



BIND 4.0

STARTUP!
BASQUE INDUSTRY 4.0
ACCELERATOR PROGRAM

PROGRAMME TERMS AND CONDITIONS



1. Programme Objectives

The main objective of the **BIND 4.0 Programme** is to provide support services to the best innovative startups in the field of Industry 4.0, accelerating their development and growth through an intense work programme, bringing them closer to the market, and also to financing, access to contacts, training, mentoring and a work space in which to develop each project.

2. Acceptance of the Terms and Conditions

The following terms and conditions are intended to establish the rules for participation in the **BIND 4.0 programme**. Participation in the programme call means acceptance of these rules, without exceptions or conditions, as well as any decision about it that may be emitted by SPRI and/or the Programme Coordination and Evaluation Committee.

3. Terms and definitions:

For the purposes of this programme, the following definitions apply:

“SPRI”: Trade name of the Sociedad para la Transformación Competitiva - Eraldaketa Lehiakorrerako Sozietatea, S.A. (Society for Competitive Transformation), a public company associated with the Department of Economic Development and Competitiveness of the Basque Government.

Startup: a fledgling organisation in search of a scalable business model through the development of innovative products and/or services aimed at a target market.

Accelerator programme: a structured programme, limited in time and aimed at boosting the development and growth of startups by providing various support services.

Mentors: professionals who exercise the function of advising startups on different areas that affect or may affect their development. Mentors act as guides, giving their knowledge, personal experience and vision, in order to help develop startups more effectively.

Partner companies: Industry 4.0-related companies involved in the BIND 4.0 initiative. Partner companies participate in the selection process of startup participants and may offer the finalist startups the opportunity to work jointly on a real project during the accelerator programme.

Matching: a phase of the selection process which consists of the promotion of private meetings between the startup finalists and partner companies, in order to reach a joint agreement aimed at producing a real project during the accelerator programme.

Pitch: a presentation to talk about an idea or a business at a specific time and space.

Demo Day: a private event where the projects which have successfully completed the accelerator programme will have the opportunity to present their startup to a panel of agents and investors. SPRI may invite the investors they deem appropriate to this demo day. In addition, they can invite the members of the Coordination and Evaluation Committee, partner companies and mentors.

4. Types of candidate startups

The **BIND 4.0 programme** is mainly targeted at the following startup profiles:

- Startups with technological services/products applied to Advanced Manufacturing, Energy or Health sectors which have already completed their technological development and are in a position of accessing the market.
- Startups from any part of the world that are no more than 8 years old that propose using new technologies to improve industrial processes and that need to accelerate their business development.
- Applying startups must be legally incorporated.

5. The participating startups will undertake to:

- Provide the dedication required for the development of the project with the partner company during the business accelerator programme.
- Attend the Programme's activities and comply with the work and deliverables defined within it, which should result in real progress by the participating startups.
- Participate in the Programme communication and dissemination activities.

The Programme encourages participating startups to spend as much time as possible in the Basque Country, with the aim of promoting their immersion and development in the Basque industrial ecosystem. In this sense, at least one member of the startup is required to attend the following mandatory activities:

- **Kick-off session** (January 2019).
- **Commercial Skills Development Camp** (January 2019).
- At least **2 specialised workshops** throughout the 6 months of the Programme.
- At least **2 networking sessions** throughout the 6 months of the Programme.
- **Mentoring sessions via Skype** (schedule will be arranged by the startup and mentors during the programme).
- **Special training session for the Demo day** (June 2019) (Option to attend this session via Skype).
- **Demo Day** (July 2019).

6. Relationship between the Programme and the Startups

Each participating team leader must name a contact person with whom SPRI will maintain official communication. They must be over 18 and able to speak English fluently at all levels and act as the leader of the startup with sufficient or exclusive dedication to the Programme during its term.

This person must meet the legal conditions needed to settle and stay in the Basque Country at least during the accelerator programme.

In turn, the contact person of each startup will be the person who will sign the programme contract and will be the person who is solely responsible for the decisions made by the startup during its participation in the programme.

The repeated negative assessment of the attitude of any participating startup by the Coordination and Evaluation Committee may lead to their expulsion from the Programme, they will not be entitled to compensation nor will there be consequences for SPRI.

Among others, negative attitudes may include unwillingness and reluctance to communicate, repeated absence to training sessions and failure to provide the work defined in the Accelerator Programme.

7. Confidentiality Policy:

The content of the applications submitted to the **BIND 4.0 Programme** and all documentation and information of any kind that is provided shall be confidential and private, and will be treated as such by the Programme promoters. The participating startups agree, as a general rule, to the Programme Coordination and Evaluation Committee's use of the basic project data during the evaluation and selection processes described in these Terms and Conditions.

8. Personal data protection

In accordance with the provisions of the Regulation (EU) 2016/679 on General Data Protection (hereinafter, RGPD) and other applicable regulations on the protection of personal data, we inform you that the data you provide us will be processed under the responsibility of Sociedad para la Transformación Competitiva -Eraldaketa Lehiakorrerako Sozietatea, SA (SPRI) in order to provide the requested service and, where appropriate, carry out your billing.

The collected and processed data are solely those necessary to identify you in our systems. We may send you commercial communications which you may effectively object to through the received communication.

The legal basis on which this processing is based is the contractual relationship or the offer of services itself and the legitimate interest for marketing.

The data provided will be stored as long as the commercial relationship is maintained or during the years necessary to comply with legal, commercial and tax obligations.

Anyone has the right to obtain confirmation about whether SPRI processes their personal data or not. Interested persons have the right to access their personal data, as well as to request the rectification of inaccurate data or, where appropriate, request its deletion when, among other reasons, the data is no longer necessary for the purposes for which they were collected.

In certain circumstances, the interested parties may request the limitation of the processing of their data, in which case they will only be kept for the exercise or defence of claims. Also, under certain conditions, and for reasons related to their particular situation, the interested parties may object to the processing of their data.

You may materially exercise your rights by sending an email to lop@spri.eus. We inform you that the control authority where you can go if you need to request the protection of your data is the Spanish Data Protection Agency.

9. Contents

The candidate startups shall ensure that the work and content voluntarily contributed to the Programme (including summaries or presentations) do not infringe third party rights and have all the authorisations necessary to participate in this programme. They must not be offensive or demeaning, nor incite violence, racism, nor violate fundamental rights or public freedoms recognised by the current regulations, including laws on the protection of children and young people, nor constitute or imply any intrusion into personal or family privacy of individuals or a violation of a third party's right to honour or secrecy of communications or be contrary to any current regulations.

In addition, the projects presented must ensure non-sexist use of language and images.

Moreover, each participating startup authorises the promoting entities to use their name and likeness in publicity material related to the accelerator programme, including on the Internet, without receiving any payment.

10. Startup registration process

- The deadline for registration applications will be from 12:00 (CEST) on 6 July 2018 until 12:00 (CEST) on 14 September 2018.
- Registration of the startups will be done through an online form available on the programme website, www.bind40.com
- Registration of candidates must be carried out in English.
- The registration forms must be accompanied by a video presentation of the startup in English, where the reason for participating in the programme is explained. Moreover, it is possible to link other attachments that can provide additional information (presentations, demos, etc.). This information should be consistent with the assessment criteria for candidate screening listed in the following section.
- Upon receipt of the documentation, an email confirming receipt of the registration application for the programme will be sent.
- One candidate per startup will be admitted. If more than one entry is found from any startup, the first entry made will be taken as the valid one.

11. Selection procedure for participating startups

The selection process is divided into three stages:

1. Pre-selection of candidates
2. Selection of finalist startups
3. Matching between partner companies and finalist startups to define and agree on the development of joint projects

STAGE 1 - Pre-selection of candidates

Applications will be evaluated by the Programme Management Team, which will pre-select the startups that pass to the next stage. Each application will be given a rating from 0 to 70 points using the following criteria:

| Evaluation criteria | Maximum points |
|---|-----------------------|
| Value of the Service/product | 30 |
| Innovativeness of the service/product | 10 |
| Impact of the service/product on the current market | 10 |
| Level of competition with similar solutions | 10 |
| Startup team/Promoter's Team | 20 |
| Background of academics/professionals in the promoting team | 10 |
| Skills and knowledge of the sector/industry | 10 |
| Specific criteria | 20 |
| Potential for generating direct/indirect employment | 10 |
| Overall growth potential over the next 10 years | 10 |

The Programme Management Team will determine which candidates have obtained the highest scores in the application of the selection criteria and will go on to the next stage.

Applications that are rejected from passing to the next stage, as well as those who do not get a required minimum total score of 50 points will not be accepted, and will be notified by email of this decision.

STAGE 2 - Selection of finalist startups

The preselected teams will be evaluated by the Coordination and Evaluation Committee, consisting of 3 members of the Basque Government/SPRI and 1 member from each of the partner companies, through 'pitching' interviews and group dynamics based on the evaluation criteria defined in this section. If they are local startups, interviews will be held face to face and, for startups located outside the Basque Country, they will be held via videoconference.

For confidentiality and/or competition issues, preselected startups may request the exclusion of any partner company during their presentation. The startups must communicate this request to the Coordination Team before the pitching sessions.

Each project will be evaluated from 0 to 100 points according to the following criteria:

| Criteria | Maximum points |
|---|-----------------------|
| Value of the startup | 20 |
| Development stage of the startup | 10 |
| Acceleration potential | 10 |
| Startup team/Promoter's Team | 20 |
| Involvement, commitment and motivation of the promoting team | 10 |
| Ability to develop the proposed business plan | 10 |
| Value for the Programme partner company | 60 |
| Applicability of the solution for the Programme partner company | 20 |
| Potential to develop a joint project | 20 |
| Business Opportunity | 20 |

The Coordination and Evaluation Committee will select the finalist startups with the highest scores to move on to Stage 3 - Matching between the partner company and finalist startups.

STAGE 3 - Matching between partner companies and finalist startups to define and agree on the development of joint projects

SPRI will enable contact between the partner companies and startups that have been selected with the highest scores in Stage 2, without thereby incurring any liability or responsibility in relation to commercial relations that can be established between them.

Partner companies may give the highest scoring startups an opportunity to develop a real project together for the duration of the accelerator programme; SPRI will not participate in any way whatsoever.

To this end, they will be able to work on a series of meetings/contacts between the finalist startups and partner companies, to define the scope of the project and reach a possible partnership agreement. SPRI will be able to support the finalist startups in order to favour face-to-face contacts with partner companies.

The Programme may provide financial assistance to non-local startups to facilitate their participation in the Basque Industry 4.0 event. The amount of aid will depend on the origin of the startups, according to the following conditions:

| <i>Place where the company is located</i> | <i>Maximum grant flights (per person)*</i> | <i>Accommodation grant (per person)*</i> |
|---|--|--|
| Euskadi | 0 € | 0 € |
| Rest of Spain | 75 € | 150 € |
| Europe | 150 € | 150 € |
| Rest of the world | 800 € | 150 € |

**Maximum 2 people per startup*

The payment of this grant will be subject to the conditions and criteria defined by the Programme Team. Flight tickets and accommodation receipts must be presented as evidence.

The scope, objectives, duration and economic conditions under which the joint project will be run will be defined and agreed by both parties, without the participation of SPRI.

While the final amount of the project and the conditions of the possible contract to be signed between the partner company and the startup will be agreed by the parties depending on the scope and complexity of their project, the programme establishes an indicative minimum of €25,000 (excluding VAT).

The content of the contract shall oblige only the undersigned parties, i.e. the partner company and the startup, as it is a private agreement that establishes rights and obligations between them.

Therefore, payment of the agreed price will be made by the partner company, and SPRI will be exonerated of any liability or obligation.

12. Programme activities

The acceleration programme includes following activities:

Face-to-face activities:

- Kick-off session: Session where participating startups will get to know other participants, mentor team, activities calendar and other operational aspects of the programme.
- Commercial Skills Development Camp: Immersive session focused on the development of commercial skills and pitch presentations.
- Specialized workshops: sessions with high level trainers.
- Networking activities: aimed to build relationships and new business opportunities.
- Special training session for the Demo day: training session aimed to prepare the startups for an amazing pitch.
- Demo Day: a private event where the projects which have successfully completed the accelerator programme will have the opportunity to present their startup to a panel of agents and investors.

Activities that may be done via Skype:

- Mentoring sessions
- Skills development activities

Operational aspects of the BIND 4.0 Programme

- The accelerator programme will have a duration of approximately 6 months.
- The programme will be mostly in English, requiring at least one of the team members to have the necessary language skills.
- The Programme provides financial assistance of € 2,000 aimed at covering the accommodation costs of participating startups based outside the Basque Autonomous Region. The payment of this grant will be subject to the conditions and criteria defined by the Programme Team.
- During the duration of the accelerator programme, teams will have a workspace in one of the Business Innovation Centres (BICs) of the Basque Country and will be able to work on other complementary activities in other locations. Space allocation for each startup will take into account their particular characteristics and needs in order to facilitate their operations and logistics.

Main stages and milestones of the programme

| STAGE | DATE | DESCRIPTION |
|---|--|---|
| Registration period | 12:00 (Spanish mainland time) on 6 July 2018 until 12:00 (Spanish mainland time) on 14 September 2018. | Candidate acceptance period |
| Selection procedure for participating startups | 17/9/2018 - 14/12/2018 | Evaluation and selection of participating startups |
| Communication with participating startups | 14/12/2018 | Notification on www.bind40.com website. |
| Introduction and reception event | 11/01/2019 | Introduction and reception day |
| Accelerator Programme | 11/01/2019 - 05/07/2019 | Programme tasks |

| | | |
|-----------------|------------|---|
| Demo Day | 05/07/2019 | Exclusive event with investors, industrial companies, press and technological agents. |
|-----------------|------------|---|

The dates given are indicative and may be subject to change. Deadlines and final dates will be posted on the www.bind40.com website

13. Communications

All notifications concerning the development of the accelerator programme, including the list of projects selected in each of the stages, will be published on the Programme website, www.bind40.com

The startups will receive all communications issued by SPRI via email to the email account of the contact person of each initiative identified in the registration process.

14. Claims

SPRI's decision is of a commercial nature and jurisdictional competence corresponds to the tribunals and civil courts. The participants, formally renouncing any other jurisdiction that may apply, expressly submit themselves to the courts of Bilbao for the resolution of any dispute, disagreement, question or claim that may arise directly or indirectly concerning the interpretation or implementation of this Programme, the courts being competent to this effect.