

Contest Conditions – EIT Digital Challenge, 2017/09/01

1. Scope

EIT Digital organizes the EIT Digital Challenge, a pan-European innovation contest in five thematic categories aiming to reach out, identify and support the best digital technology scaleups in Europe, that are focused on fast growth of their business in Europe and worldwide. Participants are invited to submit a short outline of their business to be evaluated by experts from EIT Digital, including the Action Line Leader, Access to Market Leader, Business Developer and Access to Finance specialists. Based on the evaluation five companies per category shall be invited to pitch their business in front of a jury, comprised of the experts from EIT Digital, as well as external business representatives and investors, which shall then select the best company per category.

The five winning companies each gain an international growth package representing a value of €100,000 in total. This growth package consists of 12 months of dedicated support services in international Access to Market and Access to Finance by the [EIT Digital Accelerator](#) team worth €50,000, as well as a cash prize of €50,000. As part of this 12 months support, the winners will be invited to a kick-off event in Berlin in order to personally work with EIT Digital's business developers and financing specialists and pitch in front of potential investors and clients during an exclusive networking event. They will also be invited to the EIT Digital Conference and get to showcase their company in a matchmaking setup to hundreds of guests and corporate representatives. Moreover, they will get individual lead creation support at additional corporate matchmaking events, investors dinners and in personal introductions to international customers and investors.

In addition to this growth package, the winners will gain access to EIT Digital's pan-European innovation network with more than 130 partners and will enjoy international publicity and greater visibility by means of EIT Digital's network channels.

The EIT ICT Labs Germany GmbH is responsible for the central coordination of the contest, and acts as the managing partner in coordinating the application and evaluation process.

2. Categories

The EIT Digital Challenge seeks scaleups in the realm of Digital Technologies. In particular, submissions need to classify in one of the following five categories:

- Digital Industry
- Digital Cities
- Digital Wellbeing
- Digital Infrastructure
- Digital Finance

3. Timeline

Submissions for all five categories will be accepted from September 1, 2017, 09:00 CET until October 8, 2017, 23:59 CET. The submissions must be finally submitted through the online submission tool before the above-mentioned deadline to be accepted for the contest. The submission deadline can only be extended, not shortened.

The finals will take place in November and December 2017. The exact dates will be announced on the contest website (www.challenge.eitdigital.eu). It is participants responsibility to keep track of announcements and information on the website. All finalists will also receive an email with the detailed timing of the respective final at least two weeks prior to the event.

4. Requirements for entry

The EIT Digital Challenge invites digital scaleups in Europe, that are focused on fast growth of their business in Europe and worldwide to submit an outline of their innovative product or service. The scaleups must be legally incorporated in a member country of the European Union (EU 28) to be eligible.

In addition, the scaleups have to meet all the following criteria:

- must have an innovative digital product or service in one of the five categories
- must be less than 10 years old
- must be ready to scale internationally
- must be able to prove an annual revenue of minimum €300,000 in 2016 OR have received equity investments of €2,000,000 or more.

Scaleups that have already received long-lasting financial support from EIT Digital (more than 3 months) are excluded from participating. Exempt from this restriction are one-time grants, e.g. travel grants to visit conferences or events. Scaleups that have signed the term sheet of the EIT Digital Accelerator are in any case excluded from participating.

Scaleups can apply in one category only. In case of multiple entries by the same scaleup, only the first completed application will be considered.

Contest language is English, i.e. **all submission material must be submitted in English and the scaleup must pitch in English** at the final event.

5. Evaluation and selection process

The evaluation and selection process of the EIT Digital Challenge is designed to create an open, accountable, multi-step selection process based solely on the merit of the submitted products or services. All submissions shall receive the same opportunity. No quotas shall be established. Per category there will be a final of maximum 5 teams.

Each eligible submitted application shall be evaluated by experts from EIT Digital, nominated by the organizer. The main selection criteria are the demonstration of an innovative product or service which in the view of the evaluators holds the most promise to be successful on an international scale and a good fit with the categories of the EIT Digital Challenge (which are described here: <http://www.eitdigital.eu/challenge/categories/>).

6. Finals

The finalists shall be invited to pitch their business in front of a jury in one of the five finals. The jury is comprised of the experts from EIT Digital, as well as external business representatives and investors invited by the organizer.

At the conclusion of the pitches the jury shall convene and decide on the winning scaleup. The winner shall be announced before the end of the event. If the jury does not reach a consensus, the responsible Access to Market Leader, who manages the scaleup portfolio of EIT Digital within this category, has the decisive vote.

Eligible finalists will receive €1,000 as contribution to the costs for their participation in the final. Personal attendance of the finals is required to be eligible for the prizes. No additional costs of the entrants shall be covered by the organizers.

The €1,000 contribution to the travel costs shall be issued before December 31st, 2017.

7. Prizes

The five winning companies each gain an international growth package representing a value of €100,000 in total. This growth package consists of 12 months of dedicated support services in international Access to Market and Access to Finance by the [EIT Digital Accelerator](#) team worth €50,000, as well as a cash prize of €50,000. As part of this 12 months support, the winners will be invited to a kick-off event in Berlin in order to personally work with EIT Digital's business developers and financing specialists and pitch in front of potential investors and clients during an exclusive networking event. They will also be invited to the EIT Digital Conference and get to showcase their company in a matchmaking setup to hundreds of guests and corporate representatives. Moreover, they will get individual lead creation support at additional corporate matchmaking events, investors dinners and in personal introductions to international customers and investors.

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In order to receive the cash prize fund of €50,000 an *EIT Digital Challenge 2017 Prize Agreement* will have to be signed by the winning party and the EIT ICT Labs Germany GmbH.

To benefit from the 12 months of Access to Market and Access to Finance services worth €50,000, each winning company will have to sign the *Scaleup Support Agreement* of the EIT Digital Accelerator, clarifying the support provided within the next 12 months. The support can be for Access to Finance or Access to Market or both. The "Base Fee" of €50,000 for the acceleration services will be waived as part of the prize package, success fees for deals and investments remain in place.

Signature of both documents is required to receive the prize package. The prize can only be granted as a full package, and not divided in single items. More information on the EIT Digital Accelerator support is available here: <https://www.eitdigital.eu/accelerator/>

If both agreements have been effected, the €50,000 cash prize shall be issued before December 31st, 2017.

The prize winners shall be responsible for all possible taxes, wire transfer costs and other possible costs related to the payment of prize amounts.

8. Intellectual Property and Publication Rights

Participants retain full and exclusive ownership of their prior information and intellectual property rights. By submitting their application participants warrant that they hold ownership or have legally secured the right to use all elements of the innovative product or service. Participants shall indemnify EIT ICT Labs Germany GmbH and EIT Digital IVZW for any allegations or claims by third parties of infringement of intellectual property rights 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 forms, the winners and finalists agree to the possible inclusion of their product or service in any media coverage by EIT Digital and its partners, such as press releases or publications. Approval of the participants will be asked for by EIT Digital before publication. 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 Digital and its partners.

9. 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 scaleups. Only for the purposes of the execution of the competition participants will provide name, postal address, email address and telephone number ("personal data"). EIT Digital will

process the submitted material according to German law. Personal data shall be deleted six months after the announcement of the contest winners.

Participants have the possibility to indicate that EIT Digital may grant access to parts of the submission to trusted investors and partners.

The evaluation of the submitted applications will be done within Submittable (<http://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, available under <http://www.submittable.com/terms> and <http://www.submittable.com/privacy>.

YOUR CONSENT TO THE USE OF PERSONAL DATA: By submitting your application within this competition you consent that EIT ICT Labs Germany GmbH will collect, transfer, process, store and delete your data under above-mentioned conditions.

10. Acceptance of Terms and Conditions

By submitting the application form, participant agrees to the Terms and Conditions, which form part of the submission. Participants agree that they have no legal entitlement to a prize.

EIT ICT Labs Germany GmbH reserves the right to make reasonable amendments to these Terms and Conditions. Amendments and additions to these Terms and Conditions shall be valid only if communicated in writing or otherwise made available to the participants.

Any deviation from these Terms and Conditions can only be made in writing and signed by an authorized representative of EIT ICT Labs Germany GmbH and the participant.

These Terms and Conditions are governed by the laws of Germany.

Any disagreement or dispute which may arise in connection with these Terms and Conditions which cannot be settled amicably will be brought before the courts of Berlin, Germany.

To the maximum extent permitted by law, under no circumstances and under no legal theory whether in tort (including negligence) contract or otherwise shall EIT ICT Labs Germany GmbH be liable for any special indirect, punitive, incidental or consequential damages, including loss of profit. The liability of EIT ICT Labs Germany GmbH shall in any case be limited to 1,000 EUR.

11. Organizer

The EIT Digital Challenge is organized by EIT Digital. The EIT ICT Labs Germany GmbH is responsible for the central coordination of the contest, and acts as the managing partner in coordinating the application and evaluation process.

EIT ICT Labs Germany GmbH is the carrier of the German operations of EIT Digital. It coordinates and implements the activities of EIT Digital in Germany, such as the EIT Digital Challenge and others.

Activity lead is:

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