

Test Farms 2023 - Terms and conditions

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1. General information about the programme

Test Farms is a programme offered by EIT Food (hereinafter: **Test Farms**). Its aim is to support startups and individuals in testing their innovative solutions that make agriculture more efficient, sustainable and environmentally beneficial. Testing an innovative solution with farmers aims to obtain feedback on the usefulness, functionality and quality of the offered product or service and by improving it – increase the chances of commercialising the idea.

EIT Food is offering Test Farms program to the following applicants:

- **RIS entities** - incorporated companies (SMEs registered no later than 5 years before application date) and individuals from the following countries:
 - **EU Member States:** Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.
 - **Horizon Europe Associated Countries:** Montenegro, Republic of North Macedonia, Serbia, Turkey, Ukraine.
 - **Outermost Regions:** Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- **Non-RIS entities** - any entity in one of the following countries: Albania, Armenia, Belgium, Bosnia and Herzegovina, Denmark, Faroe Islands, Finland, France, Georgia, Germany, Iceland, Ireland, Israel, Luxembourg, Moldova, Netherlands, Norway, Sweden, Switzerland, Tunisia, United Kingdom

Participation in the Test Farms as well as financial subgrant to support testing needs will be available under specific conditions for eligible RIS entities.

Non-RIS entities cannot receive the subgrant, however they can join the Test Farm and benefit from the match-making and expert support provided by EIT Food. The cost of these services is 2500 EUR.

2. Important dates

Stage	Date
Application – submission of applications by entities	03-04-2023 to 04-05-2023
Evaluation of applications	05-05-2023 to 16-05-2023
Announcement of results (pre-selection for farmer matching)	18-05-2023
Match-making events for entities and farmers	19-05-2023 to 20-06-2023
Test phase	July 2023 - July 2024
Demo days	To be agreed on between farmers and entities.

Some dates may change, the organisers will inform accordingly on the project website: <https://www.eitfood.eu/projects/test-farms>

3. Commitment

RIS entities chosen to participate in the Test Farms commit to the following actions

1. **Application** – Interested entities are invited to apply for the Test Farms via <https://myeitfood.eu/s/login/SelfRegister>
2. **Match-making event** - Shortlisted entities will be invited to join one of match-making events. At these events, entities will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with the selected farmers.
3. **Subgranting agreement** – Entities must sign an agreement stipulating the commitments and terms for receiving the grant.
4. **Registration** - Participating entities must register at <https://pitchbook.com/> and <https://dealroom.co/>
5. **Test phase** – Entities will test their solutions on the test fields according to the plan they developed after the match-making event.
6. **Reporting** – Entities will report their progress throughout the testing phase to the Test Farms managers.
7. **Demo Day** - Following the testing, entities together with farmers will organise a demo day for local farmers/customers to attend. This will give the entities the opportunity to show their solutions to potential buyers and investors. EIT Food will help to organise these events.
8. **Final report** – Participating entities must submit a final report on their involvement in the Test Farms project.
9. **Success fee** – If thanks to the Test Farms programme the participating entity is able to capture new clients and make sales exceeding in total 30 000 EUR net within 1,5 year from the date of signing the subgranting agreement, the entity will return to EIT Food half of the grant (1500 EUR) to support future participants in the validation and promotion of their innovative ideas.

Non-RIS entities willing to participate in the Test Farms need to commit to the following actions:

1. **Application** – Interested entities are invited to apply for the Test Farms via <https://myeitfood.eu/s/login/SelfRegister>
2. **Advance payment** – Pre-selected entities who are interested in the match-making service and expert support provided in the Test Farms must make an advance payment of 500 EUR.
3. **Match-making event** - Shortlisted entities will be invited to join one of match-making events. At these events, entities will meet with farmers, evaluate the possibility of testing their innovative solutions on the farms and create a plan to test their solutions together with selected farmers.
4. **Service agreement and payment** – Once the successful matches are made, the entities must sign a service agreement with EIT Food and proceed with the payment of the remainder of the match-making service fee (2000 EUR).
5. **Test phase** – Entities will test their solutions on the test fields according to the plan drafted after the match-making event.
6. **Reporting** – Entity will be encouraged to report its progress throughout the testing phase to the Test Farms managers.
7. **Demo Day** - Following successful validation of the innovation, EIT Food will help the entities to organise a Demo Day to showcase their solution to potential clients and investors.
8. **Final report** – Participating entities will be encouraged to submit a final report on their involvement in the Test Farms project.

4. Eligibility criteria for applicants

Eligibility criteria for RIS participants.

Entities are eligible to participate in the Test Farms and receive a subgrant if they:

- **Are a RIS entities: SME registered no later than 5 years before application date or individuals** from the following countries:
 - **EU Member States:** Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia, Spain.
 - **Horizon Europe Associated Countries:** Montenegro, Republic of North Macedonia, Serbia, Turkey, Ukraine.
 - **Outermost Regions:** Guadeloupe, French Guiana, Réunion, Martinique, Mayotte and Saint-Martin (France), the Azores and Madeira (Portugal), and the Canary Islands (Spain).
- Have received no more than 60,000 euros in funding from EIT Food in 2022.
- Have developed an innovative solution in agriculture/ animal husbandry/ primary food processing*, having minimum a prototype ready to be tested in real environment.
- Work towards furthering one of EIT Food's six overarching strategic themes to transform our food system. The themes are:
 - Alternative proteins
 - Sustainable agriculture
 - Sustainable aquaculture

- Targeted nutrition
- Digital traceability
- Circular food systems
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: <https://myeitfood.eu/s/login/SelfRegister> and completed and attached all the required documentation.
- Have not participated in previous editions of the Test Farms.
- Are not or were not EIT Food’s RisingFoodStars.

*Primary food processing solutions can be tested only in Poland or Romania.

Eligibility criteria for Non-RIS entities (not registered in RIS country).

Entities are eligible to participate in the Test Farms if they:

- **Are Non-RIS entities-** Entities registered in one of the following countries: Albania, Armenia, Belgium, Bosnia and Herzegovina, Denmark, Faroe Islands, Finland, France, Georgia, Germany, Iceland, Ireland, Israel, Luxembourg, Moldova, Netherlands, Norway, Sweden, Switzerland, Tunisia, United Kingdom.
- Have developed an innovative solution in agriculture/animal husbandry / primary food processing*, having minimum a prototype ready to be tested in real environment.
- Work towards furthering one of EIT Food’s six overarching strategic themes to transform our food system. The themes are:
 - Alternative proteins
 - Sustainable agriculture
 - Sustainable aquaculture
 - Targeted nutrition
 - Digital traceability
 - Circular food systems
- Have submitted a complete application in English, i.e. answered all the questions included in the form available on the website: <https://myeitfood.eu/s/login/SelfRegister> and completed and attached all the required documentation.
- Commit to pay the 2500 EUR + VAT participation fee (advance payment of 500 EUR before match-making and final payment of 2000 EUR when EIT Food finds a suitable farmer).

*Primary food processing solutions can be tested only in Poland or Romania.

5. Selection criteria

Eligible entities (from RIS and Non-RIS) countries will be scored based on their answers to the questions on the application form (<https://myeitfood.eu/s/login/SelfRegister>) according to the following selection criteria:

Scoring criteria – Test Farms	Scoring
1. Proposed product/service addresses relevant problem in agriculture.	(1-5)

2. Proposed solution is innovative and distinguished from current offerings; it addresses a relevant need in the market.	(1-5)
3. Proposed solution is at the stage which allows it to be tested/validated during the Test Farms.	(1-5)
4. Required testing phase makes sense in the development of the product/service.	(1-5)
5. An entity is experienced and motivated enough to execute the test phase.	(1-5)
6. Requested resources for the pilot can be accommodated by the EIT Food and project partners. NB. Though EIT Food makes every effort to match entities with farmers and test land, occasionally we are unable to find a suitable match. In this instance, entities will be encouraged to apply to future rounds of the Test Farms when we have a wider farmers network. We thank you in advance for your understanding.	(1-5)

Scoring: 1- not meeting the criteria, 5 – meeting all relevant aspects of the criteria.

The applications with the highest scores will be invited to the match-making events (up to a maximum of 20 RIS entities and 6 Non-RIS entities). RIS entities who agree to work with one of the farmers/testing lands presented during the match-making and sign a subgranting agreement will be considered as a participant of the Test Farms.

EIT Food reserves the autonomous right to select max 5 entities that applied to EIT Food's programs [Seedbed](#) or [Food Acceleration Network](#) in 2023 and were not selected to join any of these programme. The selected by EIT Food entities will be also scored following the above criteria.

6. Financial support (only for RIS entities)

RIS entities enrolled in the Test Farms can apply for financial assistance of up to 4000 EUR to offset their programme costs.

The subgrant can be used for:

- Travel costs for entities to attend the matchmaking event and visiting the test site.
- Rental of other devices necessary to perform the test.
- Costs to make necessary adjustments at the testing field to perform the test.
- Entities should reserve part of the subgrant to reimburse the farmer if (s)he suffers damage caused because of the testing. These potential costs should be estimated and set aside up front.

The subgrant cannot be used for:

- Salaries for company employees.
- Product development, production and improvement (e.g. product elements and materials, research)
- Costs are not directly related to the testing of the product/service.

7. Ownership and Intellectual property

- Tested products or services have to be freely available for the pilot project – entities cannot charge the farmer for their use during the pilot project.
- Ownership of the product or service stays with the entity and all equipment needs to be returned to the entity by the farmer after the pilot project has finished.
 - If the farmer wants to keep using the solution after the pilot project (s)he must pay for the product or service.
- Intellectual property related to the product or service belongs to the entity which bears sole responsibility for its protection. The entity can ask farmer to sign NDA, if appropriate.

8. Personal data processing

- EIT Food CLC North-East sp. z o.o. with its registered seat in Warsaw and EIT Food CLC South S.L. with its registered seat in Madrid are the data controllers for the purposes of the Test Farms.
- Full Test Farms GDPR information clause can be found at: <http://bit.ly/3G00JfE>.
- At EIT Food we aim to help develop your solution and provide you visibility and access to the potential network of stakeholders. To do it, in the application form you will find a section to tick whether you give us your consent to showcase your product/service during agricultural & startups conferences & 1:1 meetings with potential clients, investors, research centers and agricultural companies for the next 3 years from your application date. It is an optional service, beside testing itself, and your consent is not mandatory.

9. Contact details

In case of any questions or inquiries please contact the Test Farms managers:

- Paweł Ciach - pawel.ciach@eitfood.eu - inquiries from applicants coming from: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Serbia, Ukraine.
- Melissa Comellas – melissa.comellas@eitfood.eu - inquiries from applicants coming from: Portugal, Spain, Turkey, Italy, Greece, Montenegro, North Macedonia.
- Paweł Ciach - pawel.ciach@eitfood.eu and Melissa Comellas melissa.comellas@eitfood.eu inquiries from applicants from Non-RIS counties.