

## International Start-Up Matchmaking Competition Call for Start-Ups vs Covid-19 “The Aggregator 2020”

### Article 1. ORGANISATION

- Incubateur Descartes located at 2 B rue Alfred Nobel, 77420 Champs-sur-Marne, France, represented by Jean-Christophe de TAUZIA in his capacity as Managing Director,
- Technoport located at 9 avenue des Hauts-Fourneaux, 4362 Esch-sur-Alzette, Luxembourg, represented by Diego DI BLASIO in his capacity as CEO,

and

- AIC-Aartech located 35A/36, Sector B, Industrial Area, Mandideep, Dist Raisen, Madhya Pradesh, - 462046 India, represented by Amit RAJE in his capacity as Director,
- IIM Calcutta Innovation Park, located Diamond Harbor Road, Joka, Kolkata - 700104, India, represented by Subhrangshu SANYAL, PhD, in his capacity as CEO,
- SRIX (SR Innovation Exchange) located at Warangal, Telangana – 506371, India, represented by Sreedevi DEVIREDDY, in his capacity as Chief Executive Officer

And

- Afrilabs located 17 Inuwa Wada Crescent, Utako, Abuja, Nigeria, represented by Nekesa Were in her capacity as CEO,
- Innovus located 15 De Beer Street, 7600 Stellenbosch, 7600, South Africa, represented by Anita NEL in her capacity as CEO.

(hereinafter referred to as the "Organisers"),

are organising “the Aggregator 2020”, an International Start-Up vs Covid-19 Matchmaking Competition between Europe, Africa and India (hereinafter the "Competition"), under the conditions set out in these rules (hereinafter referred to as the "Rules").

### Article 2. PARTICIPATION IN THE COMPETITION

#### Article 2.1. Principle of the Competition

As part of the Europe-India Innovation Partnership and the Africa-Europe Innovation Partnership, a network of European, Indian and African incubators collaborating on joint activities, this call is being launched. The Competition is designed to identify, reward and promote innovative start-ups and SMEs interested in expanding to Europe, India or Africa while also encouraging joining forces across regions.

In addition, the selected candidates will win services in kind and extensive visibility.

#### Article 2.2. Award category

The Competition is designed around the molecular start-up concept<sup>1</sup>: participation is reserved for start-ups / SMEs who are interested in external growth and want to liaise with similar start-ups / SMEs in the other region (Europe / India / Africa).

The aim of this Competition is to identify pairs for matching. Competing companies should fulfil the following criteria:

- ✓ same maturity in terms of development,

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<sup>1</sup> See attached paper for a description of the concept, invented by Jérôme CHIFFLET and presented at the Molecular start-up conference on 25/10/2018 in France by Orange®

- ✓ same products or services or complementarity,
- ✓ same targeted market,
- ✓ in different geographic locations.

Pairs will be engineered by the jury based on information provided by the candidates on their application form.

## Article 2.3. Rules of the Competition

### Article 2.3.1. Access

The Rules of this competition are accessible online at: <https://www.incubateur-descartes.com/aggregator>.

The Organisers reserve the right to prolong, shorten, change or cancel the Competition at any time, and in particular in the case of force majeure, without the participants being entitled to claim any compensation.

Information on any changes will thus be provided on the Organisers' website.

Participation in the Competition implies the irrevocable and unreserved acceptance of these Rules, as well as the applicable laws, regulations and other texts.

Failure to comply with the conditions of participation set out in these Rules will render the entry void.

### Article 2.3.2. Interpretation

Any question as to the application or interpretation of the Rules will be decided on by the Organisers.

### Article 2.4. Access to the Competition

⇒ The Competition is free to enter, with no obligation to purchase. Only one entry per participant is allowed.

⇒ Candidate start-ups / SMEs must already be incorporated (registered) and have achieved market validation of their product/service/solution.

⇒ If the candidate start-up / SME is run by several people as a "team", the participant must state this in the application form and describe the people on the team. If registering as a team, the project leader must be identified in the application form.

⇒ Individual team members may not enter the Competition, nor may any person who has directly or indirectly participated in the design, implementation or management of the Competition.

⇒ Each participant must fulfil the Competition participation and selection criteria set out by the Organisers:

- Be at least 18 years old at the time of applying,
- Have a project on one of the themes of focus (see Article 3.3 of these rules),
- Each participant may only submit one application.

#### Specific criteria:

- Be up-to-date with their tax and social security contributions;
- Represent a company with SME status as defined by the European Commission<sup>2</sup>;
- The person making the application must be the legal representative of the company.

## Article 3. TERMS OF PARTICIPATION

### Article 3.1. Application

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<sup>2</sup> [https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition\\_en](https://ec.europa.eu/growth/smes/business-friendly-environment/sme-definition_en)

To apply, the candidate must fill out an application form downloadable at the following address: <https://www.incubateur-descartes.com/aggregator>, plus record a promotional start-up/project video recording (in English) of 1 minute maximum and email the package to [aggregator@incubateur-descartes.com](mailto:aggregator@incubateur-descartes.com).

**The deadline for submitting application form and video pitch is on 30 October 2020, 23h59, Paris time.** Any application which is incomplete, does not comply with the conditions set out in these Rules, or contains information which is false, erroneous or registered after the application deadline, will not be taken into account and will be considered void. Participation in the Competition implies unrestricted acceptance of these Rules.

### **Article 3.2. Selection criteria**

Selection is based on the following criteria:

- HUMAN ASPECT founders' profile education and experience, complementarity of the team;
- TECHNICAL AND INTELLECTUAL PROPERTY ASPECT disruptive or innovative nature of the products/services/solutions, IP strategy;
- BUSINESS ASPECT target customers and users, business model, growth perspective in the other region;
- "SUSTAINABLE" ASPECT with regards to the United Nations Sustainable Development Goals.

### **Article 3.3. Compulsory themes**

Innovative start-ups' and SMEs' projects providing solutions to the Covid-19 healthcare crisis are expected, addressing in particular one or many of the following [United Nations Sustainable Development Goals \(UN SDGs\)](#):

- #2 Zero Hunger (related to food wastage)
- #3 Good Health and Well Being
- #4 Quality education
- #6 Clean Water and Sanitation
- #7 Affordable and Clean Energy
- #8 Decent work and economic growth
- #11 Sustainable Cities and Communities
- #12 Responsible consumption and production
- #13 Climate action.

As such, technology enabled solutions addressing one or many of the above-mentioned SDGs are invited to apply.

### **Article 3.4. Selection jury**

The winners will be selected by a jury of members composed of a panel from the Organizers' professional staff. Strict confidentiality will apply.

The selected candidates shall be notified by e-mail on 15 October 2020 at the latest.

### **Article 4. AWARDS GIVEN/PRIZES/SUPPORT**

Multiple pairs of similar companies in Europe/India/Africa can be selected and will receive:

- Identification of a potential match with another start-up / SME from Europe, Africa or India that is working on similar or complementary solutions to yours;
- Access to a matchmaking facility to discover and interact with relevant counterparts;
- Connection to mentors from big corporates, strategic partners and market experts in the target region(s) for business modelling and scaling up across regions;

- Act as a catalyst to bring an enabling environment (legal, demo day with selected start-ups, seed funds, etc.) for cooperation with your pair in Europe, Africa or India;
- The group of 3 matching companies with the highest potential of engineering a molecular start-up, will win a travel allowance to the other region for taking the next steps towards serious engagements.

#### **Article 5. SCHEDULE**

- Applications open: 28 July 2020
- Deadline for submitting application form and video: midnight on 30 October 2020
- Pre-selection of the winners by the jury: 16 November 2020
- Winners notified: 30 November 2020.

#### **Article 6. COMMITMENT OF THE WINNERS**

⇒ The candidates and winners of the Competition agree to respond to all requests for information from the Organisers.

⇒ The winners agree to enter into discussions and potential negotiations with the other identified start-up/SME party.

⇒ For the implementation of their “aggregation”, the winners agree to:

- Personally, and actively invest in the successful completion of their project;
- In the case of a project relying on a technological innovation, take the most appropriate steps in terms of protecting intellectual property rights, and maintaining patents;
- State in relevant communications that they are winners of the Aggregator Competition;
- If asked about the progress of their project by the Organisers, provide all information required;
- If abandoning their project, send an email explaining the reasons to the Organisers, explicitly stating that they renounce the support received as winner of the Aggregator Competition.

#### **Article 7. IMAGE RIGHTS AND AUTHORS' RIGHTS**

The winners agree to allow photos and videos to be produced. These images may be displayed by the organising partners on their social media and websites for communication purposes.

#### **Article 8. COMPLAINTS**

Registration for the Competition immediately entails the prohibition against making a complaint about the decisions of the Competition jury on consideration of applications.

The organising partners reserve the right to cancel this Competition, to disqualify candidates if events require it, and to modify these Rules.