



CALL FOR THE SELECTION OF AN ACCELERATOR/INCUBATOR FOR A THREE MONTHS BOOTCAMP PROGRAM FOR ITALIAN START-UPS IN LJUBLJANA

PREAMBLE

The Italian Trade Agency, on indication of the Italian Ministry of Economic Development, is organizing the "Global Start-up Program", an innovative and integrated international development path for Italian start-ups with growth potential abroad.

The project also includes a financially supported scale up internships abroad for 3 months in a selected incubator/accelerator in Slovenia.

The start-ups will carry out their activities in the following sectors:

- **ICT** with preference for: blockchain, artificial intelligence, cyber security, Industry 4.0, fintech;
- **Automotive** and robotics with preference for: batteries and electric cars, autonomous driving, future mobility, apps for mobility as carsharing and related web services;
- **Medtech** with preference for: medical equipment and app, life sciences;
- **Circular Economy** (low carbon emissions, innovative materials and plastic substitutes).

In the light of the above:

THE DIRECTOR OF THE ITALIAN TRADE AGENCY'S OFFICE IN LJUBLJANA

- following the Italian Ministry of Economic Development specific public call on March 6th, 2019
- following the Italian Trade Agency Director General Authorisation nr. 118/19 of May 30th, 2019

INFORMS

- 1) that the Ljubljana Office of the Italian Trade Agency – Trade Promotion Section of the Italian Embassy in Slovenia - is looking for a partner for the Global Start-up Program for a three months period and is therefore **launching a call for the selection of one incubator/accelerator in Ljubljana** interested in the project;
- 2) The program will include a Bootcamp for **7 shortlisted Italian start-ups**, to foster their access to the market through strategic partnering and interaction among the Slovenian and international ecosystem: mentors, investors, entrepreneurs, corporate, etc.;
- 3) the incubator/accelerator will have to come up with a **3 months scale up program** to facilitate direct access to Slovenian stakeholders and to sectoral conferences and events;
- 4) **Monitoring activities** will be carried out - on a periodic and overall basis - by the Italian Trade Agency's Office in Ljubljana **through a specific tutor** for a total period of **4 months** by means of: a weekly validated agenda, held by each start-up representative on the activity performed inside the incubator; monthly records in Italian language; an overall final report in Italian on the work performed by every start-up during the incubation/acceleration phase. Visits of the Italian professors who coached the first training period in Italy, the Italian Ministry

of Economic Development and ITA personnel will also be planned, also to point out the best performer start-up of the team.

ADMISSION REQUIREMENTS

- location in Ljubljana area;
- interest and experience on the above-mentioned focus sectors;
- previous experience with Italian start-ups is preferred;
- quotation for an acceleration period of 3 months, including availability of a complete workstation, **starting Monday, July 1st, 2019**;
- availability to host all the 7 start-ups to create a scale up uniformity among the participants;
- acceptance of the **project work** pre-assigned to each start-up, where results must be reached thanks to a proposal of a **customized service package**, including coaching, pitching, meetings and networking opportunities with potential investors;
- availability to provide accommodation in the area for the 7 selected start-ups;
- no compulsory investment condition in the start-ups capital shall be envisaged;
- availability of a **tutor with previous experience in the start-up sector**, to work directly with the Italian Trade Agency's Office in Ljubljana, to assist the start-ups within the Global Start-up Programme, liaising with the incubator/accelerator hosting the delegation and with the Italian companies and providing a monitoring activity as described in point 4). Knowledge of **Italian language** (spoken and written) is **required**; hours of work will be agreed and based on the acceleration program.

PAYMENTS

Payment of all acceleration costs will be provided within a maximum budget of € 20.000,00 per start-up, including accommodation, plus VAT if applicable. The payment for tutoring will be € 10.000,00 gross, all taxes and contributions included, for a fixed term of 4 months that will thus allow prior preparation and liaison activity and the production of the final report.

TERMS OF SUBMISSION

Please submit your proposal by **Friday, June 14, 2019 at 10:00** to ljubiana@ice.it and specify on your email subject:

"CALL FOR THE SELECTION OF AN ACCELERATOR/INCUBATOR FOR A THREE MONTHS BOOTCAMP PROGRAM FOR ITALIAN START-UPS IN LJUBLJANA"

For any additional information on the program you may refer to our Trade Analyst Beverli Bremec: b.bremec@ice.it

Serenella Marzoli

DIRECTOR



Ljubljana, 04/06/2019



PRIOR INFORMATION NOTICE FOR THE SELECTION OF AN ACCELERATOR/INCUBATOR FOR A THREE MONTHS BOOTCAMP PROGRAM FOR ITALIAN START-UPS IN LJUBLJANA

The Italian Ministry of Economic Development has launched on March 6th, 2019 a specific public call for the selection of 120 Italian start-ups with growth potential abroad, that will participate to the "Global Start-up Program", an innovative and integrated international development path.

The project - carried out by the Italian Trade Agency - will consist on two parts:

PHASE 1 - training course in Italy on internationalization, Intellectual Property Rights in high tech sectors and assistance on a project work to be developed abroad in one of the following countries: USA, UK, Japan, South Korea, China and Slovenia. This part will be approximately concluded by the end of May 2019;

Phase 2 - scale up program abroad for a three months period, approximately starting by the end of June 2019, through a bootcamp in one or more incubators/accelerators, performed in one of the 6 above mentioned countries and coordinated by the local Italian Trade Agency's Offices also through a specific liaison tutor, to monitor all the start-up activities.

The start-ups will carry out their projects in the following sectors:

- ICT with preference for: blockchain, artificial intelligence, cyber security, Industry 4.0, fintech;
- Automotive and robotics with preference for: batteries and electric cars, autonomous driving, future mobility, apps for mobility as carsharing and related web services;
- MedTech with preference for: medical equipment and app, life sciences;
- Circular Economy (low carbon emissions, innovative materials and plastic substitutes).

This Prior Information Notice sets out the planned call and provides the following details on this project:

according to the above guidelines, the Italian Trade Agency's Office in Ljubljana will be issuing a market survey notice for a three months period contract of incubation/acceleration, that will include:

- experience and interest on the above-mentioned focus sectors;
- acceptance of the project work pre-assigned to each start-up, where results must be reached thanks to a proposal of a customized service package, including coaching, pitching, meetings and networking opportunities with potential investors;
- availability to suggest accommodation in the area for the selected start-ups for three months;
- availability of a tutor with previous experience in the start-up sector, to work directly with the Italian Trade Agency's Office in Ljubljana also in the preparation period and at follow up of the program.

The purpose of this PIN is to bring this opportunity to the attention of the market and to invite the submission of expressions of interest related to this project.



ITALIAN TRADE AGENCY
ICE - Agenzia per la promozione all'estero e
l'internazionalizzazione delle imprese italiane
Ljubljana Office

Please note that submitting your interest does not automatically enter you into the process and that you will still have to present your application by the deadline stated in the proper notice. The complete announcement, containing all the conditions for participation and the relative amounts for each procedure listed above in this notice, will be advertised as prescribed by the current legislation on the Ljubljana Office web site profile:

www.ice.it/en/index.php/markets/slovenia/market-survey-notice

This notice is merely indicative and does not bind the Italian Trade Agency in Ljubljana to the subsequent publication. The final amounts will be determined also by the number of start-up participants that will be identified following the Phase 1 of the project and on all pertinent indications that will be issued by the Italian Trade Agency's Headquarters.

The personal data collected will be processed and used in accordance with EU Regulation 679/2016/EC for purposes strictly instrumental to the performance of the institutional functions of the Italian Trade Agency and to what is established by this announcement and the related future call.

Contracting Administration:

Italian Trade Agency
Ljubljana Office
Trade Promotion Section of the Italian Embassy
Cankarjeva 10
1000 LJUBLJANA
lubiana@ice.it

Mrs. Serenella Marzoli, Director of the Italian Trade Agency in Ljubljana, is the responsible for the procedure.

For any additional information on the program you may refer to our Trade Analyst Beverli Bremec:
b.bremec@ice.it

Serenella Marzoli

DIRECTOR

Ljubljana, 21/03/2019