



ICEX ESPAÑA EXPORTACIÓN E INVERSIONES, E.P.E.
SPANISH ECONOMIC & COMMERCIAL OFFICE IN LONDON
Dirección: Old Broad 125 Londres EC2N 1AR GB
E-mail: tenders@icex.es
Date: 11th February 2026

REQUEST FOR PROPOSALS

Submission: tenders@icex.es
Closing: **23:59 (London local time) hours**
on **27th of February of 2026**

Contracting authority	ICEX España Exportación e Inversiones, E.P.E (ICEX), represented by the Spanish Economic & Commercial Office in London
Contract reference number	X043-02-2026
Object of the contract	Selection of an operator with a proven track record in managing soft-landing or landing pad programmes to provide services for the design, coordination, and implementation of DESAFÍA SCIENCE 2026.
Contract duration and possible extensions	From the date of signature until 30th June 2026, or, where applicable, until completion of the planned programme activities, whichever occurs first.
Maximum budget (main contract, excluding taxes)	160,000.00 GBP (one hundred and sixty thousand pounds), tax excluded
Estimated contract value including extension (excluding taxes)	160,000.00 GBP (one hundred and sixty thousand pounds), tax excluded ,
Eligibility and qualifying requirements	<ul style="list-style-type: none"> - Financial solvency: Submission of financial accounts for the last three (3) financial years and a minimum annual turnover of GBP 160,000.00. - Technical solvency: Proven track record in marketing and promotional activities and strong connections with actors within the UK science, entrepreneurship, and innovation ecosystem during the past three (3) years. - Team requirements: A minimum of three (3) staff members assigned to the project and a designated primary point of contact
Award criteria and weighting	Price: maximum 20 points; Technical quality: maximum 80 points
Documents to be submitted separately, which together are the proposal	<p>The proposal shall consist of three separate submissions, which together form the complete bid:</p> <ul style="list-style-type: none"> - Document 1: Administrative documentation and evidence of compliance with eligibility and qualifying requirements. - Document 2: Technical proposal (methodology and scope of work). - Document 3: Financial proposal (price and automatic evaluation criteria).
Submission procedure and deadline	<p>All submissions must be sent exclusively by email to tenders@icex.es no later than 23:59 (London local time) on 27th February 2026.</p> <p>Individual email attachments must not exceed 4 MB. For larger files, a file transfer service shall be used.</p>
Clarifications and questions	<p>Questions must be submitted in writing by email to tenders@icex.es no later than 23:59 (London local time) on 24th February 2026.</p> <p>In the interest of transparency and equal treatment, questions received and the corresponding answers provided by ICEX may be shared with all bidders. Questions submitted after the stated deadline shall not be answered.</p>





ICEX España Exportación e Inversiones, E.P.E. (hereinafter, ICEX), represented by the Economic & Commercial Office of Spain in London, invites companies to submit their proposals for Desafia Science.

ICEX (www.icex.es) is a Spanish public entity established in 1982, whose mission is to promote the internationalisation of the Spanish economy. ICEX is part of the Ministry of Economy, Commerce and Business of the Government of Spain (www.mineco.gob.es), through which it implements Spain's international economic policy.

ICEX operates with a degree of budgetary and operational autonomy. To deliver its mandate, ICEX relies on a network of professionals specialised in business internationalisation, based at its headquarters in Madrid, across 30 Territorial and Provincial Trade Offices in Spain, and at nearly 100 Economic & Commercial Offices located within Spanish embassies and consulates worldwide.

Further information on previous editions of the DESAFÍA programme in other sectors and locations is available at: <https://one.gob.es/en/programs/desaf%C3%ADa>

1. PROJECT DESCRIPTION

The DESAFÍA soft-landing programme is a public initiative designed to support Spanish technological and innovative startups in accelerating their growth and succeeding in international markets. The programme is sponsored by ICEX, the Government of Spain's agency for international trade and investment promotion. This invitation to tender is issued pursuant to the Agreement for the Management of DESAFÍA SCIENCE 2026.

DESAFÍA addresses the key challenges faced by Spanish startups as they scale and internationalise. The programme has been successfully implemented in other leading global ecosystems, supporting Spanish companies in navigating international markets and achieving sustainable growth. Overall, DESAFÍA is conceived as a soft-landing programme that strengthens the strategic decision-making of participating companies through first-hand knowledge, targeted insights, and practical experience adapted to their specific needs.

Unlike other DESAFÍA programmes, DESAFÍA SCIENCE focuses on fostering the international growth of Spanish spin-outs through exposure to and adoption of the UK scientific scaling model, recognised for its excellence in knowledge transfer, university–industry collaboration, and access to specialised investment. Eligible companies must be science-based enterprises originating from universities or research centres, offering highly technology-intensive products or services of a disruptive nature, with the potential to create new markets or significantly transform existing ones.

The primary objectives of the programme are to introduce participating companies to best practices in deep-tech, science-based technology transfer, intellectual property management, and financing; to connect them with key UK scientific hubs, accelerators, and incubators; and to facilitate engagement with leading stakeholders across the UK innovation ecosystem.

The expected outcomes include the establishment of collaboration agreements between scientific teams for research projects and prototype trials development, as well as the identification of investment and growth opportunities.

DESAFÍA SCIENCE aims to familiarise participants with the UK Deep Tech & Science based ecosystem and provide access to relevant networks, expertise, and best practices. The





programme seeks to connect participants with leading science-to-market facilitators, entrepreneurs, open innovation leaders, and specialised investment funds. Through structured training, mentoring activities, workshops, and curated interactions, participants will strengthen their entrepreneurial capabilities and establish international connections, particularly within the UK Deep Tech & Science based landscape. Participation in this tailored soft-landing programme, alongside key business, scientific, and institutional actors in the UK, is expected to support Spanish spin-outs in scaling their business models and developing global partnerships in their respective technological domains.

The Spanish Economic & Commercial Office in London, acting on behalf of ICEX, invites proposals for the provision of services to design, manage, and implement the DESAFÍA SCIENCE programme. The programme will address the challenges faced by Spanish spin-outs in transferring cutting-edge technologies from laboratories to markets and achieving international scale.

Participating companies must offer highly technology-intensive and disruptive products or services, with the potential to create new markets or significantly transform existing ones within Deep Tech & Science based sectors. These include, among others, advanced science-based fields such as life sciences including biotechnology, nanotechnology, advanced materials, photonics, micro- and nanoelectronics, quantum technologies, algorithms, Internet of Things, high-performance computing, advanced manufacturing, agrotech, robotics, foodtech, and health, all characterised by a strong R&D component and a focus on addressing complex societal and global challenges.

Under this contract, ICEX will launch a public call to select a cohort of Spanish startups to participate in an immersion programme in the United Kingdom. Participants will typically include C-level executives, founders, or principal researchers, who will take part in workshops, meetings, and other activities aimed at strengthening their strategic perspective. These activities will support participants in assessing their company's current position, identifying opportunities for accelerated growth, defining strategic and operational roadmaps, and initiating their implementation. The successful bidder will be responsible for the design, coordination, and delivery of these activities.

2. REQUIRED CONTENTS OF THE PROPOSAL

The successful bidder shall be responsible for the design, coordination, and delivery of the following services:

2.1. Information and advisory services. The contractor is expected to collaborate with ICEX in attracting suitable candidates for DESAFÍA SCIENCE. Accordingly, demonstrated knowledge of, and a professional network within, the Spanish and UK science-based startup ecosystems will be considered an asset.

The contractor shall manage and respond to enquiries related to DESAFÍA SCIENCE from stakeholders, including public institutions, media, and potential applicants.

The Project Manager shall be required to travel to Spain at least once prior to the cohort's departure in order to present the programme scope to participants and conduct the kick-off meeting. This trip shall take place before the start of the cohort and may be aligned with a relevant ecosystem event or networking sessions with key stakeholders. No additional funds will be provided for this trip.





Immersion programme. The immersion programme is addressed to founders, C-level executives, or principal researchers of Spanish spin-outs with the greatest potential to scale internationally and significantly transform their business models following the programme.

Participants in DESAFÍA SCIENCE will be selected by ICEX, with support from the contractor during the selection process, including, at a minimum:

- Proposing evaluation criteria;
- Prioritising applications and assigning scores;
- Conducting calls and interviews to support applicants; and
- Coordinating interviews with pre-selected companies, among other related tasks.

The completed assessment shall be submitted one week after the closing date of the call for participants. The selection process and proposed evaluation criteria must be approved by ICEX. An example of an Excel template for the evaluation of applications is provided in **Annex A**.

The contractor shall organise one (1) immersion programme (cohort) before the end of June 2026, involving a minimum of six (6) and a maximum of ten (10) participating Spanish spin-outs. If the number of confirmed participants is fewer than six (6), ICEX and the contractor shall meet to analyse the reasons and assess the programme's viability. ICEX shall retain the right to decide whether to proceed with, postpone, or cancel the programme.

If ICEX decides not to proceed due to an insufficient number of participants or any other reason affecting the programme's viability, the contractor shall be reimbursed only for duly justified expenses incurred up to the date of cancellation.

If ICEX decides to proceed with fewer than six (6) participants, and this situation is not attributable to ICEX, the total contract amount may be revised proportionally to the final number of participating companies and the effective scope of activities delivered.

Conversely, if reduced participation is attributable to shortcomings on the part of the contractor (including, but not limited to, insufficient promotion, inadequate coordination, or failure to meet programme requirements), ICEX may apply a proportional reduction to the contract price or other penalties, as deemed appropriate.

Programme structure: The immersion programme shall comprise the following phases:

a) **Pre-immersion phase**

This phase shall provide training for executives (founders, C-level executives, and principal researchers) and, where appropriate, for other profiles within the participating companies (e.g. CTOs, CSOs). It shall include personalised mentoring, guidance, and a monitoring system led by a local expert prior to the start of the immersion phase.

The objective of this phase is to identify growth opportunities within the UK science-to-market environment and to guide each company throughout all phases of the programme.





The contractor shall hold at least three (3) individual sessions with each participating spin-out to gain an in-depth understanding of its technology and to work on a tailored development plan. The final session shall take place at least two weeks prior to the start of the immersion phase.

b) Immersion phase (two weeks)

Previous immersion programmes delivered under the DESAFÍA initiative have received very positive feedback from participants. For this reason, a two-week format with half-day workshops is considered appropriate, allowing founders to continue managing their companies and holding business meetings. Bidders may propose alternative formats, provided that the total duration does not exceed two weeks.

This phase shall enable the executive, founder, or principal researcher of each participating spin-out to apply the knowledge acquired during the pre-immersion phase. ICEX may designate up to two representatives to participate as observers, at no additional cost to the contractor.

This in-person phase in the UK shall include group meetings with key actors from the science and entrepreneurship ecosystem (including mentors, investors, entrepreneurs, and advisors). The aim is to enable direct engagement with leading stakeholders, applied research organisations, institutions, corporates, and specialised investment funds, and to provide insight into UK knowledge-transfer practices and science-based business culture.

The contractor shall deliver a highly personalised, high-quality programme including one-to-one meetings, networking activities, and a Demo Day or equivalent showcase event.

Personalised agendas shall be prepared by the contractor for each participating spin-out, in agreement with the company during the pre-immersion phase. Each agenda shall include a minimum of four (4) individual meetings.

Visits shall prioritise institutions, corporates, and research centres aligned with the areas of interest of the participating companies and should, where possible, incorporate a networking component.

Bidders shall provide information on the proposed venues and locations for programme activities. Internal travel within the UK during the immersion programme shall be at the contractor's expense.

In the event of unforeseen circumstances preventing the execution of the in-person immersion programme, ICEX shall decide whether to postpone the programme or deliver it virtually on the scheduled dates.

c) Post-immersion phase

This phase shall focus on following up on contacts established during the immersion and on formally closing the programme.

Both the pre-immersion and immersion phases shall include group meetings with key UK ecosystem stakeholders (including universities, research centres, investors,





corporates, accelerators, knowledge-transfer organisations, mentors, entrepreneurs, and advisors), with particular emphasis on major innovation hubs in the UK, such as Oxford and Cambridge, among others.

Prior to the start of the pre-immersion phase, an in-person kick-off meeting shall be held in Madrid, at ICEX headquarters, between the contractor and the participating companies to present the programme scope, with particular emphasis on the on-site phase in the UK. The attendance of the Project Manager at this meeting shall be mandatory.

No additional funds will be provided for this trip. In exceptional and duly justified circumstances where the Project Manager is unable to travel to Spain for the required activities, another qualified team member may substitute them. Such substitution must be justified in advance and approved by ICEX.

At least thirty percent (30%) of the sessions delivered during both the pre-immersion and immersion phases must consist of one-to-one meetings dedicated to individual companies.

2.2. Desafía Science Community and strategic partnerships. In collaboration with ICEX, the contractor shall promote the creation and maintenance of a network of strategic alliances, including:

- **External mentors:** Based in both the UK and Spain, supporting participants throughout the programme, with the possibility of continuing collaboration after the immersion phase, subject to mutual agreement.
- **Desafía Community alumni:** Strengthening links among former participants of DESAFÍA immersion programmes. The contractor shall propose initiatives to support this objective.
- **Community events:** ICEX may organise up to two (2) Desafía Community events during the contract term, either in-person or online, in which the contractor shall be invited to participate.

2.3. Marketing and communication plan. The contractor shall implement marketing and communication activities in Spain and the UK with the following objectives:

- **Raising awareness of DESAFÍA SCIENCE** among key UK stakeholders, highlighting the potential of participating companies.
- **Attracting Spanish candidates**, in collaboration with ICEX, through scouting activities, programme presentations, social media content, and other promotional actions.
- **Community building and strategic alliances**, by supporting ICEX in promoting the Desafía Community and engaging relevant actors from the UK science-to-market ecosystem, including through communication strategies highlighting the value of the Alumni Network.

3. TERM AND EXTENSION OF THE AGREEMENT

3.1. Term. The services covered by this contract shall commence on the date of signature by both parties and shall remain in force until 30 June 2026 or, where applicable, until the completion of the programme activities provided for under the contract, whichever occurs first.





3.2. Extension. Does not apply.

4. BUDGET

4.1. Maximum Budget (all tax excluded): The maximum budget for the execution of the project is **GBP 160,000.00** (one hundred and sixty thousand pounds), exclusive of all applicable taxes. One cohort, to be carried out no later than the 30th June 2026. All bids shall be submitted in pounds sterling (GBP) and shall **exclude taxes**.

Bidders must indicate separately in their proposals the amount and nature of any applicable taxes, where relevant.

Proposals exceeding the maximum available budget of GBP 160,000.00 per cohort exclusive of taxes, shall not be considered.

For all legal and administrative purposes, ICEX is a Spanish public entity based in Spain. Bidders shall include a detailed financial breakdown clearly distinguishing between the price offered and any applicable taxes.

Services provided by UK-based companies are subject to the reverse charge and will not attract VAT, provided that our EEC VAT-exemption reference number (ESQ-2891001F) is quoted on their invoices. It falls under the B2B rule for supplies of services (VAT Notice 741A) that states the supply is made where the customer belongs. ICEX España Exportación e Inversiones, E.P.E. belongs to Spain, which is outside the scope of UK VAT.

Travel expenses between Spain and the UK for the immersion phase, as well as all private travel and accommodation expenses incurred by participating companies during the immersion phase, shall be borne by the participants. Any travel within the UK required for the delivery of programme activities during the immersion phase (including travel between programme venues, meetings, and organised visits) will be borne by the contractor.

ICEX shall evaluate financial proposals on the basis of the prices offered, exclusive of taxes.

This service and related activities may be fully financed by the European Union through the Recovery and Resilience Facility (RRF). In the event that the project or any of its components are deemed ineligible for EU funding by the competent European authorities, the corresponding expenditure shall be covered by ICEX's general budget.

5. PAYMENTS AND INVOICES

5.1. Contract Amount. Only the activities, budgets, and procedures expressly included in the contract shall be binding on the Parties. No expenses on behalf of ICEX may be incurred by the contractor prior to the date of signature of the contract or without the prior approval of ICEX, as represented by the Spanish Economic & Commercial Office in London.

The contractor shall be entitled to payment solely for the services effectively provided in accordance with the terms and conditions set out in the contract.





- 5.2. Payment currency.** Payments to the contractor shall be made in the contract currency, which shall be **pounds sterling (GBP)**. Any costs arising from currency exchange shall be borne by the contractor.

In the event that the contract is awarded to a Spanish company, an addendum to the contract shall be executed converting the contract amount from GBP into euros (EUR) at the official exchange rate applicable on the date of the award decision.

- 5.3. Payments to offshore accounts.** Payments to bank accounts held offshore by the contractor shall be subject to compliance with applicable domestic currency exchange regulations. Any international bank transfer fees or related costs shall be borne by the contractor.

- 5.4. Reporting obligations.** The contractor shall prepare and submit, in English, at least the following report:

One technical report, including feedback collected from participants through dedicated surveys.

The technical report shall be submitted no later than three (3) weeks after the end of the programme and in any case before 30 June 2026.

- 5.5. Payment schedule.** ICEX shall make payment upon completion of the programme subject to submission of the corresponding invoice and ICEX's acceptance of both:

- The services delivered during the relevant period; and
- The mandatory cohort report, including the evaluation report validated by ICEX.

Invoices shall be paid within thirty (30) days of their submission.

The price of the programme shall remain fixed and shall not vary if the number of participating companies slightly exceeds the established range, up to a maximum of ten (10) participants. The minimum number of participants shall be four (4), subject to the number and quality of applications received.

- 5.6. Invoice details.** All invoices shall be issued to:

ICEX España Exportación e Inversiones, E.P.E.
Paseo de la Castellana 278
28046 Madrid
Spain
VAT number: ES-Q2891001F

Invoices **shall be sent to:**

Spanish Economic & Commercial Office in London (GB)
125 Old Broad Street
London EC2N 1AR
United Kingdom
Telephone: +44 20 7776 7730
Email: londres@comercio.mineco.es



Each invoice shall include, at a minimum, the following information:

- Company letterhead and/or logo
- Registered address of the issuing company
- Invoice date
- Invoice number
- VAT number (where applicable)
- Description of the goods and/or services invoiced
- Total amount due

6. REQUIREMENTS

6.1 Financial solvency requirements. All bidders shall submit evidence of financial solvency, including financial accounts for the last three (3) financial years. The minimum required annual turnover is GBP 160,000.00, calculated on the basis of the following financial years: 2025, 2024, and 2023, or 2024, 2023, and 2022 where 2025 accounts are not yet available.

6.2 Technical solvency requirements. Bidders must demonstrate a strong and proven track record in marketing and promotional activities, as well as solid and verifiable connections with key actors within the UK science, entrepreneurship, and innovation ecosystem during the past three (3) years. Technical solvency shall be demonstrated by submitting evidence of similar services or activities carried out in the United Kingdom during the past three (3) years.

6.3 Team requirements. Bidders shall specify the role and responsibilities of each team member assigned to the project in their proposal.

A minimum team of three (3) staff members shall be assigned to the project, including the following profiles:

a) Project Manager

A minimum of five (5) years of experience in DeepTech and science-based entrepreneurship, including founding, accelerator and incubation programmes, professional and fundraising networks, and strategic partnerships within the UK.

Full professional proficiency in English is required; Spanish is desirable.

The Project Manager must be actively and directly involved in the programme and shall not act solely in a supervisory capacity.

The Project Manager must travel to Spain at least once prior to each cohort's departure in order to present the programme scope and conduct the kick-off meeting, unless prevented by exceptional circumstances (e.g. border closures).

b) Additional team members (minimum of two -2-)

A minimum of two (2) years of proven experience in funding operations, innovation management, or incubation and acceleration programmes supporting spin-outs in DeepTech and science-based sectors.





Full professional proficiency in English is required; Spanish is desirable.

Team members must demonstrate a proactive and client-oriented approach.

Only candidates meeting the minimum experience requirement shall be considered.

An anonymised curriculum vitae for each of the assigned proposed team members shall be submitted along with the signed declaration form provided in **Annex 3**. External profile links (including LinkedIn or personal websites) shall not be included in anonymised CVs.

The contractor must designate a primary point of contact who is fully informed of all aspects of the contract, including administrative matters, and who maintains continuous and direct communication with ICEX, represented by the Spanish Economic & Commercial Office in London.

The contractor shall notify the Spanish Economic & Commercial Office in London of any changes to the project team that may affect programme delivery. Any departing team member must be replaced by a professional with equal or greater qualifications and experience as established in this briefing.

In the event of a team member replacement, the contractor shall:

- Submit a formal change request stating the reasons for the replacement;
- Provide the anonymized CV of the proposed replacement; and
- Bear all costs associated with knowledge transfer and any overlap between outgoing and incoming personnel.

Any appointment, replacement, or removal of personnel assigned to the project must be coordinated in advance with ICEX.

Regular coordination meetings between the contractor's team and ICEX, represented by the Spanish Economic & Commercial Office in London, shall be held to monitor project progress. Such meetings may take place by videoconference.

6.4 Assignment. The assignment or subcontracting of the contract, in whole or in part, is not permitted.

Failure to comply with any of the requirements set out in this section shall result in the exclusion of the bidder from the tender procedure.

7. CONTENTS OF PROPOSALS

7.1. Proposal content. Bidders are expected to present a proposal **that includes three (3) separate documents (Administrative Requirements; Technical Proposal, and Financial Proposal)**, as detailed below. Proposals that miss any of the said documents will be considered incomplete and excluded.

IMPORTANT: The price contained in the Financial Proposal must ONLY be included in Document 3. Shall it be included in Documents 1 or 2; the offer would be excluded from the tender.





7.2. Document 1: Administrative Requirements (PDF file). All bidders must present an electronic file in PDF format, comprising the following documents:

- **Acceptance letter.** All bidders are required to provide an acceptance letter, signed by a legal representative of the company, accepting each and every term and conditions stipulated in the present briefing.
- **Project References.** The dossier should detail promotional events of similar scale undertaken in the last 3 years, including **total budgets, dates and clients, public or private sector**, for whom the services and/or work was undertaken. A minimum **experience of three years** in similar projects is required.
- **Financial Solvency.** Bidders must prove an annual turnover of at least 160.000 GBP in the best of the last three accounting (3) years (2025, 2024 and 2023; or 2022 if 2025 accounts are not yet available). Bidders must clearly state in their offer if they use any of these options (joint ventures, subcontracting) to meet the requirements providing documentation that legally demonstrates the extent and seriousness of the relationship.
- **Documentation evidencing beneficial ownership** (projects financed by the Recovery, Transformation and Resilience Plan). The contracting body will request documentation evidencing the beneficial ownership of the tendering companies in the event that a black flag is detected by the 'MINERVA' tool, as regulated for this purpose in ORDER HFP/55/2023, of 24 January, on systematic analysis of the risk associated with conflicts of interest in the procedures implementing the Recovery, Transformation and Resilience Plan (PRTR).

All bidders must provide this information in the form of a document providing proof of beneficial ownership, issued by the competent body in the UK (Companies House). The information will be stored in accordance with the regulations on the protection of personal data.

In addition to this document, bidders must complete **Annex 2**.

Failure on the part of the tendering companies to submit documentation evidencing their beneficial ownership, in the manner and by the deadline indicated in the request made by the contracting body before the tenders are evaluated will be grounds for exclusion from this procedure.

7.3. Document 2: Technical Proposal (PDF file). The technical proposal should not make any reference to price. All bidders must present a detailed work proposal, that includes the technical proposal including improvements and the team assigned to the project, along with an indication of each person's role and detailed anonymised CVs. In order to facilitate the understanding and assessing of the technical proposal, we suggest bidders to organise the proposal document following the structure of technical proposal criteria (8.1: B, C, D), notwithstanding that other issues of value will be included.

7.4. Document 3: Financial proposal (MS Excel file). All bidders must present a financial proposal, including a detailed budget for the project and its breakdown for each area of





activity and taxes must be clearly described and separated. This proposal must be made according to the **Annex 4**.

The price contained in the economic offer must ONLY be included in Document 3. Shall it be included in Documents 1 or 2; the offer would be excluded from the tender. Proposals exceeding the maximum available budget of 160,000.00 GBP per 1 cohort, excluding taxes, will not be considered.

Travel expenses between Spain and the UK for the immersion phase, as well as all private travel and accommodation expenses incurred by participating companies during the immersion phase, shall be borne by the participants. Any travel within the UK required for the delivery of programme activities during the immersion phase (including travel between programme venues, meetings, and organised visits) will be borne by the contractor

7.4.1. Taxes. ICEX will evaluate the Financial Proposal based on the offered prices, excluding taxes.

7.4.2. Currency. The proposal will be drafted in **Great Britain Pounds**.

8. EVALUATION CRITERIA

8.1. Evaluation criteria. All proposals will be evaluated and compared on equal terms using the following criteria and weighting:

EVALUATION CRITERIA	Scores (Max.)
A. Proposal (to be included in Document 3 of the bid)	20
<p>The financial proposal shall be evaluated based on the total price offered, excluding taxes, according to the following criteria:</p> <p>The bidder with the lowest price will obtain the maximum score; the rest will be allocated points proportionally.</p>	
B. Technical Proposal (to be included in Document 2 of the bid)	45
<p>ICEX shall assess the quality and adequacy of the proposed technical approach in relation to the objectives of DESAFÍA SCIENCE. Scores shall be awarded as follows:</p> <p>The technical proposal provided will be assessed as follows:</p> <ol style="list-style-type: none"> 1. Immersion programme: Design and quality of the immersion programme, including workshops, demo day or equivalent events, and visits to universities, research centres, investors, corporates, accelerators, knowledge-transfer organisations, mentors, entrepreneurs, and advisors. Degree of adequacy will be valued up to a Maximum of 20 points. 2. Strategic partnerships: Quality and relevance of strategic partnerships with UK and international stakeholders, considering both number and relevance of organisations and individuals accessible to participants. Maximum 10 points. 3. Personalise agendas: Methodology for designing personalised meeting agendas for each participant, including number and relevance of individual meetings. Maximum 10 points 	



<p>4. Communication and marketing plan: Adequacy and coherence of the proposed communication and marketing activities included in the scope of work. Maximum of 5 points.</p> <p><u>(The proposals that do not receive at least 22,5 points in this technical section will be automatically excluded)</u></p>	
<p>C. Team Proposal (to be included in Document 2 of the bid)</p>	25
<p>Beyond compliance with the minimum team requirements (see below), proposals shall be assessed on the quality and relevance of the proposed team as follows:</p> <p>1. Project manager (fully engaged with the project): Maximum 20 points.</p> <p>1.1. Entrepreneurial / founding experience: experience in establishing technology-based companies in the key fields of the programme, either as an entrepreneur or founding team member, particularly in or around the UK. Maximum 2 points.</p> <p>1.2. Incubation and acceleration programmes: experience managing incubation or acceleration programmes for spin-outs, particularly in deep-tech and science-based businesses, in the UK and/or other international ecosystems. Maximum 8 points.</p> <p>1.3. Professional networks: strength and relevance of professional networks aligned with the objectives of the contract (investors, mentors, corporates, open innovation actors). Maximum 5 points.</p> <p>1.4. Investment fund operations: experience in investment fund operations for start-ups at different growth stages, particularly in deep-tech and science-based sectors. Maximum 2 points.</p> <p>1.5. Links to the Spanish ecosystem: demonstrated links to the Spanish start-up ecosystem contributing to the attraction of DESAFÍA SCIENCE candidates. Maximum 3 points.</p> <p>2. Additional team members (average of all the additional members): Maximum 5 points.</p> <p>2.1. Innovation and incubation coordination: experience coordinating innovation, incubation, or acceleration programmes for spin-outs in deep-tech and science-based sectors. Maximum 3 points.</p> <p>2.2. Investment fund operations: Experience in investment fund operations for start-ups at different growth stages, particularly in deep-tech and science-based sectors. Maximum 2 points</p>	
<p>D. Improvements (to be included in Document 2 of the bid)</p>	10
<p>Bidders may propose innovative or value-added improvements to the delivery of DESAFÍA SCIENCE, provided that:</p> <ul style="list-style-type: none"> - They do not entail any increase in the contract price; - They do not reduce the scope or quality of the required services; and - They are clearly and specifically described in the proposal. <p>Improvements will be assessed according to the following elements: Maximum 10 points.</p> <p>(a) Structured access to key UK science-to-market stakeholders (0–3 points).</p> <p>(b) Additional personalised support mechanisms for participating spin-outs (e.g. accommodation discounts, in-kind perks, tailored business or market opportunities) (0–3 points)</p> <p>(c) Innovative formats or tools to enhance programme delivery, management, and outcomes (0–2 points)</p>	



(d) Measures to strengthen post-immersion follow-up, continuity, and long-term engagement (0–2 points)	
TOTAL	100

Responses, other than price (Technical proposal and Teams), will be scored as follows:

0% of allocated points	Unsatisfactory	Technical Proposal The response merely states that the bidder can meet some of the requirements but provides no substantive explanation, methodology, or evidence demonstrating how the requirements will be met. Team The proposal does not demonstrate any added value beyond the minimum mandatory requirements.
25% of allocated points	Almost adequate	Technical Proposal The response provides limited information on how the bidder intends to meet most of the requirements. There is significant doubt as to the bidder's ability to consistently and effectively meet the full range of requirements. Team The proposal demonstrates an almost adequate level in relation to the relevant indicators (e.g. number of team members, quality, relevance of experience, diversity of profiles).
50% of allocated points	Adequate	Technical Proposal The response provides a generally adequate description of how the bidder intends to meet most of the requirements. Some uncertainty remains regarding the bidder's ability to consistently meet all requirements. Team The proposal demonstrates an adequate level in relation to the relevant indicators (e.g. number of team members, quality, relevance of experience, diversity of profiles).
75% of allocated points	Very good	Technical Proposal The response provides detailed and coherent information covering all required elements and clearly explains how the bidder will meet all requirements. The proposal provides a high level of confidence in the bidder's ability to consistently meet the full range of requirements. Team The proposal demonstrates a strong level in relation to the relevant indicators (e.g. number of team members, quality, relevance of experience, diversity of profiles).
100% of allocated points	Excellent	Technical Proposal The response fully meets all requirements and exceeds one or more key aspects of the specification, delivering clear and demonstrable added value to the contract. Team The proposal demonstrates an outstanding level in relation to the relevant indicators (e.g. number of team members, quality, relevance of experience, diversity of profiles).

9. SUBMISSION OF PROPOSALS

9.1. Invitation to tender. ICEX, represented by the Economic & Commercial Office of Spain in London, will circulate this briefing to selected companies. The briefing will be published on [ICEX's website- Perfil del Contratante](#) and on the website of the [Spanish Economic & Commercial Office in London](#).

9.2. Submission of proposals. Companies wishing to participate in the tender must submit all required documentation exclusively in digital format (PDF), by email only to



tenders@icex.es no later than **23:59 (London local time) hours on the date indicated at the first page of the document**. No submissions sent to any other email address or by any other means shall be accepted. Proposals submitted after this deadline will be automatically excluded.

9.2.1. Electronic files. All documentation shall be submitted exclusively in digital format (PDF and MS Excel only). Neither emails nor individual file attachments may exceed 4 MB in size. Where files exceed this limit, bidders shall use a file transfer service that has been previously tested and verified (e.g. WeTransfer, Dropbox, or equivalent).

9.2.2. Costs incurred by bidders. Any costs or expenses incurred by bidders in the preparation and submission of proposals, presentations, or quotations shall be borne entirely by the bidder. Submission of a proposal shall not give rise to any fees, compensation, or reimbursement from ICEX under any circumstances.

9.2.3. Language. All proposals and supporting documentation shall be drafted and submitted in English.

9.2.4. Acceptance of terms. Submission of a proposal and participation in this tender procedure shall constitute the bidder's express and unconditional acceptance of all terms and conditions set out in this briefing.

9.3. Amendment of proposals. Once a proposal has been submitted, no amendments, additions, or modifications shall be accepted. Exceptions shall apply only where ICEX formally requests clarification.

9.4. Clarification of proposals. Bidders that meet the administrative requirements of this briefing may be invited by ICEX to clarify specific aspects of their technical or financial proposals. Any such clarification shall be provided in writing only.

9.5. Compliance of proposals. All bidders should be aware that the documentation submitted will be reviewed by ICEX's Legal Services to verify compliance with all requirements set out in this briefing. Failure to comply with any of the requirements shall result in the automatic exclusion of the bidder from the tender procedure.

9.6. Assessment procedure. The evaluation of proposals shall be carried out in the following sequence:

- Document 1 (Administrative Requirements) shall be opened and assessed first.
- Only bidders that fully comply with the administrative requirements shall proceed to the next stage, in which Document 2 (Technical Proposal) shall be opened, assessed, and scored.
- Finally, Document 3 (Financial Proposal) shall be opened and evaluated.

Accordingly, the prices submitted in the Financial Proposals shall not be known or considered until the completion of the technical evaluation stage.

9.7. Selection of contractor. A decision will be made as soon as possible from the published proposal due date. The decision will be notified via e-mail to all bidders, in order to enable the selected company to begin work promptly.

9.8. Contact for enquiries. Any questions relating to this briefing must be submitted in writing only and exclusively by email to tenders@icex.es no later than 23.59 (London local time) hours on the date indicated at the first page of the document. In the interest of





transparency and equal treatment, any questions received from bidders, together with the corresponding response provided by ICEX, may be shared with all participating companies.

10. PROCUREMENT BOARD

10.1. Appointed members of the Procurement Board for purposes of this tender will be:

President	José María Blasco Ruiz	Director for Growth and Competitiveness
Substitute	Cristina Morales	Director for Talent and Internationalization
Member	Yolanda Arias	Head of Department Economic and Commercial Office of Spain in London
Substitute	Beatriz Blázquez	Head of Department Economic and Commercial Office of Spain in London
Secretary	Pedro Patiño Segura	Deputy Director of Procurement
Substitute	Isabel Arias	Member of the Procurement Department

In London, on the date of the electronic signature

ICEX's Board of Directors
By Delegation (Resolution of 5 March 2025 BOE
[Official State Gazette] nº. 67 of 19 March 2025

Gonzalo García Andrés
Chief Economic and Commercial Counsellor
Economic and Commercial Office of Spain in London



ADMINISTRATIVE CLAUSES

1. FINANCIAL PROPOSAL SCORING

Disproportionately low or anomalous bid.

Financial proposals shall be examined to determine whether they may be considered disproportionately low or anomalous. A bid shall be considered disproportionate or anomalous in the following cases:

- Where there are fewer than three (3) bidders, if the financial proposal is 20% or more below the maximum available budget.
- here there are three (3) or more bidders, if the financial proposal is 10% or more below the arithmetic mean of the bids submitted. For the purposes of calculating the arithmetic mean, the highest-priced bid shall be excluded.

Where a bid is identified as potentially disproportionate or anomalous, the bidder concerned shall be invited to provide a written justification of its proposal, including its terms and conditions, within seventy-two (72) hours of notification.

Upon receipt of the justification, or in the absence of a response within the prescribed time limit, ICEX shall decide on the basis of the information provided and, where appropriate, with the support of technical advice whether to accept the bid or to exclude it from the tender procedure.

Tiebreaker Criteria.

In the event that two or more bidders obtain the same total score, the tie shall be resolved by applying the following social criteria, in the order listed below. The criteria shall be assessed by reference to the situation existing as at the deadline for submission of proposals.

Supporting documentation relating to the applicable tiebreaker criteria shall be requested from the tied bidders only if and when a tie occurs, and shall not be required at the proposal submission stage.

The tiebreaker shall be determined as follows:

- Higher percentage of employees with disabilities or in situations of social exclusion within the bidder's workforce. In the event of equality under this criterion, priority shall be given to the bidder with the higher number of permanent employees with disabilities, or, failing that, the higher number of employees in social inclusion schemes.
- Lower percentage of temporary contracts within the bidder's workforce.
- Higher percentage of women employees within the bidder's workforce.
- Draw, should the application of the above criteria not resolve the tie.

2. OBLIGATIONS

a. Technical Quality.





The contractor shall be fully responsible for the technical quality of all services and work performed under this contract. The contractor shall also be liable for any consequences arising for ICEX or third parties as a result of errors, omissions, inappropriate methods, or incorrect conclusions in the performance of the contract.

In particular, the contractor shall be responsible for:

- Ensuring that both the execution and the outcomes of the contracted services fully comply with the quality standards and specifications required by ICEX.
- Complying with all deadlines and timeframes agreed with ICEX.
- Any omissions, errors, incorrect conclusions, or inappropriate methods proposed or applied during the term of the contract.
- The personnel assigned to the project team for the performance of the contract, with the contractor assuming sole responsibility and liability for all employment-related matters concerning such personnel.
- The proper handling, processing, and use of all information and data made available in connection with the execution of the contract.

b. **Copyright and information rights.**

All intellectual and industrial property rights in the works, materials, and outputs created by the contractor, as well as all information gathered by the contractor on behalf of ICEX in connection with this contract, shall belong exclusively to ICEX, at no additional cost, upon payment of the consultancy fees and expenses agreed under the contract.

These rights shall include, without limitation, the rights to use, reproduce, modify, adapt, distribute, communicate publicly, and make available through online and offline media. Such rights shall be granted on a worldwide basis, for the maximum period of legal protection provided under applicable copyright and intellectual property laws, and for all file types, formats, languages, and media, whether existing or developed in the future.

In particular:

i. All materials produced under this contract shall be the property of ICEX, including, without limitation, intellectual property, printed materials, photographs, websites, videos, and any other online or offline publications.

ii. The contractor shall deliver to ICEX all original and editable files of the materials produced, in any medium or format. This shall include all original and edited photography, video files, and social media assets. The contractor warrants that all such materials have been created specifically for ICEX and are not owned by, or subject to rights of, third parties.

iii. The contractor shall, at its own expense, defend, indemnify, and hold harmless ICEX against any claim or threatened claim brought by third parties to the extent that such claim arises from allegations that the works or materials produced under this contract infringe the intellectual or industrial property rights of third parties or involve the unauthorised use of trade or industrial secrets belonging to third parties.

c. **Confidentiality.** The contractor is obliged to maintain professional confidentiality with regard to the information and documentation provided by ICEX for the performance of



the services. This obligation shall remain in force both during and after the end of the activities to which the contract is related, until the said information comes into the public domain or, for any other legitimate reasons, loses its confidential status. This clause shall not apply to information that is (i) in the public domain, (ii) already known to the party receiving it, (iii) disclosed in compliance with court orders or under legal obligations.

- i. The company shall only permit access to the confidential information to those persons who have a need to know it for the purposes of carrying out the activities and services under the contract. The company shall be responsible for ensuring compliance with the confidentiality obligations by all its personnel and by any persons or entities working in collaboration with the company or subcontracted by it.
- ii. The company also undertakes not to use any confidential information belonging to ICEX to which it may have access for its own or private purposes or for any other purposes.
- iii. Failure to comply with the obligations indicated above shall entitle ICEX to bring civil or even criminal actions against the company for any liability that might be applicable.

3. CANCELLATIONS

- a. **Termination.** ICEX reserves the right to terminate the contract unilaterally, in whole or in part, if the contractor fails to perform the services in accordance with ICEX's instructions, fails to meet any applicable deadlines, or otherwise breaches any of the obligations set out in the contract. Such termination shall be without prejudice to any rights or claims for damages or compensation that ICEX may be entitled to pursue under the contract or applicable law.
- b. **Cancellation, postponement, or modifications of activities.**
 - i. **Cancellation.** In the event that ICEX cancels an activity or event, ICEX shall reimburse the contractor solely for duly justified expenses incurred in connection with the contract from its effective date up to the date on which ICEX formally notifies the cancellation. Reimbursement shall be subject to the submission of valid supporting invoices evidencing the expenses incurred up to that date.
 - ii. **Postponement.** Where an activity or event is postponed due to public health circumstances and resulting national, regional, or local restrictions, the Parties shall seek, in good faith, to reach an agreement that best serves their respective interests in order to reschedule the activity to the earliest feasible date. For the purposes of this clause, grounds for postponement shall include, without limitation:
 - The existence of a formal or informal governmental measure applicable to the city where the event is to take place that restricts the number of expected participants to less than fifty percent (50%) of the planned attendance; and
 - The imposition of restrictive public health requirements on participants or exhibitors (including, but not limited to, quarantines, mandatory testing, or similar measures) that materially limit attendance at the event





- iii. **Modification.** Where public health or travel restrictions limit or prevent the holding of an activity or event on a suitable date, the Parties shall seek, in good faith, to agree on appropriate modifications to the scope, format, or location of the affected activities.

4. CONTRACT AND JURISDICTION

To solve any dispute, disagreement, issue or claim which may arise from the performance of the Agreement executed with the Awardee of this tender, the matter will be referred to Ordinary Courts and Tribunals of Madrid (Spain), expressly waiving any other jurisdiction. The language used in any dispute shall be Spanish. Spanish legislation shall be applicable to the contents of this Tender.

5. DATA PROTECTION

The parties hereby undertake to respect the current regulations on data protection (General Data Protection Regulation 679/2016 and Organic Law 3/2018 on Data Protection and guarantee of digital rights). The personal data of the contacts of both parties, including data related to the signatories of the agreement and related to the personnel of the Parties that must necessarily be contacted, will be processed by each of the Parties for the purpose to manage the relationship based on the execution of the contract that legitimises the processing. The retention period for this data will be the duration of the contractual relationship and as long as they are necessary, or responsibilities may arise in accordance with the applicable regulations or as required by the authorities.

The affected interested parties may exercise their rights of access, rectification, deletion, opposition, limitation of processing, portability by contacting Parties. In case you consider that your data protection rights have been violated, you can contact the Authority on Data Protection.

6. EUROPEAN FUNDING

Recovery and Resilience Facility (RRF). The present file, promoted by ICEX Spain Trade and Investment, E.P.E. ("ICEX"), aligns with the priorities of national and European economic policies aimed at revitalizing and modernizing the productive fabric. It is part of the Recovery, Transformation and Resilience Plan (PRTR), financed by the European Union through the Next Generation EU Fund.

The modification of the PRTR through the DANA Addendum, approved by the Council of Ministers by Resolution of September 16th, 2025, and published in the Official State Gazette (BOE) on September 17th, 2025, is not merely a support measure for recovery and resilience in response to natural disasters. It represents a commitment to revitalizing and modernizing the productive fabric, while strengthening the country's capacity to respond to increasingly frequent external shocks, whether natural disasters linked to climate change or economic disruptions arising from international circumstances, such as sudden changes in tariff policies.

The Council Implementing Decision amending the Implementing Decision of 13 July 2021 concerning the approval of the assessment of Spain's Recovery and Resilience Plan, adopted at the Economic and Financial Affairs Council of the European Union on 10 October 2025, approves the addendum to the Recovery, Transformation and Resilience Plan. This addendum includes a new Component 32 ('Support for recovery and resilience in response to natural disasters'), whose Investment 5 is dedicated to support programmes for the





internationalisation of companies located in territories affected by the DANA and to address the tariff crisis.

Within the DANA Addendum, the Recovery, Transformation and Resilience Plan includes, among other initiatives, the strategic program “Business Internationalization Programs,” linked to ICEX Spain Trade and Investment’s area of competence. The actions under this new component contribute to four of the six pillars of the Recovery and Resilience Facility:

1. A decisive contribution to the green transition
2. Support for the digital transformation of society
3. Promotion of smart, sustainable, and inclusive growth
4. Strengthening of social and territorial cohesion

The new component will finance, with Next Generation EU funds, a series of investments that can be executed before mid-2026, the deadline for the implementation of the Recovery, Transformation and Resilience Plan.

This procurement file is financed by the European Union’s Recovery and Resilience Facility, established by Council Regulation (EU) 2020/2094 of December 14 and Regulation (EU) 2021/241 of February 12, 2021, of the European Parliament and the Council, which regulate and approve the European Union Recovery Instrument to support recovery following the COVID-19 crisis, and the Recovery and Resilience Facility (RRF). Specifically, this action falls under Component 32 related to Support for Recovery and Resilience in response to natural disasters, and within it, Investment 05 on the evaluation of support programs for the internationalization of companies in territories affected by the DANA and to address the tariff crisis.

Its financing is expected to be fully covered by appropriations from service 50 “Recovery and Resilience Facility,” under the budget of the Ministry of Economy, Trade and Enterprise through corresponding capital transfers from the State Secretariat for Trade to ICEX during fiscal years 2025 and the first half of 2026.

This service/activity can be subject to European Union’s financing through the Recovery and Resilience Facility (RRF)





ANNEX 1.

(To be completed, signed, and submitted only by the awardee upon notice that its proposal is the one that best fits the purposes of this Request for Proposals.)

MUTIPLE DECLARATION OF THE AWARDEE OF THE CONTRACT FINANCED BY THE RECOVERY, TRANSFORMATION AND RESILIENCE PLAN, Contract number X043-02-2026, the object of which is "DESAFIA SCIENCE."

a) Declaration Form for the transfer and processing of data in relation to the implementation of actions for the Recovery, Transformation and Resilience Plan (PRTR).

Mr./Ms., national ID/Passport no., as Managing Director/Manager/ of the entity, with tax ID no., and fiscal address at participating as a contractor in the execution of actions necessary to achieve the objectives defined in Component 13 "Impulso a la PYME" declares they are aware of the applicable regulations, in particular the following paragraphs of Article 22 of Regulation (EU) 2021/241 of the European Parliament and of the Council of 12 February 2021 establishing the Recovery and Resilience Mechanism:

1. Paragraph 2(d): "to collect, for the purpose of auditing and monitoring the use of funds in relation to measures for implementing reforms and investment projects under the Recovery and Resilience Plan, in a searchable electronic format and in a single database, the following standardized categories of data:

- i. The name of the end recipient of the funds.
- ii. the name of the contractor and of the subcontractor, where the end recipient of the funds is a contracting authority in accordance with the Union or national public procurement law.
- iii. the names and dates of birth of the beneficial owners of the recipient of the funds or of the contractor, as defined in Article 3(6) of Directive (EU) 2015/849 of the European Parliament and of the Council (26).
- iv. a list of measures for implementing reforms and investment projects under the Recovery and Resilience Plan, together with the total amount of public funding for these measures and indicating the amount of funds disbursed under the Facility and other Union funds".

2. Paragraph 3: "The personal data referred to in Paragraph 2(d) of this Article shall be processed by the Member States and by the Commission only for the purposes and for the duration of the relevant discharge audit and control procedures relating to the use of funds in connection with the implementation of the agreements referred to in Articles 15(2) and 23(1). As part of the Commission's discharge procedure, in accordance with Article 319 of the TFEU, the Facility shall be subject to reporting within the framework of the integrated financial and accountability reporting referred to in Article 247 of the Financial Regulation and, in particular, separately in the annual management and performance report".

In accordance with the aforementioned legal framework, the above party agrees to the transfer and processing of the data for the purposes expressly stated in the aforementioned articles.

b) Declaration of Commitment in relation to the implementation of actions under the Recovery, Transformation and Resilience Plan (PRTR).





The undersigned, as contractor, **declares the commitment** of the person/entity it represents to the highest standards in relation to compliance with legal, ethical and moral rules, adopting the necessary measures to prevent and detect fraud, corruption and conflicts of interest, reporting any non-compliance observed to the appropriate authorities.

In addition, in accordance with the content of the PRTR, it undertakes to respect the principles of the circular economy and to avoid significant negative impacts on the environment ("do no significant harm") in executing the actions carried out within the framework of this Plan, as well as the cross-cutting principles established in the PRTR that may affect the subject matter of the contract.

c) Declaration of Commitment in relation to proof of inscription fiscal registry or similar.

The undersigned declares his commitment, when required by the contracting administration, to proof the inscription in the Registry of Companies, Professionals and Withholders of the Tax Administration Service which applies to him.

If there are subcontractors, he or she must also provide the multiple declarations of those subcontractors affected by the contract.

d) Declaration of Commitment in the obligation of the use of EU logos by contractor, according to art.9.3.b) of HFP 1030/2021.

e) Declaration of acceptance of the transfer of data between the Public Administrations involved.

The undersigned undertakes to accept the transfer of data between the Public Administrations involved in order to comply with the provisions of the European regulations that apply and in accordance with the Organic Law 3/2018 of December 5, 2018, on the Protection of Personal Data and guarantee of digital rights.

(Provide name of subcontractors, if applicable)

....., XX 2026
Signature:
Role:

This service/activity can be subject to European Union's financing through the Recovery and Resilience Facility (RRF).





ANNEX 2 (to be included in DOCUMENT 1).

REQUEST FOR INFORMATION ON BENEFICIAL OWNERSHIP.

Contract number **X043-02-2026**, the object of which is “**DESAFÍA SCIENCE.**”

Competing Company Name: XXXXXXXX
Headquarters (EU/non EU): XXXXXXXX
Tax Identification Number (TIN=CA BN/TAN): XXXXXXXX
Country of location: XXXXXXXXXXXX
Incorporation Date: XXXXXXXX
City: XXXXXXXX
Zip Code: XXXXXXXX

Within the framework of protecting the European Union's financial interests, and in particular Article 22 of Regulation (EU) 2021/241 of the European Parliament and of the Council of 12 February 2021 establishing the Recovery and Resilience Mechanism, the European Commission requires that the beneficial owners of the contracting or beneficiary companies under the Recovery, Transformation and Resilience Plan are identified, as defined in Article 3(6) of Directive (EU) 2015/849 of the European Parliament and of the Council.

As the information on beneficial ownership is not available in the databases held by the Spanish authorities that are being used for this purpose, it is necessary to request it directly from the competing companies.

As a **minimum**, the information to be collected on **beneficial ownership*** shall include the following **details** of the natural person who is the beneficial owner of the competing company:

- a. Identification number (Tax ID (**SSN**) or Passport): XXXXX
- b. Country that has issued the identification number: XXXXXX
- c. Forename/First Name: XXXXXX
- d. Surname/Last Name: XXXXXXX
- e. Second Last Name (if any): XXXXXXX
- f. Date of birth (**DD/MM/YY**): XXXXXXX
- g. Address: XXXXXXX
- h. City-Country: XXXXXX
- i. Zip Code: XXXXXXX

For this reason, we kindly ask you to send this Annex included in the Document 1 of your Proposal. In order to ensure the reliability of the data submitted and as required by the European Commission, we would be grateful if you could provide this information, also in the form of a document providing proof of beneficial ownership, issued by the competent body in the relevant foreign country. The information will be stored in accordance with the regulations on the protection of personal data.

*A beneficial owner is the natural person who ultimately controls a company or legal entity, or in whose interest a transaction or economic activity is carried out. In other words, is the person who hold control over an entity or has an economic interest in it.

According to the regulations for the prevention of money laundering, Spanish Law 10/2020, all natural persons who meet any of the following criteria are considered to be beneficial owners of an entity:





- Directly or indirectly owning more than 25% of the share capital or voting rights of the entity.
- To exercise effective control of the entity by other means, such as direct or indirect control of management or decision-making.
- Being the beneficial owner of the entity or of the economic transaction carried out.

Name:
Position:
Date:

Signature: _____





ANNEX 3 (to be included in DOCUMENT 2).

DECLARATION FORM – TEAM MINIMUM EXPERIENCE

The bidder must complete and sign this declaration form, which must be accompanied by the anonymised CVs of the proposed team members, confirming that they meet the minimum experience requirements set out in this briefing.

Mr./Mrs., with DNI/Passport number and address at as representative of the company, with NIF/TIN or document to replace it (complete in case of acting on behalf of a company), and address

DECLARES:

Team assigned to the project comply with the following minimum requirements:

Project Manager:

- Has a minimum of five (5) years of experience in DeepTech and science-based entrepreneurship, including founding, accelerator and incubation programmes, professional and fundraising networks, and strategic partnerships within the UK.
- Has full English competence
- Has full Spanish competence for working environments (*delete this sentence if not applicable*).
- Will travel to Spain to attend the kick-off meeting with participants.

Additional team members (minimum of two -2-):

- Have a minimum of two (2) years of proven experience in funding operations, innovation management, or incubation and acceleration programmes supporting spin-outs in DeepTech and science-based sectors.
- Have full English competence for working environments.
- Have full Spanish competence for working environments (*delete this sentence if not applicable*).

Name:

Position:

Date:

Signature: _____





ANNEX A.

Example of an Excel template for the evaluation of the applications (Only for informative purposes in order to elaborate the proposals).

(An editable Excel document with the Annex A has been published on the site of the Economic and Commercial Office of Spain in London so that bidders can observe it in order to elaborate their proposals.)

