

AINANOTEC Ideas and Technologies Contest

2nd Cycle of the AINANOTEC Program

REGULATION

ENGLISH VERSION

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1. AINANOTEC Contest

1.1 The 2nd Cycle of AINANOTEC program “*Artificial Intelligence & Nanotechnology based Startups Entrepreneurial Program*” is promoted by Fraunhofer Portugal Association (FhP), International Iberian Nanotechnology Laboratory (INL) e INOVARIA - Innovation Network in Aveiro, through a public incentive instrument for the Promotion of Entrepreneurship (01/SIAC/2020 - project number 71977). The project is co-financed by the European Social Fund under the Portugal 2020 Operational Programme for Competitiveness and Internationalization (POCI).

1.2 The AINANOTEC entrepreneurial Program is intended to support young entrepreneurs and researchers in the development of business ideas and in the economic valorisation of technologies resulting from R&D with high market potential. This Program aims to support the creation of new start-ups with disruptive business models, in the areas of Artificial Intelligence (AI), Nanotechnologies and Information and Communication Technologies (ICT).

1.3 Based on an innovative methodological approach, this entrepreneurship Program promotes a 2nd cycle of support organized in four key phases:

- PHASE 1 - Regional Bootcamps - Comprise the constitution of multidisciplinary and complementary teams for the development of ideas and technologies. Each Bootcamp has the duration of four days and includes coworking, thematic sessions, pitching, mentoring and team competition.
- PHASE 2 - Acceleration Program - Comprehends the application of an innovative method, capable of accelerating the development and growth of business ideas in an effective way during a period of six months. This method promotes the transition from early stages of maturity in a fast, structured, and sustainable manner. The Program includes a total of six individual mentoring sessions per team.
- PHASE 3 - Scale-up Program - The Program has the duration of 3 months and focuses on personalized support for business ideas, encouraging the development of the level of maturity of the Technology Readiness Level (TRL) of the product/technological solution. The Scale-up phase includes monthly presential or remote business and technology mentoring sessions and a personalized support program of business and technological mentoring provided by the promoting entities and external entities. The mentoring will be



in the following areas (but not limited to): Software, AI, Nanotechnology, Health, Agrifood, Maritime, Energy, ICT, Business Model, Market, Legal and Intellectual Property. The business Ideas or technologies will also receive support from the promoting entities on scheduling meetings with potential investors.

- PHASE 4 - Entrepreneurship (Boost/Support) - Comprehends the stimulation of structuring projects to support entrepreneurship and stimulation of initiatives to detect, stimulate and support entrepreneurship, the training of business initiatives and the creation of new companies. In this phase, mentoring and coaching activities will be carried out.

1.4 Access to the AINANOTEC Program is gained through the participation in the business ideas and technology contest, and with the fulfilment and agreement with the points presented in the sections.

2. Objectives

2.1 AINANOTEC Program objectives aim to:

- Stimulate the entrepreneurial spirit of young people and researchers with business ideas and technologies which address the fields of Artificial Intelligence, Nanotechnologies, Information and Communication Technologies.
- Promote entrepreneurship in knowledge-intensive areas, among the academic, scientific, and business community.
- Facilitate the generation and the development of disruptive and competitive business ideas in the global market.
- Accelerate the development and the maturation of innovative projects, identifying and supporting those that stand out as a result of their potential and maturity.
- Support the realization of high potential business ideas by facilitating access to appropriate funding and strategic business partnerships.
- Create a minimum fifteen new technology-based startups.

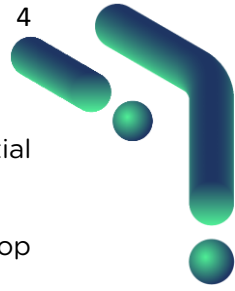
2.2 The objectives of the AINANOTEC ideas and technologies contests are to:



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- Collect and select business ideas and technologies with high market potential to be supported in the AINANOTEC Program.
- Create multidisciplinary and complementary entrepreneurial teams to develop business ideas.

3. Who can participate?

3.1 This contest is open to young entrepreneurs and researchers who may submit business ideas or technologies as an “Individual” or “Team”.

3.2 Individual Applications (only one participant promotes the idea or technology). The candidate must fulfil the following conditions:

- a) Between the age of 18 and 40;
- b) Be of Portuguese nationality or present proven residence in Portugal (attested by passport or residence permission);
- c) Attend a higher education institution or have a degree;
- d) Express the intention to found a new company based in Portugal, namely in the North or Centre regions. (Verification: the selected candidates will be requested to send a signed commitment declaration to this effect)

3.3 Team Applications (maximum of three team members): It is mandatory that at least one of the team members must fulfil the conditions presented in the “Individual Applications” (paragraph 3.2). Start-Ups and Companies applications (as a Team Application) are not allowed in any Phase.

3.3.1 Exceptional conditions:

- a) Exceptionally, participants over 40 years old may submit a “Team Application”, if at least one of the team members is between 18 and 40 years of age;
- b) Exceptionally, foreign or non-residents in Portugal may be admitted in a “Team Application”, in the case of the expressed desire to be a co-founder of a new company based in Portugal (Verification: the selected candidates will be asked to send a signed commitment declaration to this effect). This participant is required to integrate a team with at least one Portuguese member (or a member with proven residence in Portugal).



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4. What AINANOTEC is looking for

4.1 The AINANOTEC Program will prioritize business ideas and technologies within the following areas:



4.2 The business ideas and technologies should preferably be the potential to result in companies set up in the North or Centre region of Portugal, with the following CAEs:

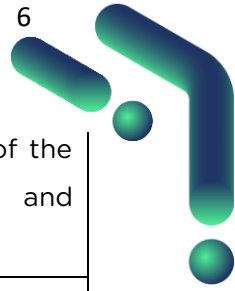
- a) 26110 - Manufacture of electronic components;
- b) 28992 - Manufacture of other miscellaneous special-purpose machinery n.e.c.;
- c) 32502 - Manufacture of orthopaedic equipment and prostheses and medical and surgical instruments;
- d) 71120 - Engineering activities and related techniques.

4.3 Business ideas and technologies with different levels of maturity may be submitted to the PHASE 1 and Phase 2. For PHASE 3 and Phase 4 of the AINANOTEC Program, only business ideas or technologies with a maturity level between TRL 5 and TRL 9 will be accepted.

4.4 When completing the submission form, the candidates must select the stage of their business idea or the maturity of the technology (TRL). The following tables clarify what is expected at each stage or TRL:

A. Technology Readiness Level – Scale to classify technology maturity (Reference: EIT RM-RM Accelerator-Terms and Conditions)

TRL	Description
	Basic principles observed



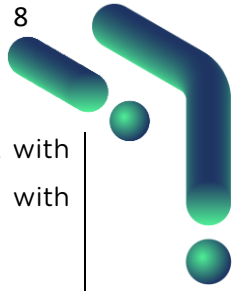
TRL 1.	This is the lowest level on the maturity scale. The basic principles of the technology are observed and reported but applied research and development has not yet taken place.
TRL 2.	Technology concept and/or application formulated At this stage, the science or technology already has some degree of sustenance: some basic principles have been observed and R&D has begun, but applications are still speculative.
TRL 3.	Analytical and experimental proof-of-concept of critical function and/or characteristics Experimental and analytical studies were conducted to validate the predictions made about the technology. These studies constitute a preliminary proof of concept of the technology, carried out in a laboratory environment. In biomedical technologies, "in vitro" tests are performed at this stage.
TRL 4.	Technology validation in laboratory In this phase, the basic technological components are designed, developed and integrated to check that they work together. In the case of software products, "alpha tests" fall into this stage.
TRL 5.	Technology validation in relevant environment Integration of technological components and testing their applications in a realistic environment. It corresponds to pre-clinical testing in the biomedical sector and the validation of system or process components in products and software.
TRL 6.	Technology demonstration in a relevant environment Evaluation of the prototype or representative model in a relevant environment. In the biomedical sector it corresponds to the first phase of clinical trials, while in the device sector it corresponds to the safety demonstration of the device and in the software sector to a 'beta' version.
	Technology prototype demonstration in an operational environment



TRL 7.	Evaluation of the prototype close to the planned (real) one in an operational environment. The second phase of clinical trials is part of this TRL, as well as the final product design and prototype testing.
TRL 8.	Actual technology system completed and qualified through test and demonstration In a real system, the technology was shown to comply with the specified conditions. In the case of a technology in the biomedical sector, the third phase of clinical trials fits into this TRL, while in a software product at pre-commercial demonstration fits into this phase.
TRL 9.	Actual technology system proven in an operational environment The system incorporates the new technology in its final form and has been applied in its actual application conditions. It is now ready for sale.

B. Scale to identify the maturity level of the business ideas (Reference: Startup Commons)

Level	Description
-2	Ideating Entrepreneurial ambition and/or potential scalable product or service for target market. Initial idea on how the idea/product would create added value. One person or a vague team; no confirmed commitment or lack of adequate balance of skills in the team structure.
-1	Concepting Defining the mission and vision as well as the initial strategy and key milestones for the first three years and the process to achieve the goals. Two or three entrepreneurial core co-founders with complementary skills and ownership plan. Potential inclusion of additional team members for specific roles and company ownership.
0	Committing Committed team with balanced skills team with a shared vision, values and attitude. Ability to develop the initial product or service version, with committed resources, or already holding an initial product or service. Co-



	founders shareholder agreement (SHA) signed, including milestones, with shareholders time & money commitments, for the next three years with adequate vesting terms.
1	Validating Iterating and testing of assumptions for validated solutions to demonstrate initial user growth and/or revenue. Initial key performance indicators (KPI's) identified. Can start to attract additional resources (money to work equity) via investments or loans for equity, interest, or revenue share from future revenues.
2	Scaling Focus on measurable KPI based on users, customers, and revenues and/or market traction and market share in a big or fast-growing target market. Can and want to grow fast. Consider or have attracted significant funding or would be able to do so if wanted. Hire, improve quality, and implement processes.
3	Establishing Achieved significant growth and is expected to continue to grow. Easily attracted financial and human resources. Depending on the vision, mission and commitments, will continue to grow and often tries to culturally continue "like a startup". Founders and/or investors may exit or continue with the company.

5. How to participate

5.1 A Call for Applications will be opened for each phase of the AINANOTECH Program. Each call will be supported by a Phase Description containing (at least):

- a) application requirements;
- b) selection criteria;
- c) maximum number of business ideas or technologies to be admitted;
- d) the identification of the jury;



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- e) the description of the activities to be carried out;
- f) way of monitoring and evaluating the participants;
- g) link to this AINANOTEC Program Regulation;
- h) express mention that the candidates undertake to comply with the regulations of the AINANOTEC Program and the rules contained in Phase Description.

5.2 The Phase Description identified in the previous number must comply with this Regulation and only serve as a guide for each phase of AINANOTECH Program. The PHASE 1 description will be designated “AINANOTEC PROGRAM - Phase Regional Bootcamps - Rules”. The PHASE 2 description will be designated “AINANOTEC PROGRAM - Phase Acceleration Program - Rules”. The PHASE 3 description will be designated “AINANOTEC PROGRAM - Phase Scale-up Program - Rules”. The PHASE 4 description will be designated “AINANOTEC PROGRAM - Phase Entrepreneurship (Boost/Support)- Rules”.

5.3 Candidates may submit business ideas or technologies for each phase of the AINANOTEC Program by completing the online registration form available at <https://ainanotec.eu/>. Each candidate can submit more than one business idea or technology thought separate applications. There is no established limit. Nevertheless, all business ideas or technologies presented will compete against each other.

5.4 By registering on the platform, the candidates expressly accept the terms and conditions set out in the present Regulation and in the Phase Description that support the specific Call for Applications.

5.5 The program participants will be permanently evaluated by the consortium: FhP, INL e INOVA-RIA. In case of lack of performance and attendance, the consortium may decide to exclude participants or teams. In case of “Individual” applications, there is a tolerance of three absences.

5.6 Without prejudice to the provisions of the paragraph 5.1, Participants in the Phases 1 and 2 of the AINANOTEC Program may be admitted to proceed directly to the following phase of the program. This admission will be evaluated by the Jury at the end of each phase of the program, in the following terms:

- a) At the end of PHASE 1, the Jury will evaluate and select the business ideas or technologies that will be able to proceed directly to PHASE 2.



b) At the end of PHASE 2, the Jury will select the business ideas or technologies that will be able to proceed directly to PHASE 3.

5.6.1 The participants directly admitted to the next phase of the program must provide written confirmation of their presence and agreement to the next Phase Description .

5.7 Only candidates who have not participated in Phases 1 and 2 of the AINANOTEC PROGRAM can be admitted to participate in PHASE 4. The candidates who apply simultaneously to Phase 3 and Phase 4 will be admitted to participate in only one of these phases by Consortium decision.

5.8 The Jury reserves the right not to select any business ideas or technologies to support if it considers that the business ideas or technologies submitted do not meet the minimum criteria set out in this Regulation.

5.9 Calls for Applications will be posted on the AINANOTEC Program website - <https://ainanotec.eu/> - and the results will be communicated by email to candidates.

6. Schedule

6.1 The submission deadline for business ideas and technologies, as well as the respective communication of the results take place as per the table below.

2 nd Cycle of the AINANOTEC Program	Call for Applications (Expected Date)	Dissemination of the results (Expected Deadline)
PHASE 1 - Regional Bootcamps	April 8, 2022	May 7, 2022
PHASE 2 - Acceleration Program	May 16, 2022	July 7, 2022
PHASE 3 - Scale-up Program	September 12, 2022	September 22, 2022
PHASE 4 - Entrepreneurship (Boost /Support)	December 2, 2022	December 22, 2022

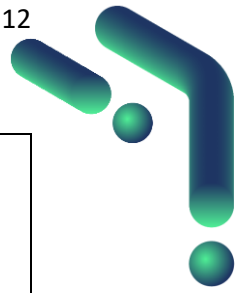


7. Selection criteria

7.1 PHASE 1 and PHASE 2: The business ideas or technologies submitted to the PHASE 1 and PHASE 2 of AINANOTEC Program will be analysed and evaluated by a competent Jury, according to the following evaluation grid:

Degree of Innovation and creativity of the idea or technology		
Criteria	Weight	
<u>Structure and clarity of the idea,</u> mainly in identifying the problem to be solved, the proposed solution and the added value of the solution to be developed and marketed.	10%	50%
<u>Degree of innovation and differentiation:</u> ideas should reflect an innovative character and be state of the art in terms of scientific research.	20%	
<u>Maturity:</u> the existence of experimental data that validates the theoretical concepts will be valued. Priority will be given to: Technologies with TRL ≥ 6 or Ideas with maturity level ≥ 0 (Commitment)	20%	
<u>* Applications submitted with a video or presentation (max 30 minutes long) may obtain an additional score of 20%.</u> <u>The Jury reserves the right not to award the additional 20% in the case of videos with poor sound, image, content and editing quality.</u>	+20%	+20%

Sustainability of the project		
Criteria	Weight	
<u>Team:</u> qualifications and experience of the team members involved in the development of the proof of concept, at a	10%	20%



technical and management level, clearly identifying the role of each element.		
<u>Budget</u> : clear justification of the resources that will be required to complete the proof of concept and subsequent market entry.	10%	

Potential Impact		
Criteria	Weight	
Potential of the AINANOTEC Program to have a significant impact on getting closer to the market - company creation	10%	30%
Applications with the potential to result in companies set up in the North or Centre region, with the following CAEs, will be valued: 26110 - Manufacture of electronic components; 28992 - Manufacture of other miscellaneous special-purpose machinery n.e.c. 32502 - Manufacture of orthopaedic equipment and prostheses and medical and surgical instruments; 71120 - Engineering activities and related techniques	20%	

7.2 PHASE 3 and PHASE 4: The business ideas or technologies submitted to the PHASE 3 and PHASE 4 of AINANOTEC Program will be analysed and evaluated by a competent Jury, according four evaluation criteria and score them as follows:

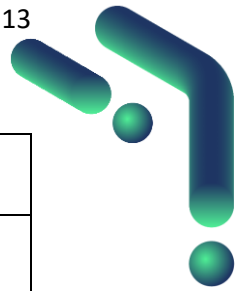
Criteria	Maximum Points
Degree of Innovation and creativity of the project	5



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Potential Impact	5
Team description	5
Potential alignment with AINANOTEC Project	5
Total	20

8. Jury

8.1 The Jury to each Call for Applications will be composed by three members: one member of Fraunhofer Portugal, one member of INL and one member of INOVA-RIA.

8.2 The Jury may have two additional members, namely one investor and one external stakeholder, safeguarding an odd number of jury members.

8.3 The Jury will evaluate the applications and select the business ideas and technologies to be integrated in each phase of AINANOTEC Program. The selected candidates will be notified of the results by the consortium.

8.4 The decision of the Jury will be based on a record signed by all its members.

8.5 The Jury's decision is irrevocable, and no claims will be accepted.

9. Communication and Dissemination of the Results

9.1 After the Jury's deliberation, the selected business ideas and technologies will be communicated and disseminated by the candidates, on the dates presented in point "6. Schedule".

10. Publicity

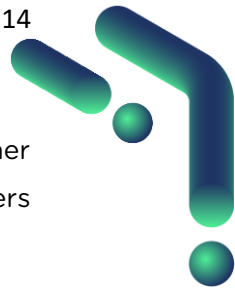
10.1 The Promoting Entity and the AINANOTEC Project may use, for its communication and publicizing activities, information relating to the AINANOTEC Open Call,



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documents, notably summaries for publication and deliverables as well as any other material, such as pictures or audio-visual material that it receives from the proposers and the shortlisted candidates (including in electronic form).

10.2 The promoting entities and the AINANOTEC Project may publish the name of the shortlisted applicants and the selected Business Ideas/Projects, their origin, information regarding the prize, its nature and purpose – unless they have requested to waive such publication.

10.3 Photos and videos taken by the promoting entities and the AINANOTEC Project during the personalized support program of business and technological mentoring are the sole property of the AINANOTEC Project.

11. Final considerations (privacy, data processing, modifications)

11.1 The AINANOTEC Program consortium is responsible for the personal data collected in the framework of the Program.

11.2 All members involved in the organisation of this competition and the members of the Jury undertake not to misuse any document or information contained in the application, as well as to safeguard the security of personal data and respect the data protection policy (RGPD).

11.3 By applying to this competition, in accordance with the present regulation, the participants expressly authorize the processing of their personal data, including the collection of images (video and photography) and sound, without any established time limit, in any way or means, namely through the Program's website and the respective social networks, without this resulting in any right to monetary compensation.

11.4 The partnership FhP, INL and INOVA-RIA may transmit the personal data to subcontracted entities, under the terms of the contracts entered between them and the provisions of the General Data Protection Regulation. The data may also be communicated to other third parties to comply with legal obligations, a decision of the National Data Protection Commission or other competent supervisory authority, or a judicial order.



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11.5 Participants shall be responsible for any intellectual or industrial property claims, as well as for the misuse of private or restricted domain information.

11.6 The application and participation in the Program imply the acceptance of the terms and conditions of this Regulation by the participants. All cases not covered by the present regulation, as well as the respective alterations, will be decided by the partnership.

11.7 Any doubts or questions regarding the AINanoTec Ideas and Technologies Competition can be clarified through the e-mail: info@ainanotec.eu.

11.8 Any modification to this Regulation shall be made with the agreement of the Consortium and be made public immediately through the usual means of publication of the Regulation.