | <input type="checkbox"/> Other        |                                            |

36 Are you interested in being contacted for future funding opportunities? \*

- ☐ Yes  
☐ No

### SECTION 7: Gender balance

37 Do you have women in C-level positions in your company? (CEO, COO, CFO) \*

- ☐ Yes  
☐ No

### SECTION 8: Requirements to join the programme

A set of individual questions with one checkbox each, requesting that the applicant confirms the following (as applicable):

38 I ACCEPT all conditions of the Terms and conditions of the InnoMatch as outlined in the OC2 EIC Awardee + Buyer Guidelines for applicants. \*

- ☐ I ACCEPT all conditions of the Terms and conditions of the InnoMatch as outlined in the OC2 EIC Awardee + Buyer Guidelines for applicants.

39 I CONFIRM that I accept all the conditions in the Declaration of Honour (Annex 7 of the OC2 EIC Awardee + Buyer Guidelines for applicants) and the information contained therein, and that it will be provided signed and stamped should this proposal be accepted for funding. \*

- ☐ I CONFIRM that I accept all the conditions in the Declaration of Honour (Annex 7 of the OC2 EIC Awardee + Buyer Guidelines for applicants) and the information contained therein, and that it will be pr

40 I ACCEPT that the information provided and submitted in this proposal can be shared by F6S with the InnoMatch project consortium for the purposes of managing the InnoMatch programme. \*

- ☐ I ACCEPT that the information provided and submitted in this proposal can be shared by F6S with the InnoMatch project consortium for the purposes of managing the InnoMatch programme.

41 I DECLARE that the company / organisation has not received EU funding for the same or very similar project. \*

- ☐ I DECLARE that the company / organisation has not received EU funding for the same or very similar project.