

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



MARCH 2024

**TECHNOLOGY AND SCIENCE PARK OF CANTABRIA
PCTCAN**

1. INTRODUCTION

The Management Company of the Scientific and Technological Park of Cantabria, SL (hereinafter SGPCTCAN), attached to the Department of Industry, Employment, Innovation and Commerce of the Government of Cantabria, is an industrial policy tool aimed at promoting development and social well-being . -economic of the Autonomous Community.

SGPCTCAN by virtue of the Business Acceleration Framework Program and the Government Council Agreements of May 9, 2019, April 7, 2022 and March 21, 2024 participates in the management of the XTELA Business Acceleration and Open Innovation Program (in the Program forward).

SGPCTCAN launches the XTELA Program, which has a marked strategic nature and aims to achieve the objectives of quality and innovation in the science-technology-business ecosystem of the region. In addition, it aims to achieve the innovative development of new projects that improve the socioeconomic environment of the region.

The Innovation Strategy of Cantabria 2016-2030 promoted by the Ministry of Innovation, Employment, Tourism and Commerce, already in its axis 4 "Innovative Industrial Entrepreneurship and Exploitation of

results" considered among its key actions the creation of a regional innovative business accelerator , equipped with a program and a strategy. Likewise, the Cantabria Intelligent Specialization Strategy 2021-2027 (RIS 3 CANTABRIA) includes in two of its fundamental challenges (Innovative Cantabria and Competitive and Innovative Cantabria) lines of action related to the acceleration of regional business and open innovation.

2. GOALS

This program involves the implementation of a set of actions so that companies in the region belonging to the priority ecosystems of Cantabria (Industry 4.0, Blue Economy and Offshore Industry , Bioeconomy and Agri-Food Sector, Health and Wellbeing and Cultural Industry and Sustainable Tourism) work with Startup teams through collaboration agreements to implement solutions for real Industry 4.0 and energy sustainability projects. A win-win approach that leverages the flexibility and drive of young startups with the experience and resources of established companies. This is an international program aimed at innovative Startups from anywhere in the world that propose innovative solutions in the field of Industry 4.0 and energy sustainability.

The acceleration program aims to achieve the following objectives:

- **Growth:** Accelerate the growth of Startups with the collaboration of driving companies.
- **Digital Transformation:** Promote the Digital Transformation of companies
- **Energy sustainability:** Promote the transformation towards more sustainable production models.
- **Collaboration:** Stimulate public-private collaboration.
- **Promote Industry 4.0 and sustainability** among the priority ecosystems of Cantabria.
- **Talent:** Promote local talent and attract national and international talent.

3. DEFINITIONS

Startup: Newly created company with a scalable business model and a high technological component that has great growth possibilities.



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Corporates : Organization regardless of its legal form (society, mutual fund, 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 final results of the projects.

4. PROGRAM DEFINITION

The Program will act as a bridge between innovation and the business environment, offering a new system so that large companies in Cantabria and key sectors can 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



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developed R&D, creating numerous advantages for companies. Investing in acceleration systems creates economic benefits while at the same time enhancing the entrepreneurial spirit and business culture.

Likewise, support will be offered to Startups with mentoring work , physical spaces, specific knowledge and additional resources.

SPACES

PCTCAN makes the Xtela Tower available to the Program, a building intended for both the installation of companies and the carrying out of activities related to the Program. The Xtela Tower has 4 floors distributed in offices and offices, in addition to a floor with spaces oriented towards multifunctionality (function room, meeting room, office, etc.)

ACCESS TO END CUSTOMER

In case any of the projects of the selected Startups are of interest to you, the Corporates undertake to formalize a contract, at least during the course of the Program, for a minimum amount of €15,000, which will be used for the development of the project, product and/or service of the Startup .

TUTORING

The Startups will have a responsible person, who 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 the Startups in business skills with the aim of offering training to the teams, in addition to adding value to the Startups' business model.

MENTORING

The Startups will have mentoring through people who have solid business experience whose job 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 taking advantage of synergies between the projects.

CANTABRIA BUSINESS ECOSYSTEM

The Program will promote the generation of an ecosystem open to cooperation with the initiatives launched in PCTCAN, SODERCAN and the partners and collaborators of the Program for the development of new opportunities, promoting relationships with the rest of the companies in Cantabria, Universities , Institutes and Technological Centers, etc.

ACCESS TO CALLS

Companies participating in the Program will be able to request and access calls for aid under the complementary aid programs and plans at regional, national or European level that are launched to support acceleration and entrepreneurship projects.

5. STARTUPS REQUIREMENTS

Startups that meet the following requirements will be eligible :

- Startup less than 8 years old.
- High innovative and technological potential: with activity in

industry 4.0: Factories of the future, robotization, digitalization, IoT , advanced manufacturing, automation, artificial intelligence, Big Data, satellite and radio frequency communication, industrial transition and decarbonization and energy sustainability.

- **With a Minimum Viable Product/Service (distance to market < 1 year)**
- **Be up to date with your tax and Social Security obligations.**

6. CORPORATE REQUIREMENTS

- **Be linked to one of the Innovation Ecosystems of the Intelligent Specialization Strategy 2021-2027 RIS3 (Industry 4.0, Blue Economy and Offshore Industry , Bioeconomy and Agri-Food Sector, Health and Wellbeing and Cultural Industry and Sustainable Tourism)**
- **Have a work center in Cantabria**
- **Have availability for dedication and involvement in the different activities contemplated in the program, among others, the following: presentation events, startup selection process, startup mentoring, Demo Day**

- If any of the projects of the selected Startups are of interest, the company intends to formalize a contract, at least during the course of the Program, for an amount of at least €15,000 that will be allocated to the development of the project, product and/or service of the Startup.

7. PHASES OF THE PROGRAM

Phase 1. Publication of challenges.

Corporates interested in participating in the program must detail their challenges in accordance with the model reflected in Annex I. These will be challenges related to Industry 4.0 and Energy Sustainability: Factories of the future, robotization, digitalization, IoT, advanced manufacturing, automation, artificial intelligence, Big Data, satellite and radio frequency communication, industrial transition and decarbonization.

The challenges will be published on www.xtela.net

Phase 2. Presentation of solutions

Startups interested in participating in one or more challenges (up to a maximum of 4) must complete the online participation form that appears at www.xtela.net/retos according to the model that appears

in Annex II of this document. The form could be accompanied by as many documents as are considered necessary (up to a maximum of 15 MB) to complete your proposal.

The program is aimed at innovative, disruptive, scalable startups with high growth potential.

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

Phase 3. Admission of applications

To admit the applications and move on to the next phase, a minimum technical and resource solvency will be required for the Startups, which will be accredited as follows:

A) Promoter team: training, experience and skills related to the project to be developed.

To do this, the CV of at least one expert person with knowledge and/or experience in the area of specialization proposed in the solution will be requested.

B) Business idea: level of innovation and degree of maturity of the project to be developed.

C) Business Model: adaptation and sizing of the resources necessary to launch the project, the potential and/or capacity for internationalization and its ability to access the market.

D) Degree of Acceleration: scalability of the project, existing and expected competition and the size and projection of its growth in the market.

To do this, a descriptive report of the business model defined for the startup will be requested that contains, at least, points B, C and D above.

Phase 4. Pre-selection of applications

Once the previous phase is over, the proposed solutions will be transferred to the Corporates participants, who will be in charge of making a preselection of those projects that best adapt to the challenges posed.

Phase 5. Pitch

The Startups selected by the companies will present their project to the companies with the aim of finding the strategic partner with which to develop their proposal and participate in the Program.

To this end, they will receive the necessary support and resources from the Program to carry out the presentation in the most effective way possible.

Phase 6. Matching

In this phase, the Corporates interested in any of the Startups' proposals must formalize a contract to carry out the project jointly for no less than 15,000 euros.

For each project, the Startups must sign the participation commitment that appears in the Annex. III. Additionally, Startups and Corporates must sign an agreement that formally regulates the relationship that will keep during the program, in the shape in that both parts estimate convenient and leaving established the conditions of bliss collaboration.

Phase 7: Program Development

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

The participating Startups and companies will have accompaniment and support from specialized mentors.

Phase 8: Demo Day

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

8. OBLIGATIONS OF STARTUPS

The selected companies that are part of the Xtela Business Acceleration and Open Innovation Program must:

- Attend program actions when they affect the completion of your project.

- Provide the dedication required by specialized experts, to the extent considered appropriate for the correct completion of your project.
- Keep the SGPCTCAN technicians and the Department responsible for innovation informed of the evolution of the project.
- Provide two emails to send communications, in addition to responding to those communications that require it.

9. DOCUMENTATION TO BE SUBMITTED BY STARTUPS PARTICIPATING IN THE PROGRAM

Prior to formalizing the agreement with the Corporates , the following documentation will be requested from the selected Startups:

- Constitution Deeds.
- Certificates of being up to date in the fulfillment of their obligations before the State Tax Administration Agency, the Cantabrian Tax Administration Agency and before the General Treasury of Social Security
- Responsible declaration signed by both (Startup and



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Corporate) accrediting formalization of the agreement for an amount of no less than €15,000.

10. ADVERTISING

All documentation and information of interest will be published on the Program website (www.xtela.net), on the SGPCTCAN portal and in any media 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 submitting the projects.

11. CONFIDENTIALITY AND DATA PROTECTION

The tasks developed as a consequence of the execution of this program, as well as the documentation generated by them, will be understood at all times to be the exclusive property of the party that provides it, guaranteeing by SGPCTCAN the total confidentiality of the information, works and other activities carried out, of which only both parties will be aware.

SGPCTCAN undertakes to treat confidentially any data or information provided to it and will adopt the necessary measures to guarantee the confidentiality of said data and information, in



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accordance with the provisions of the RGPD and other applicable regulations.

Data or information that: (a) is in the public domain or that becomes public domain will not be considered confidential information; (b) were created, provided, discovered, developed or obtained by one party without using the confidential information of the other; (c) have been received from a third party not subject to an obligation of confidentiality with respect to the parties, as the case may be; and (d) must be disclosed by law.

If SGPCTCAN is interested in using the technical information outside the scope of the relationship stipulated in this program, it must request express written authorization from the other party, being responsible for the possible consequences that may arise from failure to comply with this obligation.

On the other hand, SGPCTCAN reserves the right to publicly disseminate the content of this line.

The participant authorizes SGPCTCAN to use the name and title of his or her project, without time limit, to be mentioned on the website



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or for any actions or events related in any way to SGPCTCAN, as well as for its reflection in historical files and media. of various kinds.

Likewise, the Trademarks, Trade Names and Logos owned by the beneficiaries or over which they hold a right of use may be used by SGPCTCAN in the promotion of its own products or services in the usual means and formats of communication and within the uses brand loyalists.

The personal data provided to us by interested parties will be processed by SGPCTCAN for the sole purpose of managing this program.

SGPCTCAN, as data controller, has designated a Data Protection Officer who can be contacted at lopdpctcan@grupoodercan.es.

This treatment is based on the consent of the applicant and the need to process and manage the program.

Since the personal data will be provided by the requesting company or entity, it is responsible for its veracity and for having obtained the corresponding consent to send the requested information.

Personal data will be kept throughout the processing of the file and subsequently for the time necessary to comply with the legal

obligations to which SGPCTCAN is obliged. The data will not be communicated to third parties with the exception of those that are essential for the management of the requests, in which case the corresponding data processor contracts will be formalized.

Interested parties may exercise their rights of access, rectification, deletion and, where applicable, limitation, opposition and portability by contacting Sociedad Gestora del Parque Científico y Tecnológico, SA either by postal mail accompanied by a photocopy of their ID to the address indicated or by mail. signed email with digital certificate to the address [lopdpctcan @ gruposodercan.es](mailto:lopdpctcan@gruposodercan.es)

If the interested parties consider that their rights have not been respected, they may contact the Spanish Data Protection Agency, www.agpd.es and Calle Jorge Juan, 6, 28001 – Madrid, as the Independent Control Authority in matters of data protection. personal character.

12. INTELLECTUAL AND INDUSTRIAL PROPERTY RIGHTS

To the introduce the requests, the Startups guarantee that:

- The projects are original to their authors and/or they have free disposal over them.

- They have full legal and legal capacity to take part in the call and that their participation does not violate any rule.
- SGPCTCAN will not claim any ownership over the information offered or any industrial or intellectual property it may contain.
- The participant does not transfer to SGPCTCAN the industrial or intellectual property rights derived from the projects.

13. ACCEPTANCE OF THE PROGRAM CONDITIONS

Potential participants are informed that simply participating in the program implies full acceptance of this document. Any statement to the contrary by the participant will imply his or her exclusion from the program and the SGPCTCAN will be released from compliance with the obligation contracted with said participant.

14. CONSULTATIONS AND QUESTION RESOLUTION.

To make inquiries or resolve doubts related to the program or with the presentation of Projects, will be able do it via mail electronic to info@xtela.net

ANNEX I. CHALLENGE SHEET

CONTACT INFORMATION	
Company	
Contact person and position	
E-mail	
Web	
Phone number	
Company activity sector	

CHALLENGE DESCRIPTION	
1. Challenge Title	
2. Challenge Description <i>Brief description of the problem you are facing</i>	
3. What areas of the company does this problem affect?	
4. Have you tried to solve this problem in any way before? <i>Let us know the solutions you have tried to apply to solve the problem</i>	
5. What benefits can you expect to achieve by solving the challenge? <i>Indicate how you consider that the solution to the problem contributes to generating an improvement for your company.</i>	
6. Comments or relevant information that you want to provide	

ANNEX II. APPLICATION MODEL

CONTACT INFORMATION	
Startup name	
contact person	
e-mail	
Web	
Phone number	
Activity sector	
ABOUT THE ACTIVITY OF THE STARTUP	
Constitution date	
Main lines of business	
Client typology <i>Private sector, Public Organizations, etc.</i>	
Are you up to date with your Social Security obligations?	<i>But</i>
It's found Are you up to date with your obligations to the state/provincial treasury?	<i>But</i>
SOLUTION TO THE CHALLENGE	
Summary of the possible solution to the challenge	

What 4.0 technologies will be implemented in the solution? Ex Industry 4.0:
Factories of the future, robotization, digitalization, IoT, advanced manufacturing, automation, artificial intelligence, Big Data, satellite and radio frequency communication, industrial transition and decarbonization and energy sustainability.

What people will form the work team?
Indicate name and surname, training and brief summary of your professional experience

At what stage of maturity is the project to be developed at the moment?

What resources will be necessary to launch the project?

To what extent do you think the product or service could be scalable?

Comments/Others

ANNEX III: PARTICIPATION COMMITMENT

Mr./Ms _____ with DNI _____

as _____ of the company _____

residing in _____.

I commit to personally participate in the provision, both human and material, by the Management Company of the Scientific and Technological Park of Cantabria, SL within the framework of this program.

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

In _____, to _____ of 2024.

Signed: _____

Bookings and limitations

- Participating in the XTELA Business Acceleration and Open Innovation Program implies knowledge and acceptance of the conditions of the Program.
- The call requires that the data be provided truthfully and completely and that it 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/her name for the purposes of making the winning project known to the rest of the participants and without any remuneration being generated in his/her favor.
- The participant expressly consents, and by the mere fact of participating in the Business Acceleration and Open Innovation Program, that SGPCTCAN may use his or her image by any means and exclusively for corporate, advertising and promotional purposes, without any territorial or temporal limitation, and without that any remuneration be generated in their 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 this document.
- 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.



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- SGPCTCAN reserves the right to expel from the Business Acceleration and Open Innovation Program all those Startups that do not make good use of the furniture and facilities, as well as do not respect the established coexistence rules.
- SGPCTCAN will discard those entries that are abusive or fraudulent. Likewise, any abusive or fraudulent use of this document by participants will result in the automatic withdrawal of participants.
- SGPCTCAN will not cover the travel and accommodation costs of the participants to the place of the individual sessions, group workshops and any other activity of which the Business Acceleration and Open Innovation Program consists.

