



# Discover Vienna Manufacturing Edition

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## Rules and Regulations

# Discover Vienna: Manufacturing Edition 2023

*powered by EIT Manufacturing CLC East*

## Call for scale-ups

Apply by 31 March 2023, 23:59 p.m. CEST

## Discover the industry ecosystem in the city of Vienna, Austria

### I. GUIDELINES

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

Vienna is well known for its human-centred approach in designing one of the most liveable cities in the world. The city has a long-lasting history of creativity and cultural heritage. 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.

Since the first edition of the “Discover Vienna: Manufacturing Edition” programme in 2021, 24 leading industry scale-ups from 11 countries have participated in the programme, and had the chance to meet and be introduced to leading manufacturing corporates, such as Voestalpine, Infineon, Borealis, KTM, ENGEL, KAPSCH, Concircle, ATOS and many more. Along with the corporate introduction sessions, the scale-ups also had the chance to network with more than 2000 industry professionals during some of the main networking events of the ViennaUP festival, such as “aws Connect Day”, which had 800 participants and 600 matchmaking sessions in 2022, and “Manufacturing Day”, an informative event which attracted over 150 corporates and start-ups.

Fast forward to 2023, the third edition of “Discover Vienna: Manufacturing Edition” is back and it will again take place during ViennaUP'23 – the biggest decentralized start-up festival in Europe. This year's edition of the programme is designed for scale-ups in the manufacturing sector with a geographical focus on CEE countries and Austria. Teams and companies from the following countries are eligible to take part in “Discover Vienna: Manufacturing Edition 2023”: Austria, Croatia, Czechia, Hungary, Serbia, Slovakia, and Slovenia.



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Participants of Discover Vienna: Manufacturing Edition compete for dedicated support services provided by EIT Manufacturing CLC East and the Vienna Business Agency. The dedicated support services are detailed as follows:

**Intensive programme in Vienna** during the ViennaUP'23 festival (**30.05.2023 – 02.06.2023**). The programme includes:

- Two months of mentoring and coaching support with focus on business development provided by EIT Manufacturing CLC East;
- Four days all-expenses-paid stay in Vienna during the ViennaUP'23 festival (for international teams);
- Intensive access-to-market programme to get acquainted with the dynamics in the Austrian and Viennese markets provided by the Vienna Business Agency and EIT Manufacturing CLC East;
- Deep dive sessions and introductions to leading Austrian industrial corporates;
- Five days free office space in the co-working space of EIT Manufacturing CLC East in the Technology Centre Seestadt in Vienna, Austria;
- Participation in leading networking events – “aws Connect Day” and “Manufacturing Day”
- Visibility and international publicity;
- Access to the fast track to EIT Manufacturing’s business creation services and deal flow for funding of up to 400,000 Euro.

Start-ups that participated in previous editions of Discover Vienna are not eligible for the programme participation.

The programme aims 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 Vienna Business Agency’s communication channels.

## II. ENTRY REQUIREMENTS

### II.1. Entry criteria

- Company should not be older than 8 years;
- Company must be incorporated in a European Union member state (EU27) or in a country that is associated with Horizon Europe;
- Companies incorporated in any of the following countries will be prioritised: Austria, Croatia, Czechia, Hungary, Serbia, Slovakia, and Slovenia;
- Submission needs to fit at least one of EIT Manufacturing’s Flagship areas (see II.2);
- Applicants have to prove revenue traction (existing reference customers);  
The go-to-market strategy (incl. financial aspects) shall be disclosed.

### II.2. EIT Manufacturing flagship areas



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Submissions need to fit one of the following EIT Manufacturing flagship areas (more information [here](#)):

- **Flexible Production Systems for Competitive Manufacturing** - Emerging technologies enable almost limitless flexibility in product design and production, allowing full customisation.
- **Low Environmental Footprint Systems & Circular Economy for Green Manufacturing** - Using new technology to minimise the use of resources, energy, and material in production systems enables new circular business models.
- **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.
- **Human-machine co-working for socially sustainable manufacturing** - Smart use of automation and robots enables great workplaces, flexible production, and sustainable human work.

### III. 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 jury members.

EIT Manufacturing CLC East is responsible for coordinating and overseeing the application and evaluation process.

#### Step 1: Submission

All applications must be submitted in English using the application form [here](#).

Only applications submitted through the online link (as noted above) before the deadline will be accepted and considered. No paper submissions will be considered.

Submissions will be accepted until the deadline on 31 March 2023, 23:59 CEST.

The applications will be evaluated after the submission deadline. In total, up to 15 start-ups and scale-ups will be selected to participate in the programme and as soon as this number is reached, the application period will be closed.

The organizers reserve the right to extend the submission deadline. Any extension of the deadline will be communicated publicly on the call website.

#### Step 2: Jury assessment

The evaluation and selection process of the “Discover Vienna: Manufacturing Edition 2023” 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. EIT Manufacturing East reserves the right to schedule with the shortlisted applicants an online interview.



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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 can 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 15) 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 selection procedure:

- Signature of the 2-months support agreement. The two-month long mentoring and coaching programme will begin immediately upon signing the 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 30 May and 2 June 2023.

## 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





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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). 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.

## 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 the EIT. 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 [80 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 seven countries in Central and Eastern Europe: Austria, Croatia, Czechia, Hungary, Serbia, Slovakia, and Slovenia, of which six are EIT RIS eligible countries, being considered modest and moderate innovators according to the



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European Innovation Scoreboard. CLC East works in close cooperation with its eleven full members from industry, research and academia: Atos, the Czech Technical University in Prague, Industry Innovation Cluster (IIC), Joanneum Research, Jožef Stefan Institute, Magna, Pannon Business Network, the Slovak University of Technology in Bratislava, the Technical University Vienna, and voestalpine High Performance Metals, and its network partners AM-Austria, EuroCC Austria, Platform Industry 4.0 Austria, Vestbee and the Vienna Business Agency. EIT Manufacturing CLC East is additionally supported by three Austrian Ministries (Federal Ministry Climate Action, Environment, Energy, Mobility, Innovation and Technology; Federal Ministry Digital and Economic Affairs; Federal Ministry Education, Science and Research) as well as the Austrian Research Promotion Agency (FFG).

EIT Manufacturing — Making Innovation Happen!

## 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, start-ups, 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 Business Agency helps with funding, business premises, an office, 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).

Initiated by the Vienna Business Agency, [ViennaUP'23](#) is a decentralized community-driven festival in the heart of Europe, shining a light on what the future of technology holds. Together with its contributing partners, ViennaUP creates a unique interconnected experience for start-ups, investors, tech enthusiasts, creatives, and visionaries. ViennaUP'23 is about creating meaningful connections and starting first conversations with smart minds. Participants have the opportunity to dive into hotly discussed topics across different industries, expand their international network, and get inspired by the Viennese start-up scene - one of the most diverse and fastest-growing start-up communities in Central Europe.

The Activity Lead for “Discover Vienna: Manufacturing Edition” is:

### Mr. Mihail Stanev

Business Creation Project Officer, EIT Manufacturing CLC East

[mihail.stanev@eitmanufacturing.eu](mailto:mihail.stanev@eitmanufacturing.eu)