

Terms and Conditions

Venture Building

powered by EIT Manufacturing

Call for early-stage start-ups and entrepreneurial teams

Apply by 1 October 2023, 23:59 p.m. CEST

I. GUIDELINES

EIT Manufacturing in partnership with the Mobile World Capital, Strascheg Center for Entrepreneurship, tech2b and Unknown Group, organises the “Venture Building” programme for early-stage start-ups and entrepreneurial teams that have solutions in the realm of manufacturing technologies.

Participants of Venture Building programme compete for dedicated support services provided by EIT Manufacturing Business Creation and the partners. The dedicated support services are detailed as follows:

A 9-week (16.10.2023 – 20.12.2023) virtual venture building program designed for industry start-ups, including expert workshops and mentoring on business development, finance, and market access. The programme includes:

- Tickets to 4 prominent networking events in Spain and Germany with manufacturing companies, SMEs, investors, and startup-support organizations.
- Visibility and international publicity
- Assessment and access to EIT Manufacturing’s business creation services and deal flow for funding of up to € 500,000.

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 partners’ communication channels.

II. ENTRY REQUIREMENTS

The venture building programme is focusing on ventures with solutions that address pressing challenges in the manufacturing sector with TRL 4-8.

We encourage applications from startups that can demonstrate how their solution is strategically important for European manufacturing. For example supporting manufacturing in the following EU priority sectors and applications such as: batteries, hydrogen, electronics and solar, materials, semiconductors, automotive, machinery and equipment manufacturing.

II.1. Eligibility criteria

1. Solution has a Technology Readiness Level (TRL) 4 to TRL 8, according to TRL definition in Horizon Europe Work Programme 2023 – 2024 (Part 13); and a Business-to-business (B2B) Business Model. To find more information about TRL levels , click [here](#).
2. The applicant is currently fundraising from equity partners, or plan to do so in near future.
3. Both teams and legal entities are eligible as it follows:

3.1. For teams

- Multidisciplinary teams of at least two individuals that have an existing or are planning to establish a legal entity in the near-term.
- At least one co-founder/team member is resident in a European Union member state (EU27) or in a country that is associated with Horizon Europe, Switzerland and UK.

3.2. For legal entities

- For profit legal entity incorporated after 1 January 2021 when submitting the application
- Have registered headquarters in one of the European Union Member States, countries associated to Horizon Europe, UK or Switzerland, at the time of their application to the call
- Have a dedicated team of at least two individuals.

II.2. EIT Manufacturing flagship areas

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

Venture Building will award applicants as selected by EIT Manufacturing and appointed jury members from the programme partner(s).

EIT Manufacturing 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 <https://eitmanufacturing.submittable.com/submit/271953/venture-building>

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 1 October 2023, 23:59 CEST.

The applications will be evaluated after the submission deadline. In total, up to 10 start-ups and teams will be selected to participate in the programme.

The organisers 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 “Venture Building” 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 and the partners reserves the right to schedule with the shortlisted applicants an online interview.

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

1. Technology
2. Impact and strategic fit with EIT Manufacturing
3. Go-to-market strategy
4. Vision and Mission
5. Technology development
6. Intellectual Property
7. Fundraising strategy
8. Entrepreneurship qualification
9. Team composition

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 45 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: Support and follow-up

For delivery of the support noted above, the following steps will be taken after closing the selection procedure:

- Signature of the 2-months support agreement. The two-month long programme will begin immediately upon signing the agreement.
- Delivery of Venture Building by the EIT Manufacturing's programme partners.
- At least 50% participation in the workshops and at least 80% participation in the mentoring sessions will be considered as a condition for a successful graduation. Please review the list of workshops and preliminary agenda below.
- Start-up's participation in the pitching sessions.

EIT MANUFACTURING VENTURE BUILDING 2023 AGENDA

WEEK	DATE	TYPE OF ACTIVITY	TITLE
1	17-Oct	Workshop	Our Team and Change we wish to Make (Team Skills Inventory)
1	18-Oct	Workshop	How to protect the knowledge and results of innovation? Intellectual Property
1	18-Oct	Individual mentoring sessions	Kickoff and access to market/corporations
1	19-Oct	Workshop	TAM-SAM-SOM, Positioning in the market, Product-market-fit
1	19-Oct	Individual mentoring sessions	First mentoring sessions on business plan aspects
1	20-Oct	Individual mentoring sessions	Team Assessment session with deliverables and milestones
2	23-Oct	Workshop	Online Sales & Marketing
2	24-Oct	Workshop	Solution Planning: Prototyping & Product Roadmap
2	26-Oct	Event	Corporate Day: Pitch in front of industry and corporations
3	31-Oct	Individual mentoring sessions	Update on team and product strategies
3	31-Oct	Workshop	Value Proposition Canvas

3	2-Nov	Workshop	Business Modelling and Company Roadmap
3	2-Nov	Workshop	How to tackle public funding? Spanish & European Grants
4	7-Nov	Workshop	Business model canvas
4	8-Nov	Workshop	Entrepreneurial Finance
5	14-Nov	Individual mentoring sessions	Entrepreneurial Assessment
5	15-Nov	Workshop	Customer Validation through Co-Creation: Prototyping and Pivoting.
5	15-Nov	Workshop	How to run your regulatory aspects? Legal Advisory
5	16-Nov	Workshop	Competitor Comparison Table
6	20-Nov	Workshop	Basic Structure of a Business Plan
6	22-Nov	Individual mentoring sessions	Access to finance and market
7	28-Nov	Event	SFF Summit: Co-Creation in Verticals - QH stakeholders co-creation in manufacturing: working with GO, SMEs, and industry from Europe.
7	28-Nov	Individual mentoring sessions	Validation of Prototype steps and results. Revision and feedback on Business Model
7	28-Nov	Event	Barcelona Deep Tech Summit
7	29-Nov	Workshop	How to pitch like an entrepreneur? Pitching
7	30-Nov	Event	Deep Tech Alliance - Industry 4.0 Summit
8	Dec-23	Meetings	Validation via Introduction to potential customers
8	5-Dec	Workshop	What do investors expect? Fundraising
8	7-Dec	Workshop	Pitch Deck Workshop for industry customers
8	8-Dec	Workshop	Valuation and Initial Cap Table

9	12-Dec	Individual mentoring sessions	Progress Track and Recommendation: assessing the needs for the upcoming period. (Entrepreneurial Assessment 2)
9	14-Dec	Individual mentoring sessions	Access to finance, value proposition for investors
9	19-Dec	Individual mentoring sessions	Final mentoring sessions on business plan aspects

Note: The dates are tentative. The organisers reserve the right to change dates in the agenda with prior notice to the participants.

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 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 Paris, France. 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.

Contact information:

Business Creation, EIT Manufacturing
business.creation@eitmanufacturing.eu