

## **BoostUp! Bridge**

the EIT Manufacturing annual Open Innovation competition

– 2022 edition –

# TERMS AND CONDITIONS

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## 1. Overview and Objectives

EIT Manufacturing organizes the EIT Manufacturing annual Open Innovation competition – 2022 edition– under the brand name of **BoostUp! Bridge 2022**, a pan-European innovation competition for solutions to relevant industrial challenges addressing at least one of the following four thematic areas ([EIT Manufacturing flagships](#)):

1. **Flexible Production Systems for Competitive Manufacturing**  
Emerging technologies enable almost limitless flexibility in product design and production, allowing full customization.
2. **Low Environmental Footprint Systems & Circular Economy for Green Manufacturing**  
Using new technology to minimize use of resources, energy, and material in production systems enables new circular business models.
3. **Digital & Collaborative Solutions for Innovative Manufacturing Ecosystems**  
Collaboration and business on digital platforms and value networks enables companies to create new and highly efficient value chains.
4. **Human-machine co-working for socially sustainable manufacturing**  
Smart use of automation and robots enables great workplaces, flexible production, and sustainable human work.

BoostUp! Bridge is a competition awarding the most innovative and impactful technology integration projects, i.e. the establishment of a solid and reliable bridge between technology innovators and markets.

## 2. Eligibility Criteria

The BoostUp! Bridge 2022 competition is open to startups or to teams of startups (hereinafter referred to as “startup”) which have engaged with an end user(s) in deploying their solutions (pilot or Proof of Concept project) to address specific market needs.

The **startup** or **scaleup** applying to BoostUp! Bridge 2022 competition must meet the following eligibility criteria:

- a. Have solutions at [Technology Readiness Level](#) 7 or higher that falls within one or more of the four EIT Manufacturing thematic areas (listed in the previous section).
- b. Have headquarters located in any Horizon Europe associated country at the time of their application to the competition.

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- c. Have a dedicated full-time team of two (2) or more full-time equivalent employees; moreover, have achieved revenues **from commercial activities** since the date of their legal establishment.

The **project** that the startup is submitting for the competition must fulfil the following criteria:

- d. By the deadline for project submissions, the end user has disclosed the main elements of the challenge/need to the EIT Manufacturing Business Creation team and have allocated adequate resources (in-kind or financial) to implement a Proof of Concept (POC) with the winner. The startup has been selected through the establish Business Creation scouting and screening process of solution providers. **The proof for fulfilling this criterion is a signed end user project confirmation letter that includes the statement of the end user agreeing on disclosing the main elements of the challenge/need and on the committed POC implementation with the startup in case of winning the BoostUp! Bridge 2022.**
- e. The candidate project must not have been previously submitted in earlier editions of BoostUp! Bridge competitions.

Startups that have applied to any previous EIT Manufacturing BoostUp! competitions are eligible to participate with the following exclusion:

- BoostUp! 2022 competition winners.
- Startups that are currently either a Partner Member of EIT Manufacturing, or a Linked Third Party of a Partner Members of EIT Manufacturing, or an Activity Partner of EIT Manufacturing.

**Please note that EIT Manufacturing reserves the right (i) to request additional evidence or documentation to confirm the eligibility of any application and (ii) to exclude from the competitions startups which are unable to provide such documentation within 7 days from the request.**

The official language of the competition is English. All submission material (and any additional documentation that may be requested) must be written in English language and the finalists, selected for participation to the live competition event, must pitch in English language.

### 3. Application Process

Each interested startup is requested to submit an application through our online application form [linked here](#). The application includes basic information about the startup, their solution, and details of the use case project (pilot/POC) planned with the end user.

The startup shall seek the necessary approval from any company involved in the pilot/POC project to authorize the sharing of information about the use case with EIT Manufacturing. EIT Manufacturing cannot be held responsible and will not accept any liability in case that confidential information is

received from the startup and/or the startup did not receive the necessary approval from the end user with whom they completed the pilot/POC project. A letter from the end user, confirming that the project is planned in case the startup wins the BoostUp! Bridge 2022 will be required as part of the application submission. Please download the required end user project confirmation letter template at the EIT Manufacturing BoostUp! Bridge 2022 [webpage](#) for more details.

Applications will be accepted **from October 17<sup>th</sup>, 2022, at 12:00 CEST to November 23<sup>rd</sup>, 2022, at 23:59 CEST**. All applications must be submitted through the online Submittable platform [linked here](#) before the aforementioned deadline to be considered. No paper applications will be accepted. Please note that the platform Submittable provides the option to save and later edit/amend partially filled applications before their formal submission.

EIT Manufacturing reserves the right to extend the submission deadline or change the Terms and Conditions; any such change will be communicated to the public on the competition website. It is the participants' responsibility to keep track of announcements and information on the website.

Only one application per startup will be accepted (i.e. each startup can apply with only one pilot/POC, either alone or as a part of a team of startups). In the case of multiple applications from the same startup, only the last application will be considered.

**Non-eligible submissions will be excluded from the competition. EIT Manufacturing reserves the right to exclude incomplete applications.**

SUMMARY of application process and required documentation:

- Connect online to the platform Submittable and fill in all fields of the application form [linked here](#).
- Download the end user project confirmation letter at the EIT Manufacturing BoostUp! Bridge 2022 [webpage](#). Fill in the necessary information and upload the signed document in the Submittable application.
- Upload the project/POC presentation for the pitching event (in Microsoft PowerPoint format 16:9).
- Upload the startup and the end user logos in high-resolution.
- Submit the application via the Submittable application [linked here](#).

## 4. Evaluation and Selection process

The evaluation and selection process for BoostUp! Bridge 2022 will be conducted in two phases: (1) eligibility check and invitation of finalists to present at the BoostUp! Bridge 2022 final event and (2) selection of the final winners (up to 5 winners, up to 1 winner per end user) during the BoostUp! Bridge 2022 final event.

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BoostUp! Bridge 2022 is designed to create an open, accountable, multi-step selection process based solely on the merit of the submitted applications. All eligible submissions shall receive the same opportunity.

#### 4.1 Eligibility check and selection of event finalists

All application submissions received by the deadline will be screened by members of EIT Manufacturing's Business Creation team to ensure they meet all eligibility criteria and are complete as outlined in Section 2. All applications that passed the Business Creation team check will be considered for the pitching event and will be part of the finalists.

Finalists will be informed by email of their selection by November 24<sup>th</sup>, 2022, and shall confirm their attendance to the event by replying to such an email within five (5) days from the receipt of the notification. In case of missing confirmation, EIT Manufacturing reserves the right to exclude such finalist.

EIT Manufacturing reserves the right to increase or reduce the number of finalists based on the number of eligible applications received and/or time and venue constraints related to the BoostUp! Bridge 2022 live event.

The finalists will be invited to present their integration use cases during the BoostUp! Bridge 2022 live event which will take place in Vienna, on December 6<sup>th</sup>, 2022. Finalist startups will be required to attend and present their solution during the event and EIT Manufacturing may provide each finalist with a lump sum of up to 1,000 EUR to cover travel and accommodation costs.

At present, the event is planned to be onsite. However, due to external circumstances, it may be required to switch to a hybrid or an entirely virtual event or change date or location. **Please note that, due to external circumstances, the organizers may be forced to change the format of the event with little advanced notification to participants.**

#### 4.2 Evaluation and Selection of winners during the live event

Finalists will receive an email with the detailed timing of the final pitching competition sessions prior to the BoostUp! Bridge 2022 live event.

During the event, each participant will have five (5) minutes to present their pilot/POC, which will then be followed by an additional five (5) minutes of questions from the jury. The jury will be composed of up to ten (10) independent expert jury members. EIT Manufacturing representatives will be present to moderate the pitching session and as observers during the jury deliberation.

The jury will evaluate each project and startup by referring to the assessment criteria reported in Table 1 below.

each criterion awarded up to 10 points									
WEAK		AVERAGE				STRONG		EXCELLENT	
1	2	3	4	5	6	7	8	9	10
assessment criteria								weight	
<b>1. USE CASE RELEVANCE</b> (Clarity around end user's pain point, how the startup's solution is planned to be applied, key planned milestones in the use case, planned KPIs/outcome, POC/pilot detailed plan)								<b>20%</b>	<b>RELEVANCE</b>
<b>2. IMPACT ON END USER</b> (Measured or expected benefits – cost, productivity, quality or else, project payback time, expected increase of sales, others)								<b>20%</b>	
<b>3. SOLUTION SCALABILITY PLAN</b> (Details of the scalability plan to other end users and to other industrial sectors, including confirmation if new customers have already been interested or acquired)								<b>25%</b>	<b>SCALABILITY</b>
<b>4. SOLUTION COMPETITIVE ADVANTAGE</b> (Distinctiveness of solution and clarity of its long-term competitive advantage)								<b>25%</b>	
<b>5. TEAM SCALING UP EXPERTISE</b> (Sales and business development skills, entrepreneurial drive)								<b>10%</b>	

Table 1 – project and startup assessment criteria

Following the scoring of each application, the selection committee will convene in a deliberation meeting to review the ranking and confirm the selection of the top five winners.

## 5. Prizes and awards

The finalists will be scored according to the assessment criteria listed above. Following on the calculation of the weighted average scores, the startups will be ranked. The jury will then meet in a consensus meeting to agree on the top five (5) ranked startups, up to 1 per end user, will be set as the official winners of the BoostUp! Bridge 2022 competition and will receive each a cash prize of up to 30,000 EUR for POC implementation and accelerating of the solution scaling. An end user can have only one (1) startup/project winner. Winner startups which are not under service contract with EIT Manufacturing at the time of the live event will have access to a tailored package of Access to Market and Access to Finance services provided by the Business Creation pillar of EIT Manufacturing.

A full overview of the BoostUp! Bridge 2022 winners' package is reported below:

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- **A 30,000 EUR cash prize to implement the POC at the end user and accelerate the solution scaling.**
  - **A tailored Scaleup Support Agreement (SSA)** providing Access to Market and Access to Finance support:
    - 6 months duration (January 1<sup>st</sup>, 2023, to December 31<sup>st</sup>, 2023), success fee based only (the upfront payment of a base fee will be waived)<sup>1</sup>.
    - Reach out new customers and expand into new geographies with the dedicated support of our Business Creation team spread across Europe.
    - Receive professional support to prepare for fundraising, potential financing consideration by EIT Manufacturing, and introductions to VCs and early-stage funding opportunities.
  - **Access to EIT Manufacturing's network**
    - Gain access to EIT Manufacturing's network of more than 80 pan-European partners from industry, academia, and RTOs
    - Invitation to join EIT Manufacturing's Startup CEO Club
    - Participate in EIT Manufacturing's broader portfolio of activities and programs
  - **International visibility and publicity** through EIT Manufacturing's communication channels

Finalist projects end users will also enjoy international visibility and publicity through EIT Manufacturing's communication channels.

## 6. Rules & Regulations

### 6.1 Monitoring and Control

#### **Documentation prior to delivery of prizes:**

Before EIT Manufacturing wires any cash prize, the selected companies must provide the following:

- Company registration certificate
- Letter of intent on how the company plans to spend the prize with a clear link to the project/POC implementation and how it will scale the company's solution.
- Startup bank account details (IBAN and SWIFT/BIC codes, bank name and address).

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<sup>1</sup> Success fees are required in accordance with EIT Manufacturing commitment to develop and implement its financial sustainability strategy as mandated by EIT, the European Institute of Innovation and Technology.



- Proof that the startup(s) does(do) not have any outstanding issues with local tax and administration authorities.
- Declaration of honor stating that the startup is not bankrupt and does not have any outstanding issues with local tax and administration authorities and that doesn't have any outstanding legal, financial and/or else issue which could adversely impact the reputation of EIT Manufacturing. The Declaration of honor template will be provided by EIT Manufacturing Business Creation team.

**Reporting after delivery of prize package:**

Following the end of support services provided by EIT Manufacturing's Business Creation pillar, the startup must sign a declaration of honor confirming the set of services received and POC/project results achieved. A template will be provided by EIT Manufacturing.

**Right to activate audits:**

EIT Manufacturing retains the right to activate an audit on prize-receiving startups from BoostUp! Bridge 2022 in case of alerts and/or to confirm governance and proper usage of the funds. In case of any identified issue(s), EIT Manufacturing reserves the right to cancel the prize package.

## 6.2 Intellectual property 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 solution. 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.

## 6.3 Publicity and visibility regarding funding

BoostUp! Bridge 2022 finalist startups must commit to promote EIT Manufacturing and BoostUp! Bridge 2022 in a strategic and effective manner.

A communications package including guidelines will be provided to all selected companies. Unless EIT Manufacturing requests or agrees otherwise or unless it is impossible, any communication activity related to the action (including in electronic form, via social media, etc.) must:

- display the EIT Manufacturing logo with the EU emblem (equal width for the EIT Manufacturing brandmark and the EU flag)
- include the following text: "Co-funded by the European Union."

When displayed together with another logo, the EIT Manufacturing logo and EU emblem must have appropriate prominence. For the purposes of their obligations, the selected companies may use the

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EIT Manufacturing logo and the EU emblem without first obtaining separate approval from EIT Manufacturing. This does not, however, give them the right to exclusive use.

Moreover, selected startups may not appropriate the EU emblem or any similar trademark or logo or seek any other intellectual property rights in relation thereto, whether by registration or by any other means. EIT Manufacturing reserves the right to revoke the above right of use at any time in its sole and unfettered discretion.

By submitting their application, startups and end users agree to the possible inclusion of their company and integrated use case (pilot/POC project) in any media coverage by EIT Manufacturing and its partners, such as press releases or publications. It is responsibility of the startup to obtain proper authorization from the end user of their project and EIT Manufacturing cannot be held responsible and will not accept any liability in case that confidential information is received from the startup and/or the startup did not receive the necessary approval from the end user with whom they work on the pilot/POC project. Also, all selected companies 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.

#### 6.4 Data protection

The sole purpose of the collection of data is to verify the eligibility of the submitted applications and to identify the best companies. Participants will provide name, postal address, email address and telephone number ("personal data") only for the purposes related to execution of the call. EIT Manufacturing will process the submitted material according to the European General Data Protection Regulation (GDPR).

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

The application submission and evaluation process will be done via [Submittable](#), an online submission management tool by Submittable Holdings, Inc.

**YOUR CONSENT TO THE USE OF SUBMITTABLE AS SUBMISSION AND EVALUATION TOOL:** By submitting the application for this competition the startup implicitly consents to the [Terms and Conditions](#) as well as to the [Privacy Policy](#) of Submittable.

**YOUR CONSENT TO THE USE OF PERSONAL DATA:** By submitting the application for this competition the startup implicitly consents that EIT Manufacturing will collect, transfer, process, store and delete its (their) data in accordance with the aforementioned conditions.

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## 6.5 Acceptance of BoostUp! Bridge 2022 Terms & Conditions

By submitting an application form, the startup agrees to these Terms & Conditions, which form part of the submission. Participants agree that they have no legal entitlement to any prize.

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

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

These Terms & Conditions are governed by the laws of France.

Any disagreement or dispute which may arise in connection with these Terms & Conditions 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 or otherwise shall EIT Manufacturing, any of its Co-Location Centers (CLCs) 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.

Finally, EIT Manufacturing retains the right to cancel this activity at any time and for any reason.

## 7. Organiser

EIT Manufacturing's BoostUp! Bridge 2022 competition is organized by EIT Manufacturing. EIT Manufacturing is responsible for the central coordination of the application and evaluation process as well as the BoostUp! Bridge 2022 live event (which includes the finalist pitching competition).

For any questions or request of additional details, please contact the Business Creation pillar by writing an email message at the following address: [business.creation@eitmanufacturing.eu](mailto:business.creation@eitmanufacturing.eu).

Alternatively, and depending on the location of the startup's headquarters, please contact the reference EIT Manufacturing Co-Location Center (CLC) – to confirm which CLC shall be the correct startup reference, please refer to the following table and figure:







	CLC North	<a href="mailto:info_north@eitmanufacturing.eu">info_north@eitmanufacturing.eu</a>
	CLC Central	<a href="mailto:central@eitmanufacturing.eu">central@eitmanufacturing.eu</a>
	CLC South	<a href="mailto:clcsouth@eitmanufacturing.eu">clcsouth@eitmanufacturing.eu</a>
	CLC West	<a href="mailto:clcwest@eitmanufacturing.eu">clcwest@eitmanufacturing.eu</a>
	CLC East	<a href="mailto:east@eitmanufacturing.eu">east@eitmanufacturing.eu</a>
	CLC South-East	<a href="mailto:southeast@eitmanufacturing.eu">southeast@eitmanufacturing.eu</a>

Table 2 - Co-Location Centers contact email addresses

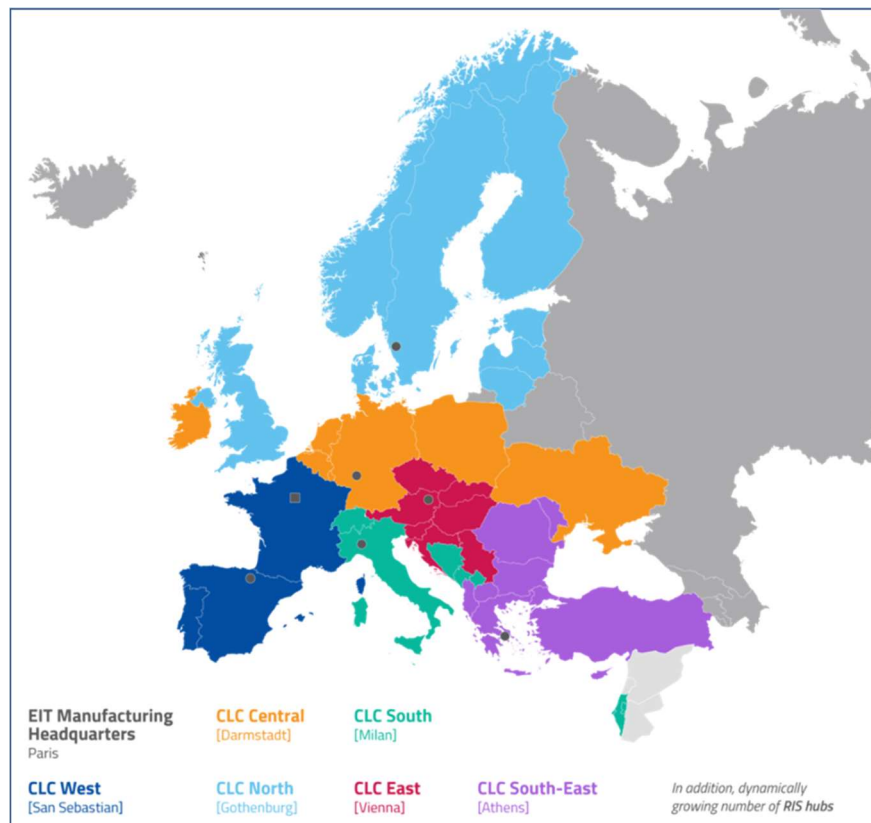


Figure 1 - EIT Manufacturing geographical perimeter by Co-Location Centers