



London, 01/12/2021

**EXPRESSION OF INTEREST INCUBATORS FOR THE REALISATION OF A SIX TO EIGHT WEEKS INCUBATION PROGRAMME FOR ITALIAN STARTUPS IN LONDON - COLLECTION OF PROPOSALS**

The Director of ITA, London Office

**INFORMS**

that ITA London Office is looking for partners for the *Global Start-up Programme III Edition* - an incubator program meant for Italian start-ups with the aim of fostering their access to the UK market through strategic partnerings and interaction among the local and international ecosystem. The program is also focused on supporting the Italian start-ups participating in the program to strengthen their technical, organizational and financial skills to face new markets. Moreover, the program will be a great opportunity for Italian startups to be involved in a wide selection of activities such as mentoring sessions, networking events, pitching practices & sessions, investors day and so on.

GSUP III will run in **6/8 weeks** in partnership with a local incubator thanks to which it will help Italian startups participating in the program to enter the UK market by developing international strategic alliances with investors, corporates & potential stakeholders.

The hosting incubator will provide a complete program that includes training sessions, easy access to stakeholders, participation in events and trade fairs. The sectors of interest are as follows:

- **ICT** (cyber security, e-commerce, ar/vr, gaming, services, infrastructures and tlc);
- **AI & Data**;
- **Fintech**;
- **Robotics and Industry 4.0**;
- **Aerospace**;
- **Future mobility**;
- **Life Sciences**;
- **Smart agriculture and foodtech**;
- **Circular Economy**;

- **Smart cities and Home Automation;**

Number of startups: **min 5/ max 10** (one founder per startups)

The proposing incubator must:

- Point out the **vertical sectors** the incubator prefers to focus on
- Take part to the **selection** of the startups that will participate in the program
- Include a **pre-incubation week** to be held before the official start of the program (in presence or virtual)
- Develop **reports** about the startups performance during and at the end of the program

### **SAID SO**

This office is launching a call for the pre-selection of incubators interested in the initiative. At this stage, we are collecting projects and quotation proposals including accommodation for the 5/10 Startups (only 1 founder per startup will take part in the initiative). The quotation must also include detailed costs per company/founder. Please also provide a presentation of the incubator.

#### **1. MANDATORY REQUIREMENTS FOR ADMISSION**

1. Interest in the focussing sectors;
2. Acceptance of a project work where results must be reached thanks to subjects such as coaching, pitching, ipr, networking and meetings with potential partners/investors.
3. Targets to reach:
  - a. Guarantee at least 2 pitching session events with investors/partners;
  - b. Guarantee at least 8 1to1 meetings per single startup with investors/partners;
  - c. Guarantee at least 2 corporate visits for all the cohort;
  - d. Guarantee at least 4 networking events.
4. Incubation period 6/8 consecutive weeks (timeframe June – December 2022);
5. Provide a package of customised services for the selected start-ups;
6. Ability to provide accommodation to the selected start-ups (1 studio flat per startup inclusive of WiFi connection, kitchen, single toilet, sheets and towels, washing machine and cleaning service once a week).

#### **2. TERMS OF SUBMISSION**



ITALIAN TRADE AGENCY

Submit your proposal within Saturday the 18th of December 2021 at 17:00 to [londra@ice.it](mailto:londra@ice.it) .  
Please specify on the subject of your email:

“CALL FOR THE SELECTION OF INCUBATORS FOR THE REALISATION OF A SIX TO EIGHT WEEKS INCUBATION PROGRAM FOR ITALIAN STARTUPS IN LONDON”

PLEASE NOTE that ITA has the right to make changes on the incubation programme time period and also regarding the programme destination countries, subject to the international COVID-19 pandemic crisis.

For any query, please refer to the Innovation Desk, Filippo Mansani ([f.mansani@ice.it](mailto:f.mansani@ice.it)) and Marta Bavasso ([m.bavasso.contr@ice.it](mailto:m.bavasso.contr@ice.it))

**Giovanni Sacchi**

Director  
ITA London