

# EIT Manufacturing Competition 2021 for RIS countries

## Guidelines, Processes, Rules and Regulations

### A. Guidelines

EIT Manufacturing organizes the EIT Manufacturing Competition 2021 for Regional Innovation Scheme (RIS) countries under the brand name “BoostUp! RIS”, a pan-European innovation competition in three thematic areas: CREATE, ACCELERATE and TRANSFORM.

- **CREATE:** In this segment, we are looking for innovative projects ready to create a business that addresses critical manufacturing pain points.
- **ACCELERATE:** In this segment, startups and scaleups are invited to demonstrate their readiness to expand their ventures geographically or to new customer segments.
- **TRANSFORM:** In this segment, we invite SMEs to offer proposals that will take them to the next level of competitiveness.

“BoostUp! RIS” is a European business competition for innovative projects, startups, scaleups and SMEs in the manufacturing sector with a geographical focus on RIS countries. Countries eligible to take part in “BoostUp! RIS” are listed here:

Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Italy, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Slovakia, Slovenia and Spain.

The EIT RIS instrument is especially focusing on EIT RIS eligible countries, specifically on regions with limited or no participation in the EIT Manufacturing Community’s activities.

Individuals or companies that applied to the EIT Manufacturing BoostUp! 2020 competition are not eligible. The official language of the competition is English (i.e. all submission material must be submitted in English and the applicant must pitch in English, in the event that he/she will be selected for participation in the final event).

#### Requirements for entry

“BoostUp! RIS” seeks applicants from RIS countries with solutions in the realm of manufacturing technologies. In particular, submissions need to fit one of the following EIT Manufacturing [flagship areas](#) as well as the following technology domains: Simulation & Advanced Engineering Tools, Industrial VR/AR, Industrial Robotics, Logistics Tech, Additive Manufacturing (3D printing), Predictive Maintenance, Advanced Sensors, Advanced Detection (IR/Noise/etc.), Industrial Cybersecurity, Connectivity and IoT Infrastructure, Data analytics/AI, Digital Twins.

The applicants have to meet the following:

In the **CREATE** category:

- An entrepreneurial team, with a minimum of two members, is eligible to take part in the competition;
- Applying teams shall not have already established a legal entity for the application submitted;
- Team members must be resident in one of the RIS countries;
- Each team can submit one and no more than one application;

- The application package should include a filled-out application form, pitch deck, and logo.

In the **ACCELERATE** category:

- Company must be incorporated in RIS countries;
- Applicants have to prove revenue traction (existing reference customers);
- The business development plans (incl. financial aspects) shall be disclosed;
- The application package should include a filled-out application form, pitch deck, and logo.

In the **TRANSFORM** category:

- SMEs ([user guide to the SME definition](#)) and intermediate companies (that have 250 - 4,999 employees and a turnover not exceeding 1.5 billion euros) incorporated in RIS countries;
- Minimum annual revenue: 200k € (not including grants) in 2020;
- Applicants shall provide information about past performance (company history) and their current situation (strengths in the market) as well as their transformation maturity;
- The application package should include a filled-out application form, company presentation, and logo.

The selection in all categories will focus on the following main assessment criteria:

- Addressed market needs/customer pain points;
- Product/service innovativeness;
- Value proposition (product/solution);
- Market and competition;
- Team, expertise, and entrepreneurial drive;
- Strategic alignment to the competition areas;
- General impression (quality and impact).

## B. The Application and Selection Process

“BoostUp! RIS” will award applicants as selected by third-party jury members.

Participants compete for “growth packages” of dedicated support services in coaching, mentoring and IP management provided by the EIT Manufacturing Business Creation team. The competition is aiming to find and scale up the best solutions for sustainable, resilient, and socially impactful manufacturing.

In addition to the “growth package” prize, the top eight winners (rank 1 to rank 3 in CREATE; rank 1 to rank 3 in ACCELERATE; rank 1 and rank 2 in TRANSFORM) will receive a financial prize, to be spent on R&D and go-to-market support needs, as aligned with the EIT Manufacturing Business Creation team. The amount of the financial prize is as follows:

- First prize: €10.000;
- Second prize: €7.000;
- Third prize: €5.000.

Winners will also gain access to EIT Manufacturing's pan-European innovation network and enjoy visibility and international publicity through EIT Manufacturing's communication channels.

EIT Manufacturing is responsible for coordinating and overseeing the application and evaluation process:

### Step 1: Submit the application

All applications must be submitted in English using the application forms for each category linked on the competition website (<https://events.eitmanufacturing.eu/boostup/>) – no paper submissions will be considered.

Submissions will be accepted from March 31<sup>st</sup>, 2021, 12:00 CET until April 28<sup>th</sup>, 2021, 12:00 CET. Only applications submitted through the online link (as noted above) before the aforementioned deadline will be accepted and considered.

The organizers reserve the right to extend the submission deadline; any extension of the deadline will be communicated to the public on the competition website.

### Step 2: Pre-assessment by an independent jury of ~10 experts coming from a diversity of European countries

The evaluation and selection process of the EIT “BoostUp! RIS” pitching competition is designed to create an open, accountable, multi-step selection process based solely on the merit of the submitted applications. All submissions shall receive the same opportunity. No quotas shall be established.

Each eligible submitted application shall be evaluated by an expert third-party jury coming from a diversity of European countries, nominated by the organizer.

During the first stage, the jury members will individually rate each application according to the main assessment criteria. Based on the collective results of the individual assessments, a deliberation meeting will be held to decide which applicants (approximately 20) will be invited to pitch during the “BoostUp! RIS” event.

The selection in all categories will focus on the following main assessment criteria:

- Addressed market needs/customer pain points;
- Product/service innovativeness;
- Value proposition (product/solution);
- Market and competition;
- Team, expertise, and entrepreneurial drive;
- Strategic alignment to the competition areas;
- General impression (quality and impact).

### Step 3: Pitching/presentations and final jury decisions

Invited applicants will pitch/present during the “BoostUp! RIS” event, which will take place 11-12 May 2021. The event will be held entirely online for participants. The full agenda will be announced on the competition website (<https://events.eitmanufacturing.eu/boostup/>) as the event approaches. It is the participants’ responsibility to keep track of announcements and information on the website. All pre-selected finalists will also receive an email with the detailed timing of the final pitching competition sessions prior to the event.

Following the pitches/presentations in each category, an expert jury will decide on the final ranking according to the following review process:

In each category, the assessment will be made with a score on a scale from 1 to 5:

- 1 - Poor - criterion is inadequately addressed or there are serious inherent weaknesses
- 2 - Below Average - application broadly addresses the criterion, but there are significant weaknesses
- 3 - Average - application addresses the criterion well, but a number of shortcomings are present
- 4 - Good - application addresses the criterion very well, but a small number of shortcomings are present
- 5 - Outstanding - application successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

After individual assessments, the jury will convene in a deliberation meeting to rank the participants and select the winners. Following this, a list of the winners will be publicly announced.

The winners will receive the following awards:

1. All winners will receive a “growth package” of dedicated support services for four (4) months provided by the EIT Manufacturing Business Creation team and based on the company’s individual needs.
2. All winners will enjoy visibility and international publicity through EIT Manufacturing’s communication channels.
3. The top eight winners will receive a financial prize, to be spent on R&D and go-to-market support needs, as aligned with the EIT Manufacturing Business Creation team.

The process related to the financial prize as noted in point 3 above is as follows:

1. The winner must submit a Letter of Intent (LoI) to the EIT Manufacturing Business Creation team, explaining how they propose to spend the prize for R&D and/or go-to-market purposes.
2. An alignment meeting is scheduled between the winner and Business Creation team members to converge on how the prize will be spent.
3. The winner will update the LoI in line with step 2 and provide the final submission to the EIT Manufacturing Business Creation team.
4. The financial prize is spent and monitored accordingly.

#### Step 4: Prizes and follow-up

For delivery of the prizes noted above, the following steps will be taken after closing the competition:

- Signature of the financial prize agreement
- Delivery of “growth package” support services by EIT Manufacturing Business Creation team;
- Signature on Letter of Intent (LoI) detailing usage of the financial prize two (2) months after the event;
- Execution and monitoring of the LoI commitment according to Rules and Regulations.

## **C. Rules and Regulations**

### **1. Monitoring and Control related to the “Boost Up! RIS” Financial Prize**

**Control / Compliance before paying out the Financial Prize:** Before EIT Manufacturing wires the financial prize, companies must prove bank and fiscal documents showing that they are clean and have no pending issues with their local administrations and/or authorities. They must provide a “declaration of honor” that they have no issue that might impact EIT Manufacturing’s reputation. In case of identified issues, the prize will be cancelled.

**Reporting:** Prize winners must report two (2) months after final receipt of support from EIT Manufacturing. This reporting must confirm that they received the “growth package” prize. In addition, the reporting must confirm that the financial prize:

- was spent according to the needs defined in the LOI under Business Creation supervision, and
- is effectively used in direct relation to key R&D and go-to-market needs (as agreed in the LOI).

**Right to activate audits:** EIT Manufacturing retains the right to activate an audit on “BoostUp! RIS” prize winners, in case of alerts and/or to confirm governance and proper usage of the financial prize.

## 2. Intellectual Property and Publication Rights

Participants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application, participants affirm that they hold ownership or have legally secured the right to use all elements of the innovative product or service. Participants agree to indemnify and hold harmless EIT Manufacturing and/or any assignee or affiliate from any third-party allegations or claims of intellectual property rights infringement by the product or service of participants.

Participants shall have the right to further develop, use, and license their intellectual property rights for creating, making, marketing, and distributing products, services and technology.

By submitting their application, winners and finalists agree to the possible inclusion of their product or service in any media coverage by EIT Manufacturing and its partners, such as press releases or publications. Also, all winners and finalists agree that their personal data, such as their names and affiliations, pictures, videos, and sounds may be used for such purposes by EIT Manufacturing and its partners.

## 3. Data protection

The sole purpose of the collection of data is to verify the eligibility of the submitted products or services and to identify the best projects/companies within each category. Participants will provide name, postal address, email address and telephone number ("personal data") only for the purposes related to execution of the competition. EIT Manufacturing will process the submitted material according to the European General Data Protection Regulation (GDPR). Personal data shall be deleted six months after the announcement of the competition winners.

Participants have the possibility to indicate that EIT Manufacturing may grant access to parts of their submission to trusted investors and partners.

The application submission and evaluation process will be done via Submittable (<https://www.submittable.com/>), an online submission management tool by Submittable Holdings, Inc.

YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL: By submitting your application within this challenge you implicitly state your consent to the [Terms and Conditions](#) as well as the [Privacy policy](#) of Submittable.

YOUR CONSENT TO THE USE OF PERSONAL DATA: By submitting your application within this competition you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

#### **4. Acceptance of Rules and Regulations**

By submitting the application form, the participant agrees to the Rules and Regulations, which form part of the submission. Participants agree that they have no legal entitlement to a prize.

EIT Manufacturing reserves the right to make reasonable amendments to these Rules and Regulations. Amendments and additions to these Rules and Regulations shall be valid only if communicated in writing or otherwise made available to the participants.

Any deviation from these Rules and Regulations can only be made in writing and signed by an authorized representative of EIT Manufacturing and the participant.

These Rules and Regulations are governed by the laws of France.

Any disagreement or dispute which may arise in connection with these Rules and Regulations which cannot be settled amicably will be brought before the courts in Paris, France. To the maximum extent permitted by law, under no circumstances and under no legal theory whether in tort (including negligence) contract otherwise shall EIT Manufacturing, any of its Co-Location Centers or affiliates be liable for any special indirect, punitive, incidental or consequential damages, including loss of profit. The liability of EIT Manufacturing shall in any case be limited to 1,000 EUR.

#### **5. Organizer**

The EIT Manufacturing “BoostUp! RIS” is organized by EIT Manufacturing. EIT Manufacturing is responsible for the central coordination of the event (which includes the pitching competition) in addition to coordinating the application and evaluation process.

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