

# SPLASH INNOVATION STAGE

Pitches Competition for Startups

## TERMS & CONDITIONS



### 1. Introduction

- 1.1 The following terms and conditions establish the rules for the participation of startup companies in the **SPLASH INNOVATION STAGE**, a pitches competition that will take place at the 4<sup>th</sup> European Innovation Partnership (EIP) Water Conference 2017 in Porto, on 27<sup>th</sup> September, at Alfândega Porto Congress Centre, Portugal.
- 1.2 This initiative is organised by the **Municipality of Porto** with the support of **EIP Water** and powered by **UPTEC – Science and Technology Park of the University of Porto**, supported by **Isle Utilities**.

### 2. Eligibility

- 2.1 The **SPLASH INNOVATION STAGE** competition is aimed at teams of entrepreneurs and startup companies that have been incorporated for less than 5 years.
- 2.2 The competition is looking for water-related business projects that are at least in the prototype phase (at least a Minimum Viable Product) with a high innovative component and that demonstrate a significant impact in the water sector.

### 3. Applications

- 3.1 Candidates must present their projects for assessment by completing and submitting the application form available on the website (under *EIP Water Conference / Splash / Applications and T&C*) until **29<sup>th</sup> May 2017, 7 pm CET**, filling in all the mandatory fields.
- 3.2 A **Pool of Needs** is currently available on the website (under *EIP Water Conference / Splash / Pool of Needs*) and open for all water utilities and industrial and agriculture end-user companies to share ideas, problems, needs. This pool will receive contributions until **1<sup>st</sup> May 2017, 7 pm CET**. Whilst **not mandatory**, applicants have the option of applying with a project that provides a solution to a challenge presented in this pool.
- 3.3 Within the application form, candidates have the option of submitting additional documents they may consider relevant and/or a video with a maximum duration of 3 minutes in which they explain their business project.
- 3.4 Applicants can submit as many applications as they wish, provided they clearly relate to different projects.
- 3.5 Applications must be submitted in English.

### 4. Assessment and selection of applications

- 4.1 The assessment and selection of applications will have two main stages: the preselection and the final selection.
- 4.2 **Preselection** will take place from 29<sup>th</sup> May to 16<sup>th</sup> June 2017. Up to 15 preselected candidates will be notified by e-mail on **16<sup>th</sup> June 2017, 7 pm CET**.

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- 4.3 Preselection will be carried out by a jury of three members: one from the Municipality of Porto, another from UPTEC – Science and Technology Park of the University of Porto, and another from Isle Utilities.
- 4.4 During the preselection process, the jury may ask for interviews with candidates to receive further clarification on the proposals and to obtain as much information as possible about the projects. These interviews may be face to face or video-conference.
- 4.5 After receiving the preselection confirmation e-mail, preselected candidates must confirm by **21<sup>st</sup> July 2017, 7 pm CET** they will be attending the 4<sup>th</sup> EIP Water Conference. Without this confirmation, the application cannot be progressed.
- 4.6 Finalists will be announced on **31<sup>st</sup> July 2017** on the website.
- 4.7 Finalists will be required to attend a 2-day **Communication Workshop** powered by UPTEC – Science and Technology Park of the University of Porto, on 25<sup>th</sup> and 26<sup>th</sup> September 2017. This workshop is free of charge and **mandatory**, as it consists of intensive training sessions to prepare the final pitch presentation for the **SPLASH INNOVATION STAGE**, offering efficient tools both for supporting the structuring of the business project presentation and for improvement of natural skills of posture and eloquence of the candidates, to make the presentation clear and captivating for the audience in the competition.
- 4.8 Finalists will be invited to attend a 5-day **Acceleration Programme** powered by UPTEC – Science and Technology Park of the University of Porto, between 18<sup>th</sup> and 22<sup>nd</sup> September 2017. This programme is **optional** and free of charge.
- 4.9 On the afternoon of 27<sup>th</sup> September 2017, each finalist will pitch their project for 3 minutes before a jury and an audience at the **SPLASH INNOVATION STAGE**.
- 4.10 This final selection jury will be the same as the preselection jury, but with two additional members: selected investors of the water sector (to be announced).
- 4.11 The jury will have up to 5 minutes to ask questions and comment each business project that is being pitched.
- 4.12 **Final Selection** of the top three winning pitches will result from the voting of the jury (**75%**) and the audience, who will vote through a mobile app (**25%**).



Indicative timeline summarizing the key dates of the application process

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## 5. Selection criteria

The applications will be assessed by the juries according to the following criteria:

- 5.1 Degree of innovation in the proposed project.
- 5.2 Business model.
- 5.3 Stage of development of the technology.
- 5.4 Business or Market potential.
- 5.5 Competencies of the project team.
- 5.6 Compliance with the scope of the competition and its terms and conditions.
- 5.7 Quality of pitch (final selection).

## 6. Awards

6.1 The top three most voted pitchers will receive **monetary awards** as indicated below, from highest to lowest score:

- ◆ 1<sup>st</sup> prize €12.000
- ◆ 2<sup>nd</sup> prize €6.000
- ◆ 3<sup>rd</sup> prize €3.000

6.2 To enhance the visibility of the winners, the top three pitchers will have the opportunity to repeat their pitches at one of the main EIP Water Conference **Sessions**.

6.3 The top three pitchers will also be invited to the EIP Water Conference **Innovation Dinner**, which will take place in the evening of the same day, at the Stock Market Palace of Porto.

## 7. Confidentiality

The organisation of the **SPLASH INNOVATION STAGE** commits to keeping the information submitted in the application form confidential.

## 8. Final considerations

Participation in the **SPLASH INNOVATION STAGE** competition implies the acceptance of these terms and conditions, as well as any decision that may be taken with regards to any issues that may arise.

## 9. Further information

Any questions regarding this matter should be addressed to [info@portowaterinnovationweek.eu](mailto:info@portowaterinnovationweek.eu).

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