

# Request for Proposal for: Startup Pitch Coaches / Trainers / Storytellers / Moderators – English, Spanish and French

Date: Friday, 5th of July 2024

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# 1 Overview

# 1.1 Executive Summary

This is a Request for Proposal (RFP) that details EIT Climate-KIC's requirements for services. Please treat this document in accordance with the confidentiality obligations detailed further in this document.

Services and/or goods requested	EIT Climate-KIC is seeking proposals from qualified and experienced startup pitch coaches or trainers to join the pool of experts in the Entrepreneurship Solutions and Ventures unit.			
	The goal is to enhance the pitch skills of our participants, enabling them to effectively communicate their business ideas to potential investors, partners, and customers.			
	Ideally, we are looking for pitch coaches and trainers with experience in supporting startup founders to build and present the environmental and social impact of their ventures. We also welcome general business startup pitch coaches and trainers with the motivation to adapt their services to focus more on impact pitching/ storytelling.			
The legal entity requesting these goods and/or services	Climate-KIC Holding B.V. and Stichting Climate-KIC International Foundation			
Services and/or goods will be delivered to the following locations	of Climate-KIC (e.g. Zoom, MS Teams). The service provider will need the			
EIT Climate-KIC	Elisa von Fritsch			
Contract	Project Assistant			
Manager for submitting inquiries	elisa.fritsch@climate-kic.org and please copy entrepreneurship@climate-kic.org			
Online Form for	https://jq7xm1iv5h5.typeform.com/rfp-pitch-coach			
proposal submissions				
Proposed contract term for successful candidates	24 months with the possibility of an extension to renew for a further 12 months at EIT Climate-KIC's discretion.			

#### 1.2 Timelines

EIT Climate-KIC has set the following indicative timelines for this RFP:

Planned Date*	Milestones
Thursday, 11th of July 2024	RFP issued to bidders
3 business days before the Submission Deadline	Deadline for bidders to submit questions on the RFP
Sunday, 28 <sup>th</sup> of July 2024	Bidders submit proposals / Submission Deadline
Expected Friday, 2 <sup>nd</sup> of August	EIT Climate-KIC team to review proposals
2024	EIT Climate-KIC to gain clarification from bidders
Expected Monday, 5 <sup>th</sup> of August 2024	Notification of contract award
23:59 CET on 11 <sup>th</sup> of August 2024 for 5 business days.	Standstill period ends
Expected 1 <sup>st</sup> of September 2024	Proposed contract start date

<sup>\*</sup> EIT Climate-KIC reserves the right to amend this timetable during the RFP.

# 1.3 How you can participate

- 1. Review the RFP documents provided by EIT Climate-KIC.
- 2. Email the Contract Manager letting us know you will submit a proposal (within 5 business days if possible).
- 3. If you have questions on the RFP, email the Contract Manager at least 3 business days before the submission deadline. We aim to respond in a timely manner wherever possible.
- 4. Submit a proposal following the requirements at Section 6 by the Submission Deadline stated at Section 1.2.
- 5. EIT Climate-KIC will assess bids and notify bidders following the timeline at Section 1.2.

### 1.4 About EIT Climate-KIC

EIT Climate-KIC is the EU's climate innovation initiative, working to accelerate the transition to a zero-carbon and resilient world by enabling systems transformation. Headquartered in Amsterdam, it operates from 13 hubs across Europe and is active in 39 countries. EIT Climate-KIC was established in 2010 and is predominately funded by the European Institute of Innovation and Technology (EIT), a body of the European Union.

As a Knowledge and Innovation Community (KIC), it brings together more than 400 partners from business, academia, the public and non-profit sectors to create networks of expertise, through which innovative products, services and systems are developed, brought to market and scaled-up for impact.

See <a href="https://www.climate-kic.org/">https://www.climate-kic.org/</a> for more information.

# 2 Confidentiality

All information provided in this Request for Proposal (hereinafter "RFP") document and any information that may be subsequently disclosed during discussions, correspondence and negotiations is confidential and must not be disclosed to any other party or used for any other purpose whatsoever without the prior written permission of Climate-KIC Holding B.V. or relevant subsidiary (hereinafter "EIT Climate-KIC").

The expert/consultant must not disclose any such information, materials, specifications or other documents to any third parties or to any other part of the expert/consultant's group or use them for any purpose other than for the preparation and submission of a response to this RFP. The expert/consultant must not make any press announcements or publicise in any way EIT Climate-KIC's name, this document, the quotation process or any subsequent agreement without the prior written consent of EIT Climate-KIC.

EIT Climate–KIC may require the execution of Non–Disclosure Agreement as part of this RFP or for future commercial engagements. As part of preparation for the submission of the response and in any subsequent negotiations, the Supplier is allowed to disclose confidential information to others within the Supplier organisation, external advisors or subcontractors, provided that the confidentiality conditions are adhered to.

Employees of either party who have access to confidential information must be notified of their obligations regarding confidentiality and of the disciplinary proceedings which will result if confidentiality conditions are breached.

# 3 Introduction and Background

# 3.1 EIT-Climate KIC Entrepreneurship Programmes

Over the past 10 years, the EIT Climate-KIC has supported thousands of climate-focused start-ups around the world. Our ClimAccelerator programme has been a major climate innovation solution provider, with over 3,000 solutions supported and more than €2 billion of capital secured. The Climathon programme for citizen activation and ideation first plants the seeds of inspiration. Our incubator, ClimateLaunchpad, then helps innovators turn ideas into climate-positive businesses – we've supported over 3,000 of them! Finally, ClimAccelerator scales and accelerates these start-ups through radical collaboration and sharing resources.

Our entrepreneurship pipeline has shifted into multi-stakeholder and transformational programmes. As we move forward, partnerships are at the forefront of our entrepreneurship programmes. We must harness the full force of a diverse, global, connected community to create the exponential effects we need to unlock systemic change.

Entrepreneurs and their teams can only go so far. They need ideation support, knowledge of climate change and impact, business skills, access to networks, finance and mentorship opportunities. That's where EIT Climate-KIC comes in. We pride ourselves in covering the entire pipeline of start-up development to unleash business solutions at the number, scale and speed required for systemic change.

We constantly support and capacitate Entrepreneurship Support Organisations globally, to enable them with resources, knowledge, insights and tools to foster their climate innovations and ventures they are working with while implementing our programmes.

Together, these programmes bridge the gap between climate-positive ideas and large-scale impact. Citizens, students, experts, corporates, governments, and entrepreneurs can connect with a global ecosystem of breakthrough solutions to realise a zero-carbon, climate-resilient society.

For further background information on EIT Climate-KIC's Entrepreneurship programmes, see Annex 1.

# 3.2 Goal

As part of the support services we provide to the participants in our entrepreneurship programmes, we want to include a high-quality pitch coaching service with a specific emphasis on impact (social and environmental).

As part of the support services we provide to the startups today we support them assess and generate insights on multiple impact dimensions:

- GHG emissions reduction potential
- Adaptation and resilience potential
- Circularity
- Paradigm shift and/or system transformation potential (including impact dimensions in the social area)
- Diversity, Equity and Inclusion (DEI) with special emphasis on gender.

From the insights generated on these impact dimensions, we want to support startup founders in translating and integrating these as part of their pitch-deck and pitching skills.

EIT Climate–KIC has already created an impact pitching capacity–building module for startup founders to learn some of the basics around impact pitching and how to integrate the impact dimensions they address in our programmes in their pitch decks, as a complementary service pitch coaches usually provide.

The pitch coaches we are seeking MUST incorporate and collaborate with us integrating our impact dimensions into their working methodologies as a basis to support them build their impact pitching stories and skills. The ultimate goal is to help our startup teams design, refine and deliver compelling pitches, with impact at their core, to investors, partners, and other stakeholders.

# 4 Specification

## 4.1 Scope

The pitch coach(es) will be expected to:

# 1. Design and Adapt Pitching Methodologies and Materials:

 Work with EIT Climate-KIC in-house impact experts in designing, translating, integrating and adapting impact insights into pitching methodologies and materials.

# 2. Conduct Workshops:

- Deliver workshops on the fundamentals of effective (impact) pitching, including storytelling, slide design, and public speaking.
- Provide best practices for engaging investors and addressing common questions.

# 3. One-on-One Coaching:

- Offer personalized coaching sessions to each startup team, helping them refine their (impact) pitch content, delivery, and slide deck.
- o Provide constructive feedback and actionable improvement plans.

#### 4. Mock Pitch Sessions:

- Organize and facilitate mock pitch sessions with real-time feedback.
- Evaluate pitches and provide detailed feedback to help teams improve their performance.

# 5. Final Pitch Preparation:

- Assist teams in preparing for their final pitch day, ensuring they are confident and well-prepared.
- o Conduct final rehearsals and offer last-minute tips and adjustments.

# 6. (optional) Moderation of Events

o Moderate and facilitate events organised by EIT Climate-KIC, such as Demo Days.

## **4.2 Pool of Experts**

The contract will be appointed to a panel of providers called a "pool of experts". A panel of multiple providers will be selected and then appointed contractually prior to the delivery of services. Appointment to the Panel does not guarantee an award of work. EIT Climate–KIC reserves the right to seek quotations from one or more panel members during the duration of the contract at our own discretion.

EIT Climate-KIC reserves the right to award the contract to more than one third-party expert/consultant to achieve suitable capabilities for the geographical coverage described.

# 4.3 Geographic Coverage

Bidders are encouraged to make it clear in their proposal what countries they can evidence experience in and note any geographical limitations to the coverage of these services.

The current geographical focus of the work is on these countries but could change in the future, hence applicants from other countries are welcome as well:

- In Europe: the European Union member states and Horizon Europe associated countries
- In Africa:
  - a. Guinea
  - b. Niger
  - c. Togo
  - d. Mauritania
  - e. Madagascar
  - f. Uganda
  - g. Kenya
  - h. Mozambique
  - i. Nigeria
  - j. Benin
  - k. Burkina Faso
  - I. Cote d'Ivoire
  - m. Senegal
  - n. Sierra Leone
  - o. South Africa
  - p. Tanzania
- In Latin America and the Caribbean:
  - a. Dominican Republic
  - b. Honduras
  - c. México
  - d. Bolivia
  - e. Guatemala
  - f. Haiti
  - g. Perú
  - h. Colombia
  - i. El Salvador
  - j. Argentina
  - k. Costa Rica
  - I. Brazil
  - m. Chile
  - n. Ecuador
  - o. Guyana
  - p. Jamaica
- In Asia:
  - a. Vietnam
  - b. India
  - c. Papua New Guinea
- In the Pacific:
  - a. Vanuatu
  - b. Fiji

# 4.4 Statements of Work, Plans, Deliverables and Reports

The plan of the creation of statements of work, final timelines and budgets, details of scope and objectives, deliverables and outcomes, etc. will be discussed individually under the framework agreement which may happen at any moment.

Reports will be requested to be written at a suitably professional standard using a recognised (or specified) referencing style upon request. The format and structure will be discussed during a preliminary briefing with the successful party. The reports are to be provided for unrestricted use by EIT Climate–KIC and are free from all third-party copyright restrictions. EIT Climate–KIC will receive ownership of such work products and may make them available to other parties, publish online, or other at our discretion. Further requirements regarding the reports include:

- The EIT Climate-KIC brand guidelines provide the requirements for the use of our logo. These are publicly available at <a href="https://www.climate-kic.org/who-we-are/media-and-brand/">https://www.climate-kic.org/who-we-are/media-and-brand/</a>. The extent that other requirements (e.g. typeface) apply to the report can be discussed with the Contract Manager.
- The provider should allow for rounds of review by EIT Climate-KIC and subsequent edits to ensure acceptable quality of the completed report.

## 4.5 Service Level Requirements

In providing goods and/or services to EIT Climate-KIC, the following service levels are requested:

- Services are requested during business hours 9 am to 6 pm CET excluding public holidays.
- Services may be required outside general business hours and flexible working arrangements are requested to respect diverse time zones.
- The provider is to propose a suitable service level agreement to ensure key elements of goods and/or services delivery are defined, aligned and tracked over time. This should include escalation channels, performance indicators / targets and mechanisms for remediation of ongoing missed performance targets (e.g. credits, rebates or reimbursement).
- The service provider should be generally contactable and responsive during business hours by phone or email.
- Services should be delivered by professionally competent and appropriately experienced individuals.

#### 4.6 Not Used

## 4.7 Sustainability

In order to uphold our commitment to sustainability, EIT Climate-KIC aims to minimise any negative impact we may have on the natural and built environment by effectively managing our resources.

In the efforts to procure in a sustainable manner with minimal impact, the following requests are made of the bidder:

• The services are to be delivered digitally following a paperless policy.

- For events and workshops, please strictly minimise the generation of paper and plastic waste.
   Please discuss the use of brochures, paper agendas, poster boards and post-it notes with EIT Climate-KIC.
- We ask our service providers to consider the greenhouse gas emissions from transport to our offices and events. Cycling, walking, public transport and rail are preferable over air travel wherever possible.
- We love to hear what experts/consultants are doing to minimise impact. Feel encouraged to share your approach and policies if applicable.

# 4.8 Eligibility

EIT Climate-KIC reserves the right to reject proposals where the proposed expert/consultant:

- Has insufficient technical, professional or financial capacity to deliver the services,
- Has been bankrupt or insolvent (last 7 years),
- Is sanctioned by a relevant authority,
- Does not comply or has previously not complied with our <u>Ethical Standards for Contractual</u> <u>Counterparties</u>,
- Has been convicted of a crime, links to terrorism, breach of tax or social security obligations,
- Is an individual prior employee of an EIT Climate-KIC or group entity (discretionary basis),
- Will continue to be a full-time employee of an EIT grant recipient or EIT Climate-KIC partner during the contract term (discretionary basis).

If any of these scenarios apply, please make EIT Climate-KIC aware in your submission.

## 4.9 Required Experience and Capabilities

The team or individuals delivering the services should be able to demonstrate the following experience and capabilities:

- Relevant experience in pitch coaching (5 years as orientation). Specialisation in impact pitch
  coaching or knowledge about environmental and social dimensions for entrepreneurs is a
  plus.
- Written and spoken language competency in English is a must in all cases. We encourage pitch coaches with native language skills and service provision in French and Spanish.
- (optional) Experience in designing, moderating and facilitating small, medium or large-size public events (e.g. Demo Days).
- Developing and delivering analytical and audience-friendly reports.
- Project and financial management showcasing on-time and on-budget delivery.

# 4.10 Payment & Invoicing

 Payments will be made following provision of a correctly rendered undisputed digital (via email) invoice to EIT Climate-KIC. The EIT Climate-KIC contract manager will inform the successful bidder where to submit invoices.

- Payment terms associated with delivery of the goods and/ or services must be not less than net 30 days.
- EIT Climate-KIC will provide a purchase order number to be referenced on invoices.
- Where EIT Climate-KIC is requesting services over longer periods of time, we ask that bidders invoice in a pay-as-we-go model (e.g. billed on a monthly consolidated invoice based on work completed or completion of deliverables).
- Requests for deposit payments are generally not accepted.
- If the bidder is requesting any form of payment prior to delivery of goods and/or services, this must be raised with EIT Climate–KIC.
- If submitting invoices for subscription services, please ensure these fees are itemised and priced at line level.

## 4.11 Contract Management

A framework agreement is proposed for the award of work.

EIT Climate-KIC can share its standard terms and conditions but will consider the bidder's own terms and conditions on the basis that the bidder can incorporate the following:

- EIT Climate-KIC requires that service providers provide an indemnity to EIT Climate-KIC for breach of third-party intellectual property rights.
- In addition, EIT Climate-KIC will ask that service providers comply with the Ethical Standards for Climate-KIC Contractual Counterparties available at https://www.climate-kic.org/policies
- Service providers are required to comply with EIT Climate-KIC's standard data protection clauses (can be provided in advance on request) and provide an indemnity for any breach.
- The liability of the service provider to EIT Climate-KIC (and affiliates) to be uncapped in respect
  of breach of data protection clauses. For all other heads, liability of the service provider to EIT
  Climate-KIC (and affiliates) may be capped at a reasonable multiple of fees not less than 2X.
  If applicable, EIT Climate-KIC liability to service provider also be similarly capped.
- No indemnities extended by EIT Climate-KIC to service providers.
- EIT Climate-KIC own, or are licensed, or otherwise possess legally enforceable rights, to use, sell or license, as applicable, all Intellectual Property (including, but not limited to, documents, information, data, software, source code, models, databases, techniques, designs and other materials, results, deliverables, content and rights therein) in the Works and Documents created and paid for under the respective service agreements. The expert/consultant acknowledges and agrees that (i) EIT Climate-KIC shall retain exclusive rights to all EIT Climate-KIC Background IPR; and (ii) Expert/consultant has no right to use or license the EIT Climate-KIC Background IPR, except as expressly set forth in the Contract.

### 4.12 Account Management

The provision of services associated with this RFP will be subject to the following account management requirements:

• The service provider can discuss and agree on the frequency and scope of periodic account management meetings with the EIT Climate-KIC Contract Manager

- Progress shall be reported monthly by email or call upon request
- KPI's to any Statement of Work are to be reported quarterly or as otherwise agreed

# 5 Award Criteria

EIT Climate-KIC will assess bids based on the following factors:

Component	Weighting
<b>Cost and Value</b> – Competitiveness of the pricing structure, and overall value proposition.	40%
<b>Quality of Approach and Methodology</b> – Clarity and feasibility of the proposed approach. Innovative methods or techniques.	20%
<b>Relevant Experience and Expertise</b> – Proven track record in pitch coaching, and experience working with startups and accelerator programmes.	20%
<b>References and Case Studies</b> – Positive feedback from previous clients and successful outcomes from past engagements.	10%
Languages, geographical coverage and availability – The working languages and geographies the proponent can cover as well as their availability, flexibility and responsiveness.	10%
Total	100%

# 6 Instruction to Bidders

# 6.1 Responding with your proposal

EIT Climate-KIC is requesting the following be submitted online <u>here via this Webform</u> to bid on this contract:

- 1. A Proposal that sufficiently details the bidder's solution and responds to the requests contained in this document.
  - The bidder is kindly asked to include their trading name, VAT or tax identification number (if applicable) and the registered trading address (please note, address is not required for an individual).
  - o Include website links to examples of work previously performed by the bidder if applicable (e.g. portfolios, work products or others)
  - Professional references that can be reached by EIT Climate-KIC to verify previous service delivery
- 2. A Quotation that meets the requirements described in Section 6.2
- 3. Resumes of individuals that will be assigned to conduct the services for EIT Climate-KIC

Any alternative solutions or services that the bidder may wish to bring to the attention of EIT Climate–KIC should be included at the end of your response. EIT Climate–KIC reserves the right to reject RFP responses that do not confirm with these guidelines.

All responses shall be made to the Contract Manager (refer to Section 1.1) via electronic copy.

# **6.2 Quotation requirements**

EIT Climate-KIC requests that bidders quote in the following manner as appropriate to the delivery of the services:

- Please provide itemised quotations in Euros and specify if the quote includes/excludes VAT or any other taxes;
- Provide a rate card for relevant grades of employment that will be conducting services for EIT Climate-KIC (e.g. day rate) instead of averaged rates. These may be used for additional services.
- Travel and subsistence for these services are strictly limited. Domestic travel and subsistence will not be reimbursed unless agreed in advance and in writing with EIT Climate-KIC. If you require international transport and/or accommodation, please make this clear and estimate costs in your quotation. Time for travel will not be billable hours.
- Include all applicable costs or charges associated with providing the goods and/or services in your quotation.
- Please quote on a company letterhead or similar company form where possible

Table 1: Provided quotations to include the following details

# Rate card for services (per day\*, in Euros excluding VAT):

- Pitch training to startups in groups of up to 10 startups EUR / day. (optional) This can be broken down into:
  - (Senior/ Junior) Pitch coach/trainer EUR / day
  - Others (eg. technical/ project assistant) EUR / day
- 1:1 pitch training to startups EUR / day. (optional) This can be broken down into:
  - (Senior/ Junior) Pitch coach/trainer EUR / day
  - o Others (eg. technical/ project assistant) EUR / day
- Rate for conception, development or preparation of coaching, training sessions, training materials or moderation of events – EUR / day
- (\*) One day at EIT Climate-KIC is 8 hours. If services are charged by the hour, please add them to the rate card to show your services as daily rates.

# 6.3 Subcontracting guidance

It is not anticipated that the delivery of these services will require subcontracting.

# 6.4 Complaints handling

EIT Climate-KIC offers bidders a mechanism to foster transparency and enable procurement best practices.

Bidders have the right in this procurement procedure, within a reasonable time, to address questions, request additional information and obtain feedback, as well as submit complaints. Requests for information or clarifications and complaints will be directed to the contact person (the Contract Manager or other designated person) indicated in this Request for Proposal. EIT Climate–KIC reserves the right not to action complaints received after any applicable standstill period.

The Contract Manager will acknowledge, review and respond to complaints or clarifications presented by bidders in a reasonable time. EIT Climate-KIC reserves the right to conduct a procedural review, make changes to the published procurement documents or take other action in response to complaints at its discretion.

In the event of a serious irregularity in connection with this procurement, and after first exhausting the recourse of obtaining a reply from the contact person for this procurement, bidders and suppliers are referred to the channels outlined in EIT Climate-KIC's Strategy & Policy Anti-Fraud, Bribery and Corruption (refer whistleblowing) available at <a href="https://www.climate-kic.org/policies/">https://www.climate-kic.org/policies/</a>.

#### 6.5 Terms of this RFP

- 1. Your proposal should be submitted according to the instructions as detailed in this section and should be valid for a period of at least six (6) months from the bid due date. Any proposal submitted outside the scope defined may be rejected without provision for re-submission.
- 2. Any further information pertaining to this RFP, of whatever nature, must be directed to the Contract Manager detailed in Section 1.1. If a point of clarification materially affects the RFP, our response will be circulated to all bidders, otherwise the response will only be sent to the bidder seeking clarification.
- 3. If any doubt exists concerning any element of this RFP, a clear statement should be made on the assumptions taken to arrive at your quoted costs, or alternatively contact us prior to submitting your proposal to seek clarification.
- 4. Entering into contractual arrangements with EIT Climate–KIC in connection with this RFP does not guarantee work will be awarded.
- 5. EIT Climate-KIC reserves the right to reject any proposal(s) received after the submission date/time.
- 6. EIT Climate-KIC reserves the right to undertake post-bid negotiations with none, all or a shortlist of bidders.
- 7. EIT Climate–KIC, at its sole discretion, reserves the right to accept or reject any or all of the proposals received and not to award any business and shall not be bound to give reasons for any decision. Only the execution of a written agreement between an EIT Climate–KIC entity and a expert/consultant (s) will obligate an EIT Climate–KIC entity in accordance with the terms and conditions contained in such agreement.
- 8. EIT Climate-KIC reserves the right to procure services from alternative suppliers(s) where the successful bidder is, or becomes, uncompetitive within the market. However, issues over pricing and specification will be resolved through discussion and mutual agreement between EIT Climate-KIC and the expert/consultant.
- 9. Bidders are required to email soft copies of their proposal to the Contract Manager detailed in Section 1.1 based on the timeline at Section 1.2.
- 10. As per above and where applicable, bidders must acknowledge receipt of this RFP by return email to the Contract Manager detailed in Section 1.1 confirming whether they intend to submit a proposal by the Submission Deadline.
- 11. This RFP does not commit or obligate any EIT Climate-KIC company to pay any expenses incurred by you in the preparation of your Proposal. All such expenses are solely at the risk of the bidder and by submitting a proposal you automatically agree that proposal becomes the property of EIT Climate-KIC.
- 12. Proposals are to be kept as clear and concise as possible and should be sequenced and numbered in accordance with the format of this RFP.
- 13. The formatting of this document and the attached response document should not be altered.
- 14. Whilst this RFP confers no legal rights on its addressees, it is not intended that any other persons acquire rights or obligations in respect of or arising under it.
- 15. Unsuccessful bidders agree, by the submission of their proposals, to return to EIT Climate-KIC this RFP and any and all papers, records, data and materials supplied to them in connection with it, including all copies made by them.
- 16. This RFP is for consideration in whole and not in part or parts unless otherwise indicated.
- 17. All efforts have been made to ensure the accuracy and validity of information contained in this RFP. However, EIT Climate-KIC does not warrant the information accurate or comprehensive.

# 7 Attachments

# 7.1 Attachment 1: Supplementary EIT Climate-KIC programme information

Climathon <a href="https://climathon.climate-kic.org/">https://climathon.climate-kic.org/</a> is a global 24-hour climate change hackathon that takes place simultaneously in major cities around the world every year. It attracts innovators, entrepreneurs, students, and professionals to come together to create innovative solutions to climate challenges. Their audience are very diverse participants of diverse backgrounds, moments in their life, education, and industries. The oldest people in the hackathon community are still young, around their 20ies and 30ies, with plans to become and stay active in the climate space in their futures.

ClimateLaunchpad <a href="https://climatelaunchpad.org/climatelaunchpad/">https://climatelaunchpad.org/climatelaunchpad/</a> is the world's largest green business idea competition. Its mission is to unlock the world's cleantech potential that addresses climate change. Each year the competition creates a stage for over 1,000 ideas to flourish, with partners in 55+ countries offering training, coaching, and financial support. Their entrepreneurs have different ideas, usually with no entrepreneurial/business knowledge but experts in the industry/sector, in age of 20ies or 30ies (rarely 40ies). Very few may have some entrepreneurial experience and are from across the world, as the programmes are happening in different countries & continents. Hence, they may not have the highest official levels of English-speaking skills and different educational backgrounds. The participating entrepreneurs may want all types of contents to learn a lot, then may not put all in practice but should use the key elements and focus on the first steps of their business. They may want short and very useful contents, very practical ones with benefits in the short term, as they may quickly get distracted to focus on their business/clients and day-to-day business again.

Our unique Start-up ClimAccelerator programme <a href="https://climaccelerator.climate-kic.org/">https://climaccelerator.climate-kic.org/</a> offers structured business and commercial support to European start-ups in the new climate economy. It is a real-world business school for entrepreneurs with rapid development for maximum climate impact, transforming great ideas into successful climate-positive businesses. ClimAccelerator is a global open-source programme giving start-ups access to innovate, catalyze, and scale the potential of their climate solutions, shaped by over 10+ years of experience. It goes beyond European borders, building a bridge between our world's industry experts and local systems to break new ground in carbon reduction. Their entrepreneurs are mostly in their 20ies or 30ies (rarely 40ies), with some business/entrepreneurial knowledge and experiences and may be experts in their industry. They are usually from different educational backgrounds and again from different countries and continents, with certain travel experience and basic to advanced English skills. They may want short and very useful contents, very practical ones with benefits in the short term, as they may quickly get distracted to focus on their business/clients and day-to-day business again.