



## **CLIMATE-KIC ACCELERATOR SLOVENIA 2015**

### **Call for applications**

#### **Foreword**

**Climate-KIC Accelerator Slovenia 2015** is the Acceleration Programme run by Aster in collaboration with CONOT in the framework of the European initiative Climate-KIC and its Entrepreneurship activities.

Aster ([www.aster.it](http://www.aster.it)) is the Emilia-Romagna Consortium for Innovation, Technology Transfer and Entrepreneurship based in Bologna (Italy).

CONOT (<http://www.conot.si/>) is the Centre of Excellence for Low Carbon Technologies based in Ljubljana, Slovenia.

Climate-KIC (<http://www.climate-kic.org>) is the Knowledge Innovation Community for low-carbon innovation and the challenges of climate change, promoted by the European Institute for Innovation and Technology (EIT).

Climate KIC operates on three main areas (pillars) - Innovation, Education and Entrepreneurship - and involves all actors of the knowledge pyramid: universities, research institutions, companies, NGOs and regional and local governments. Climate-KIC gathers more than 250 members that refer to six national centres or "co-location centres" and 6 regions or "RIC".

Climate KIC Accelerator Programmes are implemented with similar contents in the co-location centres at national levels in France, Germany, Britain, the Netherlands, Switzerland and Sweden and Denmark, which refer to the co-location center Nordic and at regional levels in Emilia-Romagna, Hessen (Germany), West Midlands (UK), Valencia (Spain), Central Hungary (Hungary) and Lower Silesia (Poland).

Since 2014, some Climate-KIC activities are developed in regions called "RIS", that means participating in the "Regional Innovation Scheme" promoted by the EIT, which



are: Slovenia, Cork and Dublin (Ireland), Helsinki (Finland), northern Portugal, Timis (Romania) and Estonia. Each RIS region is associated with a Climate-KIC RIC region.

Slovenia, represented by CONOT, is the RIS region that has been selected in December 2013 and twinned with Emilia-Romagna RIC region.

## 1. Objective

In line with the Climate-KIC Accelerator Italy programme, this call is aimed at encouraging the development of new businesses in the field of the low carbon economy through the provision of a service package and grants for Slovenian selected participants.

Consultancy, materials and training activities will be delivered in English as they target both Slovenian and Italian entrepreneurs. This call for applications opportunities request a good knowledge of the English language. Language level B2 – independent user/upper intermediate<sup>1</sup> is requested.

## 2. Target applicants

Applicants are (1) potential entrepreneurs living in Slovenia and (2) start-up companies registered in Slovenia with the following characteristics:

a) **Potential entrepreneurs** (individuals or business teams) with a business project in the low carbon market, with the following features:

- Undergraduate, graduate, doctoral students, researchers, research fellows, university professors;
- Students and graduates of upper secondary schools;
- Employees of companies and professionals;
- Individuals with a previous business experience.

b) **Start-up** - established after 1<sup>st</sup> January 2014 - operating in the low carbon market,

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<sup>1</sup> See the “Common European Framework of Reference for Languages” scale available here: [http://en.wikipedia.org/wiki/Common\\_European\\_Framework\\_of\\_Reference\\_for\\_Languages](http://en.wikipedia.org/wiki/Common_European_Framework_of_Reference_for_Languages)



c) **Companies** - established after 1<sup>st</sup> January 2011- that are developing a new business project in the low carbon market

seeking for support in their business model feasibility and/or validation and/or in raising funds.

Business projects should also have the following features:

- Companies' products and services should prove to have a consistent innovation content
  - Good market potential
  - Products / services with low carbon impact
- Startups and companies described in sections b) and c) should also:
- Be properly incorporated and registered in The Agency of the Republic of Slovenia for Public Legal Records and Related Services (AJPES);
  - Be active, not be in liquidation or bankruptcy and not have been subject to bankruptcy proceedings or arrangement with creditors in the five years preceding the date of application;
  - not have the characteristics of a firm in difficulty in accordance with point 10 of the EC Communication "Guidelines on State aid for rescuing and restructuring firms in difficulty (2004 / C 244/02)";
  - have paid all taxes as for social contributions;



### **3. Object**

The programme is implemented in 3 stages offering specific support packages:

- Stage 1: Fundamentals / Business Model Definition, which provides support for up to 10 business ideas and ends with the definition of the business model and main project characteristics.
- Stage 2: Business Model Validation - which provides support for up to 4 business projects and ends with the verification of the technical / economic / financial business plan.
- Stage 3: Delivery / Investor Readiness - which provides support to 2 already established startups and ends with the organization of meetings with investors and / or potential customers.

Only already registered companies - with the features described in Article 2 b) and c) - will be included to Stage 3.

The programme is implemented by ASTER in cooperation with CONOT (Ljubljana, Slovenia). It will be implemented mainly in Italy and/or in other Climate-KIC partner countries.

### **4. Objectives, services provided and duration of the 3 phases**

For the 3 programme stages, the services are:

#### **Stage 1: Fundamentals / Business Model Definition**

Objective: to support up to of 10 business ideas in the preparation of a business project presentation.

- Duration: March - July 2015
- Location: Bologna (Italy)
- Services provided:
  - o 4 training days on issues related to starting a business in 2 cycles run by Italian and/or international experts);
  - o coaching for the development of the business idea;



- reimbursement of travel and subsistence expenses for a maximum amount of Euro 1,500 for each project / selected company. The reimbursement will cover expenses related to the attendance to the trainings sessions and meetings organised by ASTER and will be paid to individuals (for a project team / company), who have participated in at least three days of training and coaching.

- Results: preparation of a project presentation.

### **Stage 2: Business Model Validation**

Objective: To support up to 4 projects/start-ups develop their business through an initial contact with technology partners and / or commercial and potential customers. All actions will be mainly delivered in Emilia-Romagna (Italy) by Italian and /or international experts.

- Duration: June - December 2015

- Location: Emilia-Romagna (Italy)

- Services provided:

- coaching for the development of the project;
- three training days on issues related to marketing and sales;
- 4 consultancy days on business development;
- reimbursement for up to 1,500 Euro for each project / company for travel and subsistence expenses related to the participation in trainings / meetings / exhibitions. The reimbursement will be granted to individuals or companies that can demonstrate their participation in at least 10 meetings or exhibitions and having participated in at least two training days and coaching.

- Results: report on the feedback obtained from the first contacts with potential partners and / or customers.

### **Stage 3: Delivery /Investor Readiness**

Objective: support up to 2 already established start-ups for the organization of meetings with potential clients and investors. All actions will be mainly delivered in the Emilia-Romagna (Italy) by Italian and / or international experts.



- Duration: September - December 2015
- Location: Emilia-Romagna (Italy)
- Services provided:
  - o coaching for project development;
  - o 4 training days on issues related to investor readiness and to business development and internationalization;
  - o 5 consultancy days on investor readiness and/or business development;
  - o reimbursement for up to Euro 2,000 for each company to cover travel and subsistence expenses related to participation in trainings and meetings with consultants. The reimbursement will be granted to companies that can demonstrate their participation in at least 4 meetings and trainings.
- Service output: Investor Ready Business Plan and / or development plan, organization of meetings with investors, venture capital and potential customers.

In each of the three programme stages **of Climate-KIC Accelerator Slovenia 2015**, networking initiatives (events, seminars, exhibitions, etc.) will be organised, also including Italian start-ups.

Participants in the programme will have the opportunity to develop contacts with Italian organizations (start-ups, established companies, research organizations, supporting organizations, private consultants etc.) but also with the network of organizations participating in the Climate-KIC initiative (see: <http://www.climate-kic.org/partners/>).

Each stage includes a maximum number of beneficiaries. In the event the target number is not reached, any remaining budget may be re-distributed on the other programme stages.

To enable participants to take part in each programme stage, contracts will be signed between ASTER and the selected applicant. Contracts will include information on grants type and amounts as well as terms and conditions on reimbursement claiming.



## 5. Applications

The following documents are to be delivered as part of the application:

- **Application form**, completed by the project contact person or company legal representative. There are two different forms corresponding to the 3 programme stages;
- **Curriculum Vitae** in the provided format for the company legal representative and/or the project contact person and of other team members;
- **For companies: Business register information (AJPES)**;
- **Photocopy of an Identity Document**: of the Company Legal representative or business project main promoter.

**All documents must be signed by the legal representative or main promoter and sent in PDF format.**

All documents must be sent by email to [ric-accelerator@aster.it](mailto:ric-accelerator@aster.it) within the following deadlines:

- Stage 1 - Fundamentals / Business Model Definition – 30th April 2015
- Stage 2 - Business Model Validation – 12th June 2015
- Stage 3 - Delivery / Investor Readiness – 21st September 2015

The above deadlines are to be considered in CET time. Applications received after the deadline will be considered ineligible.

## 6. Selection Criteria

Candidates will be evaluated by a Selection Committee appointed by ASTER with the support of CONOT using the criteria here below. For all eligible projects, marks on a scale 1 to 10 will be given to each criteria.

### Evaluation criteria for access to stage 1

- Innovation contents, idea original contents (minimum 6)
- Market identification (minimum 5)



- Project impact on climate change (minimum 5)
- Project team - coherence of team members expertise with the project activities (minimum 6)
- Application quality and accuracy (minimum 6)
- Knowledge of the English language (minimum 7)

#### Evaluation criteria for access to stage 2

- Innovation contents, idea original contents (minimum 6)
- Market potential (minimum 5)
- Project impact on climate change (minimum 5)
- Team experience in finance, marketing and sales, management and business planning (minimum 5)
- Links with research organizations and / or industrial partners (minimum 4)
- Programme services relevance for the business project (minimum 6)
- Application quality and accuracy (minimum 6)
- Knowledge of the English language (minimum 7)

#### Evaluation criteria for access to stage 3

- Innovation contents, idea original contents (minimum 6)
- Project impact on climate change (minimum 5)
- Knowledge of the target market (minimum 5)
- Knowledge of company competition (minimum 5)
- Team experience in finance, marketing and sales, management and business planning (minimum 5)
- Links with research organizations and / or industrial partners (minimum 4)
- Application quality and accuracy (minimum 6)
- Knowledge of the English language (minimum 7)

For each stage, applications will be ranked and selection will be made as follows:



- stage 1: selection of the top 10 projects/startups;
- stage 2: selection of the top 4 projects/startups;
- stage 3: selection of the top 2 startups.

In case of application withdrawal, the following projects/startups in the selection ranking will be included in the programme.

Selection results will be communicated to selected candidates via e-mail and selection projects will be published on the website: [www.aster.it](http://www.aster.it).

## **7. Monitoring and Control**

Call for proposals beneficiaries are requested to provide to ASTER - or external people appointed by ASTER - all necessary information, data and reports, in order to ensure monitoring of the activities related to the present call.

ASTER is entitled to perform any necessary control including the possibility to perform deep inspections including on sample activities in order to verify compliance and maintenance of the selection conditions and requirements.

## **8. Changes related to beneficiaries**

The companies or business project promoters benefiting from the opportunities offered by the present call should promptly notify ASTER any change or any other event - occurred after the submission of their application – having an impact on Art. 2 target applicants requirements.

## **9. Responsible person for the present call**

The responsible person for the call for applications is Sara Monesi, Start Up Area Manager of Aster S. Cons.PA.

## **10. Responsibility and Confidentiality**

Each applicant is responsible for the completeness, clarity and truthfulness of the data and information contained in the documents and materials prepared and /or compiled for the application to the present call. ASTER is therefore not responsible for such



contents, or for any inaccuracies, omission or violation of other parties rights. Any request for clarification, correction or compensation from third parties will be faced directly by the candidate. Privacy, personal data and transparency

## **11. Privacy, personal data and transparency**

Personal data provided to ASTER and come into ASTER's disposal in applying this call will be treated in accordance with Italian Decree no. 196/03 "Code regarding the protection of personal data.". This section is an integral part of this call.

### **1. Preamble**

Under Section 13 of Legislative Decree N. 196/2003 - "Code regarding the protection of personal data" ASTER, as the "controller" of the data processing, it is required to provide information about the use of their personal data.

### **2. Source of personal data**

The collection of your personal information is done by recording the data provided by you at the time of submission of the application to ASTER and CONOT and during all subsequent stages of management of the procedure.

### **3. Purposes of data processing**

Personal data are processed for the following purposes:

- a) recording data relating to the candidates who apply for participation in this call;
- b) evaluating the applications received according to art. 6, as well as publishing lists of admitted and not admitted applicants;
- c) sending - also by e-mail - communications regarding the outcome of the evaluation activities;
- d) implementing the activities planned under the programme Climate-KIC Accelerator Slovenia 2015, included the provision of services and the reimbursement of expenses assigned to the beneficiaries;
- e) carry out verification and control required by current regulations and comply with Italian legal obligations foreseen in terms of transparency and publicity,



including publication on the corporate website [www.aster.it](http://www.aster.it) section "Transparent Administration" of the identification data of the beneficiary;

f) send - also by e-mail - communication about the organization of seminars, conferences, events, organized by ASTER and CONOT in its institutional activities and in particular of the European Knowledge Innovation Community on Climate Change Climate-KIC

g) collect and analyze data for statistical purposes.

#### **4. Processing arrangements**

In relation to the purposes described above, personal data are processed by hand, computer and electronically, strictly related to the above and, in any case, to ensure the security and confidentiality of data.

#### **5. Nature of data**

The information provided in applying the present call are obligatory and needed for processing and assessing your application.

#### **6. Categories of persons or organizations to whom the data may be communicated or who can learn about them**

The information you provide to ASTER will be forwarded to CONOT and to the partner of the Climate KIC "Imperial College" based in London (UK), who will store them in a database (salesforce) as part of its server.

The data may also be disclosed to partners Climate KIC indicated in <http://www.climate-kic.org/partners/>.

Exclusively for the purposes set out in paragraph 3 (Aims of data processing), suppliers providing services to ASTER may become aware of personal data, after designation as managers of the treatment and guarantee the same level of protection.

#### **7. Data Subject's rights**

Data subjects are entitled at any time to obtain confirmation of the existence of personal data concerning them and be informed of their contents and origin, verify their accuracy, or else request that such data be supplemented, updated or rectified (Section 7 of Legislative Decree no. 196/2003).



The above Section also provides for the right to request erasure, anonymisation or blocking of any data that is processed in breach of the law as well as to object in all cases, on legitimate grounds, to processing of the data.

All requests should be sent by contacting ASTER Soc. cons. p.A, Via Gobetti 101 I 40129 Bologna Italy e-mail: [privacy@aster.it](mailto:privacy@aster.it).

## **12. Request for information**

The information and forms related to the present call are available on the following websites: [www.aster.it](http://www.aster.it) and [www.climatekicemiliaromagna.it](http://www.climatekicemiliaromagna.it).

For further information, it is also possible to contact Lucie Sanchez via mail or telephone:

Email: [RIC-Accelerator@aster.it](mailto:RIC-Accelerator@aster.it)

Telephone: +39 051-6398099.

Information can be also requested in Slovenia to CONOT: [maja.pivko@ki.si](mailto:maja.pivko@ki.si)

## **13. Upgrades and modifications of the call**

Any updated version of the present call and application forms modules will be published on the following websites: [www.aster.it](http://www.aster.it) and [www.climatekicemiliaromagna.it](http://www.climatekicemiliaromagna.it).

Bologna, 13th April 2015