

Open Call: Advisory Services for Innovation Procurement

Tranche 2 - Guidelines for applicants

2025



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List of Abbreviations

Term	Description
EIE	European Innovation Ecosystem.
GDPR	General Data Protection Regulation.
MS	Member State of the European Union.
OMC	Open Market Consultation
PCP	Pre-Commercial Procurement.
PPI	Public Procurement of Innovation
SME	Small and Medium Enterprise (as defined by the European Commission).
IPR	Intellectual Property Rights
KIPs	Key Performance Indicators

Executive Summary

In today's healthcare systems, innovation procurement is no longer a novelty, it is a strategic necessity for achieving better outcomes, optimising resources, and responding to complex societal challenges. While many organisations have already taken steps towards adopting innovation procurement, a significant number still face barriers in consolidating and scaling their efforts. These include improving the quality and accessibility of tender documents, identifying sustainable funding mechanisms, and effectively managing the contractual phase of innovative solutions.

To address these needs, InnoHSupport launches the second tranche of its Advisory Services Programme, **tailored specifically for public and private health and social care procurers with a medium to high level of innovation maturity**. The aim is to strengthen their capacity to professionalise, refine, and embed innovation procurement practices across their institutions.

A total of 30 procuring organisations will be supported across both Calls of the Advisory Services. Importantly, at least 10% of selected participants will come from low or moderate innovation regions¹, ensuring that the programme contributes to regional cohesion and capacity-building across the European Research and Innovation landscape.

The programme is fully funded by the European Commission, with no cost for participating organisations. A limited number of seats is available for this round (September 2025 – April 2026), ensuring personalised attention and high-quality outcomes for each selected beneficiary.

The InnoHSupport consortium brings together a multidisciplinary team of experts with proven experience in delivering innovation procurement across Europe. Their support is grounded in regulatory knowledge, policy alignment, and direct experience with PCP, PPI, and strategic procurement frameworks.

¹ European Innovation Scoreboard (EIS) 2024. <https://projects.research-and-innovation.ec.europa.eu/en/statistics/performance-indicators/european-innovation-scoreboard/eis-2024#/ris>

2nd Call for Advisory Services: Guidelines for applicants – InnoHSupport

This initiative is not merely technical assistance, it is part of a broader European effort to mainstream innovation procurement in healthcare, strengthen institutional capacity, and build a community of practice among advanced procurers committed to long-term impact.

1. Description of the Advisory Services

1.1 Objectives

The objective of this second tranche of Advisory Services is to provide structured, step-by-step support to healthcare organisations seeking to consolidate and advance their innovation procurement practices. The programme is designed to assist beneficiary organisations in enhancing the effectiveness, sustainability, and impact of their innovation procurement strategies, with a specific focus on the Public Procurement of Innovation (PPI) process.

This second phase of the programme targets organisations that have already undertaken preliminary or advanced innovation procurement activities and are now seeking to:

- Systematically align procurement with strategic innovation goals;
- Increase the quality, transparency, and impact of their tendering processes;
- Secure funding to sustain and expand innovation actions;
- Strengthen contract management to safeguard performance, compliance, and long-term value.

Participants in this second tranche will benefit from a flexible, tailored advisory programme lasting up to 26 weeks. The intensity and time commitment will be adapted to each team's availability and needs, allowing participants to engage at their own pace. Support will be provided by leading European experts in healthcare innovation procurement through a mix of personalised one-to-one coaching, optional group sessions, and access to practical tools, templates, and methodologies. Special attention will be given to three key thematic areas:

- 1. Funding Opportunities Identification** – Guidance on national and EU-level funding programmes that can support innovation procurement, including Horizon Europe, ESIF, and regional innovation strategies.
- 2. Assistance in Tender Documentation Preparation** – Support in drafting functional specifications, award criteria, SME-accessible procedures, and innovation-friendly IPR provisions.

3. Contract Management Support – Assistance in setting up performance monitoring, risk management, and adaptive contractual mechanisms suitable for innovative solutions.

Beneficiaries will receive tailored coaching and expert advisory support addressing the full cycle of innovation procurement—from identifying institutional needs to drafting procurement documentation and managing innovation contracts. The support will be delivered through a combination of collaborative workshops and individualised sessions.

The programme will be led by [SILO](#), an organisation with extensive experience in demand-driven innovation and PPI. In addition, project partners [Ticbiomed](#), [FIIBAP](#), [ECHAlliance](#), [TECHTOUR](#) will contribute and support to the delivery of the advisory services. Their complementary expertise ensures high-quality, practice-oriented guidance based on real-world experience and alignment with current European policy frameworks.

This targeted support is intended to strengthen the internal capacities of public and private healthcare procurers, enabling them to adopt and implement innovation procurement approaches that respond to organisational challenges and generate measurable improvements in service delivery.

1.2 Advisory Services description and benefits

The second tranche of InnoHSupport Advisory Services provides targeted, high-level coaching to support public and private healthcare procurers in advancing and consolidating their innovation procurement practices. Building upon their existing experience, beneficiary organisations will receive customised support to address critical challenges in the areas of funding, procurement documentation, and contract execution.

The service is target at public and private procurers with a medium to high level of innovation maturity including those that have already carried out some innovation procurement processes but that still need to refine, improve or professionalise their processes.

This up to 26-week programme offers structured capacity building through thematic modules, expert-led sessions, and case-based guidance. It is designed to empower organisations to embed Public Procurement of Innovation (PPI) within their strategic, procedural, and operational frameworks.

Applicants may express interest in one or more services, though **only one service will be assigned per organisation**, based on the alignment between their needs and service objectives.

The following Advisory Services are offered under Tranche 2:

Topic 4. Funding Opportunities Identification

Number of teams selected: Up to 6

This service supports beneficiary organisations in identifying and accessing financial resources to enable or scale innovation procurement. Given that funding is often a critical enabler for launching and sustaining PPI processes, this service will provide participants with an overview of available instruments at the EU, national and regional levels, including Horizon Europe, ESIF, and Smart Specialisation strategies according to selected beneficiaries' projects.

The subtopics covered during this service include *Overview of Funding Mechanisms, Matching Funds to Procurement Needs, Practical Guidance on Accessing Funding*.

What is in it for you?

Beneficiary organisations will:

- Gain a comprehensive understanding of the funding landscape at European, national and regional levels, including Horizon Europe, ESIF, and other relevant instruments for innovation procurement.
- Identify the most suitable funding sources aligned with their specific procurement objectives, sectoral priorities, and innovation strategies.
- Learn how to match funding programmes with procurement needs, considering timing, eligibility, funding scope, and compliance criteria.
- Receive practical guidance on preparing competitive applications.

- Strengthen their financial planning capacity, ensuring procurement strategies are sustainable and scalable over time.
- Access expert coaching and examples of successful funding cases, gaining insights into what works in securing support for PPI actions.
- Develop a tailored funding roadmap that can be directly applied to current or future procurement initiatives.
- Build institutional capacity to identify, pursue, and manage external funding in a systematic and strategic way.

Topic 5. Assistance in Tender Document Preparation

Number of teams selected: Up to 3

This service assists beneficiaries in drafting clear, innovation-oriented, and legally robust procurement documents to attract competitive and high-quality offers, particularly from SMEs and start-ups. Emphasis will be placed on functional specifications, innovation-friendly award criteria, and proper risk and IPR management.

The subtopics covered during this service include *Structuring Innovation-friendly tender documents*, *defining award criteria to promote Innovation* and *Managing Intellectual Property Rights (IPR) and Risk*.

What is in it for you?

Participants will:

- Learn how to structure tender documents that encourage participation from innovative suppliers, including SMEs and start-ups, by focusing on functional and performance-based requirements.
- Acquire practical knowledge on award criteria design, incorporating qualitative dimensions such as innovation, sustainability, and long-term value alongside price.
- Gain clarity on how to integrate Intellectual Property Rights (IPR) into procurement documentation, ensuring a fair allocation of risks and benefits between public buyers and suppliers.
- Improve their ability to draft legally sound and innovation-friendly procurement documents, aligned with EU directives and national legislation.
- Access best practices, real-world examples, and expert guidance on how to avoid common pitfalls and increase the attractiveness and competitiveness of their tenders.

- Develop a deeper understanding of risk management strategies and how to reflect them in the procurement process to safeguard performance and adaptability.
- Build internal capacity to manage the documentation phase of innovation procurement independently and effectively.

Topic 6. Contract Management Support

Number of teams selected: Up to 3

This service is designed to enhance beneficiaries' ability to manage PPI contracts effectively, particularly in dynamic and rapidly evolving markets. It focuses on aligning contract execution with innovation objectives, ensuring performance, managing risks, and handling contractual adaptations.

The subtopics covered during this service include *Performance Monitoring and Quality Control*, *Risk Management and Contract Adaptability*, and *IPR and Legal Considerations*.

What is in it for you?

Participants will:

Strengthen their capacity to monitor performance through the development and integration of Key Performance Indicators (KPIs) and other quality control mechanisms tailored to innovation procurement.

- Gain practical tools and methodologies for tracking supplier compliance, managing deliverables, and ensuring the achievement of contractual objectives.
- Acquire risk management strategies specific to innovation procurement, including how to identify, assess, and mitigate performance, legal, and technological risks throughout the contract lifecycle.
- Learn how to design adaptable contracts, including appropriate use of exit clauses, milestone-based payments, and contract modification clauses and procedures aligned with EU rules, due to volatility and high potential of further innovation ascertained during the contract performance.
- Understand how to manage Intellectual Property Rights (IPR) within PPI contracts to safeguard public interests while maintaining supplier incentives for innovation and commercialisation.

- Receive expert guidance on legal considerations, dispute resolution, and maintaining compliance with public procurement frameworks.
- Improve coordination between procurement, legal, and technical departments, fostering an integrated approach to contract execution.
- Enhance institutional resilience and accountability, ensuring that PPI contracts deliver value for money while supporting long-term innovation objectives.

These joint and individual hands-on coaching sessions will consist of specialised sessions for those buyers enrolled in a PPI process. Their goal will be to serve as a reference point for concrete doubt resolution.

2. Methodology

The Advisory Services will take place through a up to 26-week program from September 2025 to April 2026. The program will be divided into 8 different phases that combine individual team sessions with joint group ones:

- **Step 0. Onboarding** - Week 1 (Collaborative Kick-off). In a joint kick-off meeting, all selected beneficiary teams will be formally welcomed to the programme during a cohort-wide session. During this initial phase, participants will receive essential documentation, orientation materials, and practical guidance on the overall structure, objectives, and expectations of the Advisory Services. A Q&A segment will be included to clarify any initial questions from the teams. [1 joint session].
- **Step 1. Advisor appointment** (Individual interaction). Each team will be assigned a dedicated "advisor" to centralize and manage their requests. The advisor will ensure that each team of procures receives timely and accurate responses to their requests [1 individual session].
- **Step 2. Maturity assessment** - Weeks 2-3 (Individual consultation). Each beneficiary team will complete a structured self-assessment form to outline their organisational context, innovation procurement maturity, and specific goals. This will be followed by an individual consultation with their assigned expert consultant to discuss findings, expectations, and contextual factors relevant to their participation. The insights gathered will inform the tailoring of support throughout the programme.
- **Step 3. Methodology overview** - Weeks 4-6 (Group session). Beneficiaries will receive training materials and resources via email or a shared repository to support them in meeting objectives and producing high-quality outputs [1 joint session].
- **Step 4. Planning** - Weeks 7-8 (Individual consultation). Each beneficiary team will design a tailored action plan with the support of their assigned consultant. The plan will outline roles, timelines, and key activities. Coaches will assist in shaping the plan, which will then be reviewed and formally validated by their consultant before implementation.
- **Step 5. Execution** - Weeks 9-24 (Ongoing individual support). Teams will implement their approved plans, supported by regular bilateral interactions

with their assigned consultant. Consultants will offer tailored advice, monitor progress, address emerging challenges, and ensure alignment with the intended outputs and service goals.

- **Step 6. Synergies** – Week 15-24 (Collaborative exchange). At least two structured knowledge exchange sessions will be organised to enable peer learning across beneficiary teams. These joint sessions are designed to facilitate dialogue, highlight lessons learnt, identify synergies between organisations, and foster future collaboration opportunities.
- **Step 7. Reporting, evaluation and next steps** - Weeks 25-26 (Individual interaction). Each team will produce a final action report documenting the activities carried out, outputs delivered, lessons learnt, and a roadmap for follow-up actions. The report will be reviewed and evaluated by the team's assigned consultant, who will provide formal feedback and validate the outcomes. Emphasis will be placed on sustainability and institutionalisation of practices to ensure long-term impact beyond the service period.

Assistance includes one-on-one meetings, email support, hands-on guidance, tailored training materials, and individual support, evaluated on a case-by-case basis. Both individual and joint sessions will be approximately one hour long. Participants must attend and dedicate the required time and effort for each of the 8 steps. Nevertheless, participant teams will have to dedicate time between sessions to work by their own on the service developed.

It is important to note that the assistance offered in this call does not provide financial support for activities undertaken by the selected beneficiary. All activities and materials will be produced in English.

3. Beneficiaries

3.1 Eligibility criteria

Participation in this call is open on equal terms to **public and private procurers² operational in the provisioning of health and social care** established in a Member State (MS) of the European Union (EU) (or its Horizon-associated countries³).

For Tranche 2, we seek up to 12 teams of eligible healthcare procurers—such as hospitals, primary care centres, regional health authorities, long-term care providers, public health agencies, and similar institutions—that:

- Are currently operational in the health and/or social care sector;
- Have a medium to high level of innovation maturity, demonstrated by having previously initiated or conducted Public Procurement of Innovation (PPI) or Pre-Commercial Procurement (PCP) processes, or are in the process of implementing advanced innovation-oriented procurement strategies;
- Are willing and able to commit a multidisciplinary team of preferably three members, including procurement, technical and/or strategic roles, for the full duration of the support programme (up to 26 weeks);
- Can engage in joint and individual activities, submit required documentation, and participate actively in mentoring and reporting tasks.

In addition, applicants should not have convictions for fraudulent behaviour, other financial irregularities, or unethical or illegal business practices.

A maximum of 12 teams of procurers will be selected for the three services, distributed as follows:

- 6 teams of procurers for Advisory Services under Topic#4. Funding Opportunities Identification will be selected.
- 3 teams of procurers for Advisory Services under Topic#5. Tender Document Preparation will be selected.
- 3 teams of procurers for Advisory Services under Topic#6. Contract Management Support will be selected.

² Organisations that are contracting authorities or contracting entities according to the definition of those terms in the EU public procurement directives 2014/24/EU, 2004/25/EU, 2009/81/EC.

³ https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/list-3rd-country-participation_horizon-euratom_en.pdf

3.2 Responsibilities of the beneficiaries

The beneficiaries commit to:

- Attending sessions organised by the Advisors as outlined in the agreed work plan.
- Keeping engaged and executing the work plan from September 2025 to April 2026 at the latest.
- Provide the information requested by the Advisor for preparing a report detailing the benefits and impact of the service, produced in English and following the template provided by the Advisors.
- Participating in ex-ante and ex-post online surveys coordinated by the programme, aimed at evaluating the relevance, effectiveness, and impact of the support received. These surveys will contribute to a broader impact assessment and help shape future innovation procurement support services.

4. Application process

4.1 Proposal submission

Applicants shall submit their application electronically through the submission tool within the submission period established by the Call. They should take full account of all proposal documents downloaded from the InnoHSupport website. Access to the Call documents by clicking [here](#).

To apply to the InnoHSupport Advisory Services, please submit the following information before the deadline:

- **Annex 1. Administrative and proposal form:** Download the **administrative and proposal form** template from the [InnoHSupport website](#) and fill it in by including the information requested, including the topic selected. As part of the form, you will also find a Commitment letter. By signing this Annex, you accept the commitments described about your organisation credibility and capacity to successfully execute the program.
- **Online form:** Once the document mentioned above (administrative form, including the commitment letter) is fulfilled, access <https://ec.europa.eu/eusurvey/runner/InnoHSupport2ndCallAdvisoryServices> to complete the required fields and upload the documents (in pdf format). Only proposals submitted through the Call submission tool EU Survey at the link included above and within the Call deadline will be accepted.

Each applicant may submit only one application for each of the Advisory Services offered. If several applications are submitted by an applicant for the same type of Advisory Services, only the last dated one will be retained for evaluation.

Applications submitted by any other means or outside the application period may not be evaluated. The information provided should be current and updated, true and complete and should allow the assessment of the proposal.

4.2 Language

Applications must be submitted in English. Submissions in any other language will not be considered for evaluation.

4.3 Deadline

The submission period begins on the first working day following the publication of the Call. The deadline to apply for the Advisory Services is **June 30th, 2025 at 2pm (CET)**.

5. Evaluation process

5.1 Evaluation criteria

The beneficiaries to receive this assistance are chosen through a fully transparent selection procedure against the following weighted criteria:

Criteria	Description	Weight
FEASIBILITY	<p>The criterion evaluates the practical ability to implement the program within the organization. It encompasses:</p> <ol style="list-style-type: none"> Permission to actuate: The credibility and sufficiency of documented authorization from the organization to execute the program. This includes assurance of adequate time allocation, access to necessary resources, and commitment to engage stakeholders in essential activities such as briefings and documentation reviews. Interdepartmental collaboration: The organization's capacity to facilitate effective interaction and cooperation among relevant departments, ensuring smooth integration and alignment of efforts across various organizational units. <p>This criterion assesses whether the foundational conditions and internal structures are in place to enable the successful implementation of the program.</p>	40%
	<p>Topic #4. Funding Opportunities Identification</p> <p>Feasibility assesses whether the organisation is committed to identifying and securing funding to support its innovation procurement processes. This includes the availability of human and organisational resources to explore and apply for funding opportunities, the existence of relevant procurement initiatives requiring financial support, and the capacity to integrate funding strategies into institutional planning.</p>	
	<p>Topic #5. Tender Document Preparation</p> <p>Feasibility assesses whether the organisation has the mandate and operational readiness to draft or revise tender documentation with an innovation-oriented focus. This includes access to procurement expertise, the ability to involve technical and legal departments, and the commitment to align tendering activities with innovation objectives and EU procurement frameworks.</p>	
	<p>Topic #6. Contract Management Support</p> <p>Feasibility examines whether the organisation has the necessary support, internal coordination, and resource allocation to implement advanced contract management practices. This includes the ability to</p>	

	integrate performance monitoring, risk mitigation, and IPR considerations into ongoing or future innovation procurement contracts, ensuring compliance and impact.	
TEAM COMMITMENT	<p>This criterion evaluates the team's capacity and readiness to participate effectively in the Advisory Services, focusing on operational fit and institutional support. It ensures that participating teams are prepared to engage fully and deliver the expected outcomes of the programme.</p> <p>The assessment will consider the following:</p> <ol style="list-style-type: none"> 1. Team suitability: The composition of the team is adequate for the selected service, combining relevant roles and expertise (e.g., procurement, legal, technical, strategy) and experience to carry out the proposed activities. 2. Availability and engagement: The team demonstrates awareness of the programme's workload and timeline and confirms its availability to participate in scheduled activities and individual coaching during the up to 26-week period. 3. Organisational support: The organisation acknowledges and supports the team's participation, including alignment with strategic goals and a willingness to integrate the service outputs into future actions. <p>Topic #4. Funding Opportunities Identification Team commitment assesses whether the team has the appropriate expertise (e.g. procurement, finance, EU funding), sufficient availability, and the internal coordination required to identify, match, and pursue funding opportunities. It also considers whether senior management supports the integration of funding strategies into the organisation's procurement planning.</p> <p>Topic #5. Tender Document Preparation Team commitment examines whether the team brings together key profiles—such as procurement, legal, and technical staff—who can effectively draft or revise innovation-oriented tender documents. It considers the team's availability for technical work, and whether leadership supports the use of innovation-friendly procurement procedures.</p> <p>Topic #6. Contract Management Support Team commitment evaluates the team's ability to manage and monitor complex contracts, including legal, technical and performance aspects. It assesses whether the team has sufficient availability and the strategic mandate to implement contract management improvements that reinforce innovation outcomes.</p>	40%
ADOPTION WILLINGNESS	This criterion evaluates the organisation's motivation and readiness to implement the outcomes of the Advisory Service beyond the duration of the programme. It ensures that the support provided will translate into lasting improvements and strategic follow-up actions favourable to an innovation culture in the organization.	20%

	<p>The assessment will focus on the following:</p> <ol style="list-style-type: none"> 1. Organisational motivation to adopt: The extent to which both the management and project teams demonstrate a clear and credible commitment to applying the outputs of the Advisory Service in future innovation procurement initiatives. This includes the organisation's willingness to institutionalise the knowledge, tools, or strategies developed and to embed them within operational or strategic planning. <p>This criterion ensures that participating organisations are not only receptive to the support received but also committed to leveraging it for continued progress, internal capacity building, and long-term innovation adoption.</p> <p>Topic #4. Funding Opportunities Identification This criterion assesses the organisation's commitment to integrating the funding knowledge and tools acquired during the service into future procurement planning. It evaluates the willingness of both the management and project teams to pursue identified funding sources and embed funding strategies within innovation-related initiatives.</p> <p>Topic #5. Tender Document Preparation This criterion evaluates the motivation of the organisation to apply the improved documentation practices and innovation-oriented approaches in future tenders. It considers the readiness to institutionalise learnings, adapt internal procedures, and continuously improve the quality and accessibility of procurement processes.</p> <p>Topic #6. Contract Management Support This criterion assesses the organisation's intention to apply contract management improvements—such as performance monitoring, IPR handling, and risk mitigation, future innovation procurement contracts. It reflects the organisation's capacity to use the acquired methods to strengthen post-award execution practices.</p>	
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Table 1. Evaluation criteria

Proposals that demonstrate a strong commitment to gender balance within project teams and activities will receive positive consideration during the evaluation process. Applicants are encouraged to incorporate gender-balanced approaches in their methodologies, leadership roles, and team composition, as this will be a key aspect of the assessment criteria.

5.2 Evaluation Committee

A selection committee of experts will be appointed to evaluate the applications, comprising experts from the project partners.

5.3 Evaluation process

Only the documentation included in the application will be considered by evaluators. The evaluation process will follow these steps:

Step 1. Eligibility check. A combination of automatic filtering and manual checking will discard applications that do not meet the eligibility criteria listed in section 3.1 of this document.

Step 2. Remote evaluation. The experts will score each award criterion on a scale from 0 to 5 (0,5 decimal point scores may be given):

0 = Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.

1 = Poor: criterion is inadequately addressed or there are serious inherent weaknesses.

2 = Fair: proposal broadly addresses the criterion, but there are significant weaknesses.

3 = Good: proposal addresses the criterion well, but a number of shortcomings are present.

4 = Very good: proposal addresses the criterion very well, but a small number of shortcomings are present.

5 = Excellent: proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

Scoring will be duly justified by the experts and an evaluation report will be produced and sent back to the applicant.

Each proposal will be assessed by two experts, with one designated as the rapporteur. As a result, applicants will receive via email one Evaluation Summary

Report (ESR), summarising the evaluation of each expert. If there is a disagreement between the two experts, a third evaluation will be conducted.

Step 3. Preliminary ranking and communication of results selection. The panel of experts will produce a ranked list, based on the scoring received and considering that at least 10% of selected participants will come from low or moderate innovation regions. In the event of a tie, the tie-breaking criteria shall be 1st Feasibility, 2nd Team commitment, 3rd Adoption willingness. In the event of a second tie, priority will be given to achieving geographical balance by ensuring that beneficiaries represent a diverse range of EU member states. This means selecting applicants from countries that are not yet represented among the beneficiaries already chosen. SILO will communicate the final results to all applicants, whether they are rejected, selected, or placed on the waiting list. Additionally, a reserve list will be prepared to account for any unforeseen changes in the final selection process.

Step 4. Appeal procedures. All candidates have the right to an appeal procedure on eligibility issues or procedural issues, on how the application was handled in the evaluation and eligibility-checking process within 5 working 5 days from the formal results communication. Applicants may start a written redress through the email application@innohsupport.eu. The Evaluation Committee will give a response within 5 working days upon receipt. If the redress is accepted and after reassessment of the application, the proposal ends up in the ranking list, the applicant will be offered a fellowship.

Step 5. Final ranking and publication of the results. The final ranking and reserve lists will be published on the InnoHSupport website.

5.4 Evaluation timeline

The tentative dates for each phase of the evaluation are outlined below. These dates are provisional and may be adjusted if there are changes to the InnoHSupport project schedule.

Milestone	Deadline
Call for Advisory Services, tranche 2	June 30th, 2025 at 2pm (CET).

Eligibility check	From July 2nd to July 8th, 2025.
Remote evaluation	From July 9th to July 22nd, 2025
Final ranking publication	July 25th ,2025.

Table 2. Evaluation timeline

6. Collaboration Agreement

Prior to initiating the awarded advisory service, a collaboration agreement will be signed between SILO, serving as the advisory service provider, and the selected beneficiary. This agreement formalizes the terms and conditions governing the provision of the assistance and ensures a clear understanding of roles and responsibilities by both parties.

To assist potential applicants in preparing for this step, a template of the Collaboration Agreement would be shared with all selected beneficiaries alongside the official communication of the results. This document provides a comprehensive overview of the agreement's structure and key provisions, enabling applicants to familiarize themselves with the service and its commitments in advance.

7. Data protection

This Call for Advisory Services involves the collection of personal and non-personal data from the applicants. Your personal data relating to you as a natural person or to the organisation or institution you represent are collected for the purpose of verifying the eligibility of the applications and for the purpose of mandatory reporting to the European Commission by the InnoHSupport project.

The provisions of the General Data Protection Regulation (GDPR) shall be complied by the organisations participating in this Call for Advisory Services with respect to the processing of personal data. Based on that, all your personal data will be processed lawfully, fairly and in a transparent manner. Your personal data may be processed both digitally and non-digitally, in full compliance with the security measures provided under the GDPR.

By applying to this Call for Advisory Services, the applicants consent to the use, processing and retention of their personal data, in accordance with article 6.1 (e) and (c) of the General Data Protection Regulation (GDPR) (2016/679) and for the purposes of:

- processing and evaluating the application;
- administering any subsequent Advisory Services;
- managing the relationship between the Beneficiaries and Silo as provider of the Advisory Services;
- disseminating the results of the Call;
- providing aggregate data to the European Commission for reporting purposes;
- and complying with audits that may be initiated by the Funding Agencies and the EC (or its agencies);

In addition, by submitting an application, the applicants agree to share their personal data with the members of the Selection Committee in relation to the above activities. Also, selected beneficiaries will be asked to complete and ex-ante and ex-post survey to assess and evaluate the service impact in the organisation.

The beneficiaries may be asked to participate in interviews or contribute to communication material about the Advisory Services received during the project

period. This material, including personal data, will be published on the, InnoHSupport project website, social media channels or publicized through press releases. Participation is not mandatory.

We remind you that, in your capacity as a natural person, you may exercise your rights against InnoHSupport at any time in accordance with the relevant provisions of the GDPR by sending an email to innohsupport@echalliance.com.

8. About InnoHSupport project

InnoHSupport's main goal is to bridge those gaps that hamper the progress in the definition, implementation, and adoption of innovative solutions in the healthcare ecosystem by offering a portfolio of advisory services for procurers, state-owned enterprises, SMEs and start-ups, research and technological organisations, innovation agencies and other organizations, like investors, responsible for promoting innovation procurement.

The objectives of the project are:

- **Procurers & Suppliers match.** Establish the basis for useful collaboration bringing together the demand and supply chain actors by creating a network of public buyers and economic operators (companies/investors) that support innovation procurement in Europe.
- **Innovation Capacity Building.** Enhance sustainable knowledge and skills on innovation procurement strategic, operational, procedural, operative and legal frameworks for suppliers and public and private procurers, including evaluators of innovative procurement tools.
- **Expert Showcase.** Scale up examples of best practice on the definition of needs and design of procedures and long-term strategies in the field of innovation procurement as case-studies for SMEs awareness and understanding.
- **Procurers / Suppliers interaction.** Awareness raising about best practices between SMEs and procurers (public and private) that may help to discover the right innovative technological solutions and assists in their development and further acquisition.
- **Investors Access.** Create more structured cooperation between the ecosystems of procurers (public and private) and financial investors for innovation procurement.
- **Innovation Cultural Change.** Foster the essential cultural change of innovation actors regarding the adoption of public procurement of

innovation processes by diminishing their resistance to change and risk-adverse perceptions.

- **European Innovation Ecosystem (EIE) Building.** Contribute to the EU growth policy and strategy by building Interconnected Innovation Ecosystems to tackle societal challenges as well as to support the activities of the EIT-Health, EEN, and the Implementation of the New European Innovation Agenda.

8.1 InnoHSupport and the Advisory Services

Project methodology is based on three pillars:

- **Pillar I.** Capacity building focused on building capacities and skills to the innovation procurement ecosystem.
- ***Pillar II.*** *Inventory of innovation procurement Advisory Services oriented towards the design and testing of a comprehensive set of advisory services covering the whole innovation process cycle.*
- **Pillar III.** Collaboration and Matchmaking to foster the innovation ecosystem building by developing spaces for co-design and matchmaking. InnoHSupport is made by and for innovation actors.

Under Pilar II, the Advisory Services will include, among others, provision of training materials, executive training interventions, methodologies for innovation procurement, dedicated coaching sessions, innovation showcases, scanning of relevant bidding opportunities, matching with potential bidding partners, acceleration services, etc.

Throughout the project, two Calls for Advisory Services will be issued, targeting public and private health and social care procurers within the EU or Horizon-associated countries who are either engaged in or preparing for an innovation procurement process. A total of 30 teams of procurers will be selected across both calls, with 18 beneficiaries chosen in the first call, and the remaining 12 anticipated to be selected in this second call 2025.