



Rules and Regulations

Discover Vienna: Manufacturing Edition

powered by EIT Manufacturing CLC East

Call for Start-ups and Scale-ups

Apply by 11th October 2021, 12:00 p.m. CET

Discover the Industry Ecosystem in the City

Vienna, Austria

I. Guidelines

EIT Manufacturing CLC East in partnership with Vienna Business Agency (VBA) organizes the “**Discover Vienna: Manufacturing Edition – powered by EIT Manufacturing CLC East**” programme for thriving start-ups and scale ups that have solutions in the realm of manufacturing technologies.

Vienna is well known for its human-centered approach in designing one of the most livable cities of the world. The city has a long-lasting history in manufacturing innovation. With over 8,500 companies creating over 12,3 billion EUR revenue, the manufacturing sector enables future-oriented jobs and drives growth and innovation in the city.

“Discover Vienna: Manufacturing Edition” is designed for start-ups and scale-ups in the manufacturing sector with a geographical focus on CEE countries that are part of the Regional Innovation Scheme (RIS). Countries eligible to take part in “Discover Vienna: Manufacturing Edition” are: Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, North Macedonia, Romania, Serbia, Slovakia, and Slovenia. The EIT RIS instrument is especially focusing on EIT RIS eligible countries, specifically on regions with limited or no participation in the activities of the EIT Manufacturing Community.

Participants of Discover Vienna: Manufacturing Edition compete for a Support Package provided by EIT Manufacturing CLC East and the Vienna Business Agency consisting of dedicated support services in:

- Two weeks intensive programme in Vienna (3rd – 16th November 2021) to get acquainted with the market dynamics in Austria and the Viennese start-up ecosystem provided by the VBA and EIT Manufacturing CLC East.
- Two months mentoring and coaching support with focus on business development and investment readiness provided by EIT Manufacturing CLC East.
- Two weeks free office space in the offices of EIT Manufacturing CLC East in the Technology Centre Seestadt in Vienna, Austria.



- Two weeks accommodation incl. breakfast in Vienna provided by the VBA.
- 250,00 EUR Travel voucher provided by EIT Manufacturing CLC East.
- Corporate introductions and expert sessions on a selected technology topic and networking.

The programme is aiming to find the best solutions for sustainable, resilient, and socially impactful manufacturing. Winners will also gain access to EIT Manufacturing's pan-European innovation network and enjoy visibility and international publicity through EIT Manufacturing's and VBA's communication channels.

II. Requirements for entry

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 must meet the following criteria:

- The company must be incorporated in the abovementioned countries and should not be older than eight [8] years.
- The company must have at least two [2] team members.
- Applicants must be beyond the prototype stage and have already successfully launched in their domestic market.

III. The Application and Selection Process

"Discover Vienna: Manufacturing Edition" will award applicants as selected by EIT Manufacturing CLC East, the Vienna Business Agency and appointed third-party expert and investor jury members.

EIT Manufacturing CLC East 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 form linked on the Discover Vienna programme website (<https://eitmanufacturing.eu/discover-vienna-manufacturing-edition/>) – no paper submissions will be considered.

Submissions will be accepted **until 11th October 2021, 12:00 p.m. CET.**

Only applications submitted through the online link (as noted above) before the 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 call website.

Step 2: Assessment by the jury

The evaluation and selection process of the "Discover Vienna: Manufacturing Edition" call 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 the jury which is nominated by the organizer.

During the selection, the jury members will individually evaluate each application according to the following main assessment criteria:

1. Addressed market needs/customer pain points;
2. Product/service innovativeness;
3. Value proposition (product/solution);
4. Market and competition;
5. Team, expertise, and entrepreneurial drive;
6. Strategic alignment to the competition areas;

The criteria could be rated from 1 to 5, where 1 is for “no fit” and 5 is for “excellence”. The maximum score per application is 30 points. Based on the collective results of the individual assessments, a deliberation meeting will be held to decide which applicants (up to 10) will be invited to join the programme.

Step 3: Prizes and follow-up

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

- Signature of the 2-months support agreement.
- Delivery of “growth package” support services by the EIT Manufacturing Business Creation team.
- Start-up’s participation on-site for the “Discover Vienna: Manufacturing Edition” programme between November 3rd and 16th.

IV. 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 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.

V. 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. Participants will provide name, postal address, email address and telephone number (“personal data”) only for the purposes related to execution of the Discover Vienna programme. EIT Manufacturing will process the submitted material according to



the European General Data Protection Regulation (GDPR). 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 call you consent that EIT Manufacturing will collect, transfer, process, store and delete your data in accordance with the aforementioned conditions.

VI. 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 Austria. 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 Vienna, Austria. 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.

VII. Organisers

EIT Manufacturing CLC East

EIT Manufacturing is supported by the European Institute of Innovation and Technology (EIT), a body of the European Union. It is one of eight innovation communities within EIT. The others are EIT Climate-KIC, EIT Digital, EIT Food, EIT Health, EIT InnoEnergy, EIT Raw Materials, and EIT Urban Mobility. EIT Manufacturing's main goal is to bring European stakeholders focused on manufacturing together in innovation ecosystems that add unique value to European products, processes and services and inspire the creation of globally competitive and sustainable manufacturing. EIT Manufacturing brings together more than 65 organizations (universities, research institutes and business).

EIT Manufacturing East GmbH is one of the five Co-Location Centers (CLC) of EIT Manufacturing, located in the Technology Center Seestadt in Vienna, Austria. CLC East serves twelve countries in Central and Eastern Europe: Austria, Bulgaria, Croatia, Cyprus, Czech Republic, Greece, Hungary, North Macedonia, Romania, Serbia, Slovakia, and Slovenia. CLC East works in close cooperation with its nine full members from industry, research and academia: Atos, the Czech Technical University in Prague, Joanneum Research, Jožef Stefan Institute, LMS – Laboratory for Manufacturing Systems & Automation, Magna Steyr, the Slovak University of Technology in Bratislava, the Technical University Vienna, and voestalpine High Performance Metals GmbH, and its network partners AM-Austria, the Vienna Business Agency and Vestbee. EIT Manufacturing CLC East is additionally supported by three



Discover Vienna

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agency

Austrian Ministries (Federal Ministry Digital and Economic Affairs; Federal Ministry Climate Action, Environment, Energy, Mobility, Innovation and Technology; Federal Ministry Education, Science and Research) as well as the Austrian Research Promotion Agency (FFG).



Vienna Business Agency

The Vienna Business Agency supports local and international companies in all phases of their business development, providing advice on all corporate issues and helping expats get up and running in Vienna. Anyone wanting to found a company, startups, sole traders, domestic and international small and medium-sized enterprises or corporations will receive all the information they need. As the location agency of the City of Vienna, the Vienna Business Agency helps with funding, business premises, office space, free advice, workshops, networking and the search for new partnerships.

The Vienna Business Agency was founded in 1982 as the Vienna Economic Development Fund (Wirtschaftsförderungsfonds) by the City of Vienna, the Vienna Chamber of Commerce, the UniCredit Bank Austria AG (formerly the Zentralsparkasse) as well as the Erste Bank der Österreichischen Sparkassen AG (formerly the Erste Österreichische Sparkasse).

The Activity Lead for **Discover Vienna: Manufacturing Edition** is

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