

EIT RawMaterials Business Idea Competition 2018

Terms and Conditions Frequently Asked Questions

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1. How is the Competition structured?

EIT RawMaterials organizes the Business Idea Competition 2018 (“Competition”), an innovation contest aiming to reach out, identify and support the best ideas from researchers, professionals and early stage start-ups, with a potential impact in the Raw Materials Value Chain.

The Competition is divided into four phases:

Phase 1: Submission of Ideas

- To participate in the Competition, the applicants must present a brief description of their idea of the innovative product or service proposed, answering predetermined questions online. A template is available which includes the questions and guidelines. The applicants should put emphasis on: the innovative concept, competitive advantage, customers and potential market. **Ideas submission deadline: 31 March 2018.**
- The best ideas will be selected to go to the next phase.

Phase 2: Boot Camp and coaching

- The applicants selected in phase 1 will be invited to participate to a 2-day bootcamp, where they will be trained on fundamental business skills (business modelling, pitching etc.) Bootcamps will be organised in various places from May to June 2018. Participants will be awarded € 1,000 as lump-sum scholarship for the travel costs related to the participation to the allocated bootcamp in phase 2.
- The payment of the scholarship will be done upon successful completion of the bootcamp training.
- Mentoring of the teams: the participants will be coached to further develop a more comprehensive business plan by a coach assigned to the team from the EIT RawMaterials staff.

Phase 3: Business Plan submission

- The applicants that went through the phase 2 will be invited to submit a more comprehensive business plan, using a template that will be provided by the organizer. **Submission deadline for the complete business plan: 15 September 2018.**
- Among the applicants to phase 3, 10 finalists will be selected in each thematic area (20 in total) to go to the next phase.

Phase 4: Mentoring and final pitching

- The finalists will have chance to get further training and dedicated mentoring to compete at the Joint Pitch Finals with other EIT Communities. The teams will pitch their idea in front of the Jury, composed of EIT Raw Material's staff and Industrial partners. All participants to phase 4 will be awarded € 1,000 as lump-sum scholarship as reimbursement for their participation to the Final event.
- The top 3 winners in each of the 2 thematic categories will be selected from the Jury and awarded:
 - **1st prize: € 10,000**
 - **2nd prize: € 5,000**
 - **3rd prize: € 2,500**

2. Who can participate?

The competition is open to all individuals and teams of physical persons as well early stage start-ups permanent settled in the European Union or countries associated to the H2020 program¹. In addition, any individual or team coming from outside the EU can participate with the condition that they can prove that they will further develop their idea in Europe.

1. **Physical persons:** Researchers, PhD, students or research groups from universities and research organisations; professionals, entrepreneurs or idea owners that have an idea/solution that is targeting the EIT RawMaterials market and want to start a company.
2. **Early stage start-ups**, which still need to finalize the Business Model and that still immature in the product/service development stage (Technology Readiness Level below or equal to 4 "Technology validated in lab").

The applications can be submitted either by a single idea holder or by a team of persons represented by a contact person. There is no a pre-set number of members in a team. The participation of a team is welcome and appreciated in the evaluation, especially when the team is covering different competences required in running a start-up.

However, depending on the amount of participants, we may limit the number of attendants to bootcamps to a maximum of 3 members per team.

EIT RawMaterials will not be responsible for any division or distribution of any prize awarded in the Competition among or between team members.

¹ http://ec.europa.eu/research/bitly/h2020_associated_countries.html

The applicants should not have received previous funding/support by EIT RawMaterials or any other EIT Community in other competitions or in other forms.

Team members that are employed in companies can participate as physical persons if they want to launch a new line of business as an intrapreneurship project, i.e. willing to establish a new business opportunity (spin off, start-up) and not relying on intellectual properties belonging to the employing company (exception: proving they have a respective agreement with the organization). This is also possible for companies and organization affiliated to EIT RawMaterials. Participants shall get due permission from the employer to participate to the bootcamps.

3. Which topics are relevant?

EIT RawMaterials aims at supporting new solutions in the fields of exploration, mining, and processing of raw materials as well as their manufacturing into products, recycling, and integration into a Circular Economy (including design and manufacturing of tools and equipment, smart products and services, end-of-life product management).

Metals and minerals are the main target of the EIT RawMaterials innovation community. Bio-based materials (energy, agricultural, polymers) are excluded, if not considered for the potential substitution of critical, toxic mineral or metallic materials or for optimized performance.

The Business Idea Competition of EIT RawMaterials is divided in **two thematic categories**:

1. **Primary production of raw materials including:**
 - a) **Exploration and raw materials resource assessment;**
 - b) **Mining in challenging environments;**
 - c) **Increased resource efficiency in mineral and metallurgical processes.**

Examples of such solutions but not limited to:

- *New and improved geological models, better exploration model understanding and techniques for going 3D/4D, drones, etc.*
- *New instrumentation, methods and technologies for more reliable, cheaper, faster and safer mineral exploration, including technologies and services for innovative data acquisition, big data analysis/handling and utilise existing/historical dataset for exploration and mining.*
- *Application of new innovations, new geological models and rethinking/re-evaluations of geological settings/prospects to provide new exploration prospects and mining targets.*
- *Technologies and solutions for more efficient, safer and sustainable modern mining*

- *Application of new technologies/ services for more efficient production, better safety, better utilisation of equipment and employees for mining. Virtual reality, UAVs/robotics, automation, real-time data that will improve planning, scheduling of operations and delivering better efficiencies and cost savings.*
 - *Innovative services, approaches and products in order to ensure public understanding and awareness about the need for raw materials, exploration and mining, ensure cooperate social responsibility and social license to operate as well as added values of mining including remediation.*
 - *Optimized extraction and production processes for metals and alloys, improving the efficiency of the process, using less energy and water, reducing cost and the production of waste.*
 - *Process digitalisation, Internet of things, Big Data, simulation etc.*
2. **Secondary production of raw materials** including:
- a) **Recycling and material chain optimisation for End-of-Life products;**
 - b) **Substitution of critical and toxic materials in products and for optimised performance;**
 - c) **Design of products and services for the circular economy.**

Examples of such solutions but not limited to:

- *Solutions for recycling of end-of-life products, extraction from industrial residues, tailings, urban and landfill mining, (e.g. WEEE, batteries, magnets, solar cells etc.)*
- *Cost efficient and clever collection, dismantling and sorting of waste; Supply chain management*
- *Substitution of critical and toxic metals in specific energy materials, like Pt in fuel cells, Co in lithium ion batteries, Nd and Dy in Nd-Fe-B permanent magnets*
- *Substitution of critical and toxic metals like Co and W in carbides, speciality metals in high strength steels and super alloys, incl. the design and manufacturing*
- *New material systems that contain no or less critical and toxic materials, for instance, for the use in batteries, permanent magnets, solar cells, and thermoelectric and magnetocaloric applications*
- *New / optimized materials for additive manufacturing, for instance, in the field of printable electronics*
- *New lightweight composites and designs as substitutes for critical materials containing high strength steels and for optimized performance*
- *Solutions that integrate new materials into a Circular Economy, for instance, technology and business that enables and builds upon the reuse and recycling of newly developed, high performance materials*
- *New products, systems, and services for an optimised raw materials use, particularly with respect to mobility and energy technologies*
- *New business models for resource recovery, product life extension (repairing, remanufacturing, etc.), product as a service, sharing platforms.*

4. How to submit our idea?

To participate in the first phase of the Business Idea Competition, the applicants must fill in the online application form at:

https://www.lyyti.fi/reg/EITBIC2018_0505/en.

The deadline for the submission of the idea is **March 31st 2018 at 17:00 CET**.

For Phase 3, the submission of the full business plan, the recommended length of the proposal is 20 pages, based on a template that will be provided during bootcamps.

Only proposals submitted in English will be accepted; proposals submitted in other languages will not be considered.

Pitch presentations at the Final Ceremony will be also in English.

5. How are the prizes given?

The lump-sum reimbursements for the teams selected during the phase 1 and phase 3 are provided in the form of scholarship and linked to the participation of at least one and maximum three of the team members to the bootcamp and the Final Ceremony respectively.

The lump-sum reimbursements of EUR 1.000 are considered per team and independently of the number of attendants. The lump-sum reimbursements will be issued within 30 days after the completion of the events.

The final prizes for the winning teams are provided after signing a Prize Agreement with EIT RawMaterials.

Winners should commit to participate to a minimum of 2 promotional events organized by EIT RawMaterials (networking events or pitching events in front of potential investors and clients). The final prizes will be issued before **December 31st 2018**, as long as the teams comply with the commitments previously mentioned.

The use of the final prize is not linked to the creation of a start-up. However, one of the selection criteria of the awards will be the proved willingness to carry the project forward. The jury will

consider the commitment of the team to the development of the idea as one of the priority evaluation factors.

The interlocutor of the team with the Competition is the main promoter of the idea (project leader in representation of the team or the start-up, if existing) and will be the one receiving the prizes. The distribution of the prize will be an internal matter of the participating team. All prizes will be subject to withholding tax as determined by current legislation.

We also require that the prize recipients report to EIT RawMaterials after 12 months about the status of their idea (e.g. whether it has led to a start-up or attracted public/private investment, created new jobs etc.)

6. How are ideas judged?

The evaluation of the ideas proposed shall be carried out in each phase of the Competition by a board of expert evaluators, both from within EIT RawMaterials and external partner organizations. More thorough evaluation criteria will be applied on the submitted full business plan. The ideas will be evaluated based on 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 focus areas of the categories of EIT RawMaterials. Each idea will be judged on the criteria listed in the following with the weight applied to each criterion in the evaluation:

Criteria	weight
TECHNICAL EXCELLENCE, TECHNOLOGY READINESS LEVEL (TRL) AND IP STATUS	20%
PROBLEMS /NEED RELEVANCE AND IDENTIFICATION	30%
QUALITY OF THE TEAM	30%
FURTHER DEVELOPMENTS AND PLANNING	20%

Each evaluator will give a score in relation to each criterion based on the following guidelines and a weighted average will be calculated:

Score	Appreciation	Explanation
0	N/A	The proposal fails to address the criterion or cannot be assessed due to missing or incomplete information

1-3	Poor	The criterion is inadequately addressed, or there are serious inherent weaknesses.
4-5	Fair	The proposal broadly addresses the criterion, but there are significant weaknesses.
6-7	Good	The proposal addresses the criterion well, but a number of shortcomings are present.
8-9	Very Good	The proposal addresses the criterion very well, but a small number of shortcomings are present.
10	Excellent	The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.

The average of the evaluators will be used to produce the ranking list.
The Jury's decisions are unappealable.

7. How are IP rights and confidentiality undertaken?

Applicants retain full and exclusive ownership of their prior information and intellectual property rights. The organizer and their authorized representatives in the program undertake to ensure the confidentiality of the ideas and projects presented and developed throughout the Competition.

Indeed, evaluators must confirm a non-disclosure agreement (NDA) to use the data solely for the purpose of the evaluation of entries and not to share them with any other person or organisation.

Only for the purposes of the execution of the competition applicants will provide name, postal address, email address and telephone number ("personal data").

Personal Data will only be collected and stored to proceed with the evaluation, contracting and awarding during the Competition. The organizer will process the submitted material according to German law. Terms and Conditions and Privacy policy of the platform used to collect and store data are available at: <https://www.lyyti.com/en/support/privacy-policy>

The organizer will only publish data of the finalists and winners: names and affiliations, the receipt of any Prize, non-confidential information related to the idea. Pictures, videos and sounds may be

used for such purposes by EIT RawMaterials and its partners without compensation for the promotion of the Competition.

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

8. Key dates

- Deadline for submitting business ideas: March 31st 2017 at 17:00 CET
- Selection of ideas and invitation of the bootcamps: April 7th 2018
- Bootcamps: end of April to June 2018
- Deadline for submitting business plans: September 15th 2018 at 17:00 CET
- Mentoring and coaching: July to October 2017
- Final Ceremony and awards: November 2018 (to be defined)

Dates could change, but the organization will report them appropriately.

9. How to get in touch?

To get in touch with your regional Co-Location Centre of the EIT RawMaterials, check [the list of CLCs](#) and countries covered by them:

- CLC Baltic Sea: Finland, Norway, Sweden and the Baltic states
- CLC North: Sweden, Denmark, Ireland and Norway
- CLC Central: France, Germany, Switzerland and Portugal
- CLC East: Poland, Germany, Slovenia, Croatia, Austria, Greece, Romania, Slovakia.
- CLC West: Belgium, the Netherlands, UK, Germany
- CLC South: Spain, Italy and Hungary

More details on EIT RawMaterials: <https://eitrawmaterials.eu/about-us/>

More details on the Business Idea Competition: <https://eitrawmaterials.eu/business-idea-competition/2018/>