



Parque Científico
& Tecnológico
Cantabria
CREANDO FUTURO

CEOE
CEPYME
Cantabria



Terms and conditions of the XTELA Program of Business Acceleration and Open Innovation



eXperiencia Tutelada
empuje, liderazgo
y aceleración

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**TECHNOLOGY AND SCIENCE PARK OF CANTABRIA
PCTCAN**

1. Introduction

The Management Society of the Science and Technology Park of Cantabria, S.L. (hereinafter SGPCTCAN), attached to the Ministry of Industry, Tourism, Innovation and Commerce of the Government of Cantabria, is an industrial policy tool aimed at promoting the development and socio-economic well-being of the Autonomous Community.

SGPCTCAN under the Business Acceleration Framework Program and the Governing Council Agreements of 9th of May 2019 and 7th of April 2022 is entrusted with the management of the XTELA Business Acceleration and Open Innovation Program (hereinafter the Program).

SGPCTCAN, through these regulatory bases, launches the XTELA Program, which has a marked strategic character and aims to achieve the objectives of quality and innovation in the science-technology-business ecosystem of the region. In addition, it seeks to achieve the innovative development of new projects that improve the socio-economic environment of the region.

The Innovation Strategy of Cantabria 2016-2030 promoted by the Ministry of Innovation, Industry, Tourism and Commerce, already in its axis 4 "Innovative Industrial Entrepreneurship and Exploitation of results" considered within its key actions the creation of a regional innovative business accelerator, equipped with a program and a strategy.

2. Object.

The purpose of these rules is to establish the regulatory bases of the XTELA Program.

The Program involves the implementation of a set of actions for companies in Cantabria to work with Startup teams through collaboration agreements to implement solutions for real Industry 4.0 projects. A win-win approach that leverages the flexibility and drive of young startups with the expertise and resources of established companies. It is an international program aimed at innovative startups from anywhere in the world that propose innovative solutions in the field of industry 4.0.

The acceleration program aims to achieve the following objectives:

- Growth: Accelerate the growth of Startups with the collaboration

of driving companies.

- Digital Transformation: Driving the Digital Transformation of Companies
- Collaboration: Stimulate public-private collaboration.
- Industry 4.0: Promoting Industry 4.0 in the sectors of Industry, Health and Biotechnology.
- Talent: Promote local talent and attract national and international talent.

3. Applicable regulations.

- Law 5/2018, of 22nd of November, on the Legal Regime of the Government, Administration, and Institutional Public Sector of the Autonomous Community of Cantabria.

4. Scope and definitions

- Scope: Startups younger than 8 years old, with innovative and technological potential: 4.0 technologies: Future factories, robotization, digitalization, IoT, advanced manufacturing, automation, artificial intelligence, Big Data, satellite and radio frequency communication, energy sustainability, industrial transition and decarbonization, with a Minimum Viable Product / Service (distance to market < 1 year) that they are updated with their payment with tax and Social Security obligations.
- Definitions:
 - Startup: Newly created company with a scalable business model and high technological component that has great growth possibilities.
 - Company: Organization whatever its legal form (society, mutual society, foundation, etc.) with a work center in Cantabria belonging to the industry, health or biotechnology sector.
 - Challenge: A problem, opportunity and/or challenge posed by companies to find new innovative solutions and make them a reality (innovate and undertake) with new ways of working.
 - Project: set of activities to be carried out to respond to the proposed challenge. The project may include the design, development, and/or improvement of a product, service, and/or process.
 - Demo Day: event to present the results of the projects.

- Elevator Pitch: it is a speech or presentation that aims to be impactful, agile, and fast since it must last between 45 seconds and a minute, neither more nor less. One of the main features of the Elevator Pitch is that it should be clear, concise, and brief.

5. Characteristics of the XTELA Business Acceleration and Open Innovation Program

The Program will act as a bridge between innovation and the business environment, offering a new system for large companies in Cantabria and key sectors to establish new ways of working. At the same time, it offers a framework where new ideas can be scaled and supported. The Program will offer access to innovative systems in early stages, in a cheaper, faster, and more flexible way than internally developed R+D, creating numerous advantages for companies. Investing in acceleration systems creates economic benefits while at the same time enhancing entrepreneurship and business culture.

Likewise, support will be offered to Startups with mentoring, physical spaces, specific knowledge and additional resources. Basically, everything that can favor companies to accelerate their growth.

The Program will have the integration of various actors:

- Guaranteeing an enterprise system (market) and knowledge receptive to collaboration.
- Through calls at national and international level for the selection of the initiatives participating in the acceleration process.
- With a high level of logistical and human equipment.
- With the value of the region's own welfare state.
- With the collaboration of:
 - Experts specialized in different strategic lines.
 - Knowledge agents of the regional system.
 - Promoters and collaborators, both from the international market for its projection, and from the local market for its establishment.

The Program proposes an acceleration model focused on guaranteeing the access of Startups to clients of the highest level, promoting their commercial development and their immersion in the business ecosystem of Cantabria. The companies to which the Startups will have access are companies that are

established in Cantabria and that belong to the sectors of Industry and Health and Biotechnology. In subsequent editions of the program, it will be extended to the sectors of the Smart Specialization Strategy of Cantabria 2021-2027 (ICAN).

The Program consists of a set of actions through which companies in Cantabria will work with Startup teams hiring them to implement solutions for real Industry 4.0 projects.

The Startups participating in the program will have at their disposal a series of infrastructures and services that allow them to accelerate and scale their projects.

SPACE

Startups that will be able to settle and develop their project in the Xtela Tower of the PCTCAN, a building for the establishment of companies and the development of the Program. It has 4 floors for offices and a floor with spaces oriented to multifunctionality (auditorium, meeting room, office, etc.)

PROJECT FINANCING

In the case that any of the projects of the selected Startups is interesting, the company must formalize a contract, at least during the XTELA PROGRAM, for an amount of at least € 15,000 that will be destined to the development of the project, the product and / or service of the Startup.

TUTORING

The Startups will have a person responsible for tutoring, who will be the interlocutor between the Startups and the Program. It will be in charge of monitoring the projects, making the calls for the different phases and controlling the participation of the Startups in the activities.

TRAINING

The Program will have experts in different areas of knowledge who will provide training to Startups in business skills: Marketing, Finance, Investment, Legal, Aid, etc. The objective is to offer training to the teams, in addition to adding value to the business model of the Startups.

MENTORING

The Startups will have mentoring through people who have a solid business experience whose work will be to instruct, accompany and advise the Startup on product and strategy, thus ensuring the success of the initiative.

NETWORKING

The Startups will participate in the meetings, conferences and events organized by the Program to develop their business model through the establishment of relationships, agreements, exchange of experiences and use of synergies between projects.

ECOSYSTEM IN PCTCAN

The Program will promote the generation of an ecosystem open to cooperation with the initiatives launched in PCTCAN for the development of new opportunities, promoting relations with the rest of the companies installed and not installed in PCTCAN, Universities, Institutes and Technology Centers, etc.

ACCES TO FINANCIAL SUPPORT

Companies that settle in PCTCAN may be beneficiaries of aid to finance their stay in the offices of the Xtela Tower during the duration of the program, under the Call published by the General Directorate of Innovation, Technological Development, and Industrial Entrepreneurship of the Government of Cantabria, as well as complementary aid plans at national or European level that are launched to support acceleration projects and entrepreneurship.

The Program will be divided into the following phases:

PHASE 1: Publication of Call

In this phase, the call will be published to start the selection process of the Startups participating in the Program. It is a call aimed at innovative, disruptive, scalable startups with high growth potential.

The challenges identified by the companies will be detailed in www.xtela.net. Startups interested in participating in one or more challenges must complete online the participation form contained in www.xtela.net/challenges

PHASE 2: Pre-selection

The projects will be analyzed by the Technical Evaluation Commission in accordance with the selection criteria and the requirements of the Startups established in the XTELA PROGRAM through its bases. This Commission will determine the projects that meet the requirements to participate.

According to the Agreement of the Governing Council dated April 7th 2022, this Technical Valuation Commission will be composed of at least five members, will

be chaired by the Counselor responsible for Innovation, or person to whom he delegates, and must be part, in any case, at least one person in charge of SGPCTCAN and at least one technician of the Government of Cantabria competent in matters of Innovation. In any case, to carry out this task you can go and request Technical Assistance to entities, organizations and / or professional experts in the field.

CEOE- Cepyme will be part, where appropriate, of the Technical Assessment Commission in which the projects submitted to the call for access to the Acceleration Program are analyzed, in accordance with the collaboration agreement signed for this purpose.

Based on the information contained in the application for participation, the Startup projects that have obtained the highest valuation by the Technical Evaluation Commission will be selected.

PHASE 3: Elevator Pitch

Startups will receive support and resources to make a presentation of their project to companies to find the strategic partner with which to develop their proposal and participate in the Program.

PHASE 4: Matching

In this phase, companies interested in any of the proposals of the Startups will formalize a contract to carry out the project jointly. The companies will contribute to the contract of not less than 15,000 euros.

A maximum of 21 Startup projects (1 per company) will be selected in the Acceleration Program and communications to the selected projects will be made via email, in addition to being published on the Program's website. For each project, the Startups must sign the collaboration agreement contained in Annex 1. Additionally, Startups and companies must sign an agreement that formally regulates the relationship they will maintain during the Program, in the way both parties deem appropriate and leaving the conditions of said collaboration established.

PHASE 5: Kick Off Meeting

It is a meeting at the beginning of the Program in which the participants: Startups, companies, mentors, and work team, among others, can get to know each other and have knowledge of the development of the following phases.

PHASE 6: Program Development

The Acceleration Program lasts approximately 6 months, between July 2023 and December 2023. During this time, mentoring, training activities, networking sessions, etc. will be held.

The participating Startups and companies will have the accompaniment and support of specialized mentors during the Program.

PHASE 7: Demo Day

At the end of the Program, a Demo Day will be held in which the Startups will make a presentation on the progress of their projects to the rest of the participants and potential investors and business partners.

6. Beneficiary companies and requirements.

Startups that meet the following requirements will be eligible:

- Startup less than 8 years old.
- High innovative and technological potential: 4.0 technologies: Future factories, robotization, digitalization, IoT, advanced manufacturing, automation, artificial intelligence, Big Data, satellite and radiofrequency communication, energy sustainability, industrial transition and decarbonization.
- With a Minimum Viable Product/Service (distance to market < 1 year)
- Be updated with payment with tax and Social Security obligations.
- Each company may participate with as many innovative projects as it deems appropriate, with the limitation that only one of them can be selected.

7. Obligations of the beneficiary companies.

The selected companies that are part of the Regional Acceleration Program must:

- Attend the actions of the program when they affect the realization of your project.
- Provide the dedication required by specialized experts, to the extent considered appropriate for the correct realization of your project.

- Keep SG PCTCAN technicians and the Ministry responsible for innovation informed of the evolution of the project.
- Collaborate in the dissemination of the Regional Acceleration Program.
- Startups participating in the acceleration program must provide two emails to send communications, in addition to responding to those communications that require it.

8. Competent bodies to convene, instruct and resolve the procedure

The competent body to convene and resolve the procedure will be the Board of Directors of SGPCTCAN

The competent body for the organization and instruction of the procedure will be the Planning and Monitoring Area of SGPCTCAN together with the Technical Commission.

9. Evaluation of applications

9.1 Evaluation Procedure

The projects will be analyzed by the Evaluation Committee and selected by the competent body of the SGPCTCAN statutory, following a proposal submitted by the Commission.

9.2 Composition of the Technical Valuation Commission

The Technical Omission of Validation composed of at least five members, which will be chaired by the Counselor responsible for Innovation, or person to whom he delegates, and must be part, in any case, at least one person in charge of SGPCTCAN and at least one technician of the Government of Cantabria competent in matters of Innovation. In any case, to carry out this task you can go and request Technical Assistance to entities, organizations and / or professional experts in the field. This Commission will make a report of the most appropriate projects for their participation in the Acceleration Program and their occupation in spaces of the XTELA Tower.

9.3 Evaluation Criteria and Scores

Applications for admission to the program that meet the requirements will be evaluated on a competitive basis, evaluating the initial report of the project contained in the application, according to the following criteria and weighting:

A) Promoter team: the training, experience and skills related to the project to be developed will be considered. (Up to 25 points).

B) Business idea: the level of innovation and the degree of maturity of the project to be developed will be assessed. (Up to 25 points).

C) Business Model: the adequacy and dimensioning of the resources necessary for the implementation of the project, the potential and / or capacity for internationalization and its market access capacity will be assessed. (Up to 25 points).

D) Degree of Acceleration: the scalability of the project, the existing and expected competition and the size and projection of its growth in the market will be assessed. (Up to 25 points).

Pondering factors

	Top score	Excellent	Good	Halfway	Basic	Does not contribute or does not answer
		100%	75%	50%	25%	0%
A) Promoter Team	25 points					
Training	10 points	10	7,5	5	2,5	0
Professional experience	15 points	15	11,25	7,5	3,75	0
B) Business idea	25 points					
Innovation level	15 points	15	11,25	7,5	3,75	0
Degree of maturation of the project to be developed	10 points	10	7,5	5	2,5	0
C) Business Model	25 points					
Adequacy and dimensioning of the resources necessary for the implementation of the project	15 points	15	11,25	7,5	3,75	0
Potential and/or capacity for internationalization	10 points	10	7,5	5	2,5	0
D) Degree of Acceleration	25 points					
Project scalability	10 points	10	7,5	5	2,5	0
Existing and expected competition	5 points	5	3,75	2,5	1,25	0
Size and projection of its growth in the market.	10 points	10	7,5	5	2,5	0

10. Submission of applications

10.1 Time limit and place of submission

Registration will be done electronically through the Web www.xtela.net. In section www.xtela.net/programa/retos you can access the information of each of the challenges that companies have presented, being able to register for as many challenges as the Startup wishes. To register you must download the registration form and upload it completely. In that same section you can consult the bases of the Program. It is reported that by submitting the registration form the bases of the Program are automatically accepted.

The deadline for receipt of registrations will be May 3rd, 2023.

10.2. Documentation to be submitted

To formalize the registration in the program, the complete registration document for the corresponding challenge must be sent through the website.

If the Startup is selected to participate in the Program, the following documentation will be requested:

- Articles of Constitution.
- Certificates of being updated in the fulfillment of their obligations to the State Tax Administration Agency, the Cantabrian Tax Administration Agency, and the General Treasury of the Social Security.
- Responsible declaration signed by both (Startup and Corporate) of formalization of the agreement for an amount not less than 15,000€.

11- Investigation of the procedure

Once the requests have been received, the competent body shall instruct the procedures in collaboration with the Technical Evaluation Commission, requiring the petitioners, where appropriate, to provide as much documentation and complementary information as deemed appropriate to substantiate the request, as well as to proceed to correct the correctable defects found in the request. All this within 10 working days from the day following the notification of the requirement. Once this period has elapsed without having complied with the foregoing, they will be considered withdrawn from the request, after resolution in the terms that legally correspond.

The investigating body will verify compliance with the conditions required to access the Program and issue the corresponding reports in this regard, which

will serve as a basis for proposals for resolutions.

Failure to submit or late submission of the application and/or the documentation that must accompany it, if any, will not be considered remediable.

12- Resolution of the procedure

The resolution of granting or denial of participation in the Program, will be notified individually to the candidates within a maximum period of 60 days after the closing of the deadline for receipt of applications. Being also published on the website www.xtela.net

13- Appeal

The Resolution is subject to appeal within a period of one month computed from the day following its notification to the head of the Ministry of Industry, Tourism, Innovation, Transport and Commerce of the Government of Cantabria.

14- Breaches

Failure to comply with the Rules of the call will result in expulsion from the XTELA Program.

15- Advertising

The call will be published on the website of the Program (www.xtela.net), on the SGPCTCAN portal and in as many media as deemed appropriate and will include the application form that applicants will have to submit to participate in the Acceleration Program, as well as the deadlines for submission of the projects.

16- Confidentiality and intellectual and industrial property rights

By submitting applications, Startups guarantee that:

- The projects are original to their authors and/or have free disposition over them.
- They have full legal capacity, to act, to be part of the call, and that their participation does not violate any rule.
- The participant authorizes SG PCTCAN to use the name and title of his/her project, without time limit, to be mentioned on the website or for any actions or events related in any way to

SGPCTCAN, as well as for its reflection in historical archives and media of various kinds.

- SGPCTCAN does not claim any ownership over the information offered or any industrial or intellectual property it may contain.
- The participant does not assign to SGPCTCAN the industrial or intellectual property rights derived from the projects.

17- Deposit and acceptance of the bases

Potential participants are informed that the simple fact of taking part in the call implies full acceptance of these rules. The manifestation to the contrary by the participant will imply the exclusion of the participant from the call and PCTCAN will be released from compliance with the obligation contracted with said participant. All data provided within the process will be treated with the privacy policy established by PCTCAN on its website <https://www.pctcan.es/politica-de-privacidad/>

18- Consultations and resolution of doubts.

To make inquiries or resolve doubts related to the program or the presentation of projects, you can do via email to info@xtela.net

Reservations and limitations

- The fact of participating in the XTELA Program of Business Acceleration and Open Innovation implies the knowledge and acceptance of these bases.
- The call requires that the data be provided truthfully and completely and that they be kept updated thanks to the cooperation of the participants.
- The participant expressly consents, and by the mere fact of participating that SGPCTCAN may use his name for the purposes of publicizing the winning project to the rest of the participants and without generating any remuneration in his favor.
- The participant expressly consents, and by the mere fact of participating in the Acceleration Program, that SGPCTCAN may use his image by any means and exclusively for corporate, advertising, and promotional purposes, without any territorial or temporal limitation, and without generating any remuneration in his favor.

- SGPCTCAN reserves the right to cancel this call or suspend it or change any of its condition(s) if for technical or any other reasons beyond its control it could not comply with the normal development of the same, as stipulated in these Terms and Conditions.
- SGPCTCAN reserves the right to cancel those projects whose representatives/promoters do not attend the different individual and group sessions or collaborate to obtain the maximum use of the resources made available to them, both human and material.
- SGPCTCAN reserves the right to expel from the Acceleration Program all those Startups that do not make good use of furniture and facilities, as well as not respecting the established rules of coexistence.
- SGPCTCAN will discard those participations that are abusive or fraudulent. Likewise, any abusive or fraudulent use of these rules by the participants will result in the automatic cancellation of the participants.
- SGPCTCAN will not bear the cost of travel and accommodation of participants to the place of individual sessions, group workshops and any other activity in which the Program consists of.

XTELA Program participants should consider other specific considerations included in the participation commitments (Annex 1).



Annex 1: Commitment to participation

Mrs/Mr. ID _____

_____, in the capacity of the undertaking or project,

domiciled in _____

I undertake to participate personally in the XTELA Program of Business Acceleration and Open Innovation, attending the individual and group sessions, and the different trainings being able to come accompanied by other colleagues, and collaborating to obtain the maximum use of the resources made available to me, both human and material by the Management Company of the Science and Technology Park de Cantabria, S.L. within the framework of this program.

The acceptance of these bases implies the fulfillment and acceptance of all its content. Likewise, I hereby certify that my project or company is up to date with the relevant fiscal, tax and social security obligations.

Date: _____ 2023.

Signed: _____