Letter of Intent (LOI)

for the ENTRANCE Purchase Aggregation

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| **1. Parties** | **A.** | **ORGANISATION X**, having its main office in \_\_\_\_\_\_\_, at the address \_\_\_\_\_\_  hereinafter referred to as “**Buyer**” |
| **B.** | **ORGANISATION A,** having its main office in \_\_\_\_\_\_\_, at the address \_\_\_\_\_\_  hereinafter referred to as “**Neutral Trustee**”. |
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| **2. Recitals** | **A.** | ENTRANCE offers a common and legitimate European Matchmaking Platform and complementary off-line services designed to mobilize financial resources to accelerate the market access and scale up of “first of a kind” sustainable transport solutions, thereby reducing the European CO2 emissions and pollutants caused by the transport and mobility sector. The overall concept focus of the ENTRANCE project lies in the “supply-demand-finance” triangle that is envisaged for all transport and mobility modes and all relevant stakeholders. |
| **B.** | The ENTRANCE Purchase Aggregation is aimed at grouping the buyers with a common interest in a particular (type of) solution or with a common problem or need. The ENTRANCE Purchase Aggregation acts as a Neutral Trustee of the Buyers’ community to ensure a fair negotiation of the risk-, cost-, and gain-sharing mechanisms between the members of the Buyers’ community. |
| **C.** | This Letter of Intent (LOI) for the ENTRANCE Purchase Aggregation is aimed at formalizing the intention of the Buyer to participate to the multiple step process of a joint purchase initiative within the scope of the ENTRANCE platform. This stepwise process is guided by the Neutral Trustee. |
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| **3. Subject** | **A.** | The Buyer confirms its interest in a Subject of the Taxonomy of the ENTRANCE Platform. |
| **B.** | ***Description of the Subject*** |
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| **4. Process steps** | **A.** | The process leading to a Purchase Aggregation contains 7 steps  Step 1: Matchmaking  Step 2: Common needs assessment  Step 3: Alignment on expectations  Step 4: Requirements & Conditions & Critical Success Factors  Step 5: Joint Business Case  Step 6: Preparation  Step 7: Implementation |
| **B.** | As a matchmaking platform, ENTRANCE is monitoring the incoming requests on the platform. If the Subject of article 3.B is identified with several demand requests, the ENTRANCE platform will ask each individual buyer to enter this LoI and thus to participate to the process leading to a Purchase Aggregation. This stepwise process is guided by the Neutral Trustee. |
| **C.** | The setup of a Purchase Aggregation in the framework of the ENTRANCE will be free of charge for the Buyer, as long as it is performed under the ENTRANCE project. This project has received funding from the European Union’s Horizon 2020 research and innovation program under Grant Agreement N°101006681. |
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| **5. Intent** | **A.** | The Buyer declares to have the intention to participate to a Purchase Aggregation by first aligning its expectations with those of the other Buyer(s) and to prepare a Gentlemen’s Agreement with other Buyers on the topic, as described in article 4 as a next step in the Purchase Aggregation. The process will be guided by the Neutral Trustee. |
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| **On behalf of the Buyer:** |
| **Represented by:** |
| **Capacity:**  **Date:**  **Place:**  **Signature:** |

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| **On behalf of Neutral Trustee:** |
| **Represented by:** |
| **Capacity:**  **Date:**  **Place:**  **Signature:** |