

**Germany-Munich: Business and management consultancy and related services**  
**OJ S 100/2021 26/05/2021**  
**Contract award notice**  
**Services**

**Legal Basis:**

Directive 2014/24/EU

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**Section I: Contracting authority**

**I.1. Name and addresses**

Official name: EIT Health e. V.  
Postal address: Mies-van-der-Rohe-Str. 1 C  
Town: München  
NUTS code: DE212 München, Kreisfreie Stadt  
Postal code: 80807  
Country: Germany  
E-mail: [kseniia.choni@eithealth.eu](mailto:kseniia.choni@eithealth.eu)  
**Internet address(es):**  
Main address: [www.eithealth.eu](http://www.eithealth.eu)

**I.4. Type of the contracting authority**

Regional or local agency/office

**I.5. Main activity**

Health

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**Section II: Object**

**II.1. Scope of the procurement**

**II.1.1. Title**

EIT Health DD Services 2021-23  
Reference number: EIT Health DD Services 2021-23

**II.1.2. Main CPV code**

79400000 Business and management consultancy and related services

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

Due diligence and valuation analysis services.

**II.1.6. Information about lots**

This contract is divided into lots: no

**II.1.7. Total value of the procurement**

Value excluding VAT: 1,00 EUR

**II.2. Description**

### II.2.3. Place of performance

NUTS code: DE212 München, Kreisfreie Stadt

### II.2.4. Description of the procurement

Apart from funding, EIT Health provides comprehensive support for innovations that show the potential to have a positive impact on healthcare. The ultimate goal is to transform promising ideas into commercially viable products through a multi-disciplinary approach, involving business, medicine, IT and other fields of knowledge.

EIT Health operates through recruiting collaborative projects to its portfolio ([https://www.eithealth.eu/innovation\\_projects](https://www.eithealth.eu/innovation_projects)) by publishing once a year a call for proposals in business creation, education and innovation programmes. Only project consortia consisting of EIT Health Partners (from 2 different European countries at least) can apply.

In the Call for proposals 2022 EIT Health for start-up driven Innovation project, the Start-up Amplifier Instrument is available. It provides the opportunity for start-ups at the core of an Innovation project to benefit from extended funding of up to EUR 500 000 EUR in Innovation projects in return for an option to assume shares in the start-up in the case of certain 'financial events'. This instrument contributes to EIT Health's sustainability strategy and makes EIT Health a magnet for healthcare and life sciences Start-ups in Europe for the benefit of our Partners.

In the evaluation process (please see Annex 3 for the overview of the EIT Health's evaluation process), EIT Health will evaluate the proposal itself (as it currently does) and the start-up through a due diligence process. Both elements will be considered to define the level of success of an Innovation project. If start-up passes the due diligence (none or minor issues identified during due diligence) it will be considered for EIT funding as a part of an Innovation proposal. If start-up does not pass the due diligence (major issues identified during due diligence), Innovation proposal will not be considered for EIT funding.

In parallel with due diligence, a valuation analysis should take place. Valuation analysis should use the established methodologies and result in the pre-money valuation number, that will be communicated to the start-up before it presents Innovation proposal at the hearings.

Additionally, a start-up can select up to two milestones that allow valuation increase during an Innovation project duration (i. e. 3 years), given that the pre-defined milestones that significantly de-risk the project/start-up are achieved. This is an optional offer available to the funded start-ups. In case a start-up pursues this offer, an additionally required valuation analysis will be performed following the funding decision to define the valuation increase associated with the timely achievement of milestone(s). The base valuation and milestone-related valuation increase will be fixed at the time of the signature of the Option Agreement between EIT Health and start-up (prior to the project start).

Moreover, it is possible that the start-up is not incorporated at the time of the call deadline and it will not be possible to perform due diligence and valuation analysis for such start-up prior to the hearings. In such cases, the due diligence and valuation analysis will be performed after the start-up is incorporated (after October 1, 2021).

Finally, when start-up's valuation milestone(s) get achieved, the review and validation of the milestone achievement will take place. The clinical and technological validation will be performed by separately contracted experts outside of the scope of this tender, however, from the business side it will be required to review the start-up's business plan and financials to ensure it follows its business plan in line with the assumptions considered in the milestone-related valuation analysis.

To deliver these services, EIT Health seeks to engage a service provider who will perform due diligence and valuation analysis for the start-ups that as a part of an innovation project with start-up amplifier are invited to the hearings and/or funded through the Call.

The following services are subject of the contract, in particular within these tentative timeframes:

- preparation work: between 26 April 2021 — 3 May 2021,
  - for the first wave of start-ups (between 15 and 30 start-ups):
    - valuation analysis: between 3 May 2021 — 18 May 2021;
    - due diligence: between 19 May 2021 — 4 June 2021.
  - milestone-related valuation analysis (between 3 and 6 start-ups, sub-set of start-ups from the first wave): between 15 September 2021 — 30 September 2021
  - for the second wave of start-ups (between 0 and 6 start-ups):
    - Due Diligence: between 8 October 2021 — 15 October 2021;
    - valuation analysis: between 15 October 2021 — 22 October 2021;
    - milestone-revalue valuation analysis: between 22 October 2021-29 October 2021.
  - validation of the milestone achievement (business side): individual timeline per each start-up's milestone plan, between 1 and 8 validations per year (in total).
- In case of a contract renewal for the years 2022 and 2023, the timeline and number of start-ups might deviate from the ones described above. The tentative timeline and expected number of start-ups will be communicated as a part of the extension confirmation.
- The expected maximum number of the various types of services to be provided per year will not exceed:
- due diligence assessments — 36,
  - valuation analyses (including milestone-related valuation analyses) — 48,
  - validations of milestone achievement — 8.

#### **II.2.5. Award criteria**

Quality criterion - Name: Organization, qualification and experience of staff assigned to performing the contract according to procurement documents / Weighting: 40

Quality criterion - Name: concept of approach and methodology according to procurement documents / Weighting: 30

Price - Weighting: 30

#### **II.2.11. Information about options**

Options: yes

Description of options:

See II.2.7

#### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
yes

Identification of the project: EIT Health Grant Agreement.

#### **II.2.14. Additional information**

### **Section IV: Procedure**

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#### **IV.1. Description**

##### **IV.1.1. Type of procedure**

Open procedure

##### **IV.1.3. Information about a framework agreement or a dynamic purchasing system**

The procurement involves the establishment of a framework agreement

#### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

#### **IV.2. Administrative information**

##### **IV.2.1. Previous publication concerning this procedure**

Notice number in the OJ S: [2021/S 036-090357](#)

##### **IV.2.8. Information about termination of dynamic purchasing system**

##### **IV.2.9. Information about termination of call for competition in the form of a prior information notice**

### **Section V: Award of contract**

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A contract/lot is awarded: yes

#### **V.2. Award of contract**

##### **V.2.1. Date of conclusion of the contract**

06/05/2021

##### **V.2.2. Information about tenders**

Number of tenders received: 4

Number of tenders received from SMEs: 3

Number of tenders received from tenderers from other EU Member States: 0

Number of tenders received from tenderers from non-EU Member States: 1

Number of tenders received by electronic means: 4

The contract has been awarded to a group of economic operators: no

##### **V.2.3. Name and address of the contractor**

Official name: BV4 AG

Postal address: Bösch 80A

Town: Hünenberg

NUTS code: CH06 Zentralschweiz

Postal code: 6331

Country: Switzerland

The contractor is an SME: yes

##### **V.2.4. Information on value of the contract/lot**

Initial estimated total value of the contract/lot: 1,00 EUR

Total value of the contract/lot: 1,00 EUR

##### **V.2.5. Information about subcontracting**

### **Section VI: Complementary information**

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#### **VI.3. Additional information**

Notice-ID: CXP4Y9PRDW2

#### **VI.4. Procedures for review**

##### **VI.4.1. Review body**

Official name: Regierung von Oberbayern - Vergabekammer Südbayern

Postal address: Maximilianstraße 39

Town: München

Postal code: 80538

Country: Germany

E-mail: [vergabekammer.suedbayern@reg-ob.bayern.de](mailto:vergabekammer.suedbayern@reg-ob.bayern.de)

Telephone: +49 8921762411

Fax: +49 8921762847

Internet address: [www.regierung.oberbayern.bayern.de/behoerde/mittelinstanz/vergabekammer](http://www.regierung.oberbayern.bayern.de/behoerde/mittelinstanz/vergabekammer)

#### **VI.4.3. Review procedure**

Precise information on deadline(s) for review procedures:

The application for a review procedure at the review body as set out in section VI.4.1 is inadmissible pursuant to § 160 (3) GWB if

- 1) The applicant has recognized the alleged infringement of public procurement rules prior to the submission of the petition for review and has not issued a complaint to EIT Health within a period of ten calendar days;
- 2) Infringements of public procurement rules which are discernible on the basis of the contract notice are not notified to EIT Health at the latest by the expiry of the time limit specified in the contract notice for the request to participate or the submission of tenders;
- 3) Infringements of procurement rules which are discernible on the basis of the procurement documents are not notified to EIT Health at the latest by the expiry of the time limit specified in the contract notice for the request to participate or the submission of tenders;
- 4) More than 15 calendar days have elapsed after receipt of the notification by EIT Health to not remedy a complaint of the tenderer.

#### **VI.5. Date of dispatch of this notice**

21/05/2021