

## SEARCH FOR GLOBAL START UP PROGRAM COOPERATION WITH US-BASED INCUBATORS/ACCELERATORS

The **Italian Trade Agency (ITA)**, the governmental Agency for the promotion and internationalization of Italian companies abroad, has been directed by the **Italian Ministry of Economic Development (MISE)**, to organize an integrated development program for Italian Startups to foster new business opportunities and attract international investments.

The **Global Startup Program (GSP)** is aimed to search for innovative start-ups based in Italy and interested in entering the US market and committed to the development of products or services which could be exported abroad. The GSP intends to strengthen their technical, organizational and financial abilities.

The program is structured in **two phases**:

- **Phase 1** – practical, specialized training in Italy, aimed at the startups' management, to implement and consolidate the technical-managerial skills on the topics of international scale-up. At the conclusion of this phase each startup will be assisted in elaborating a specific **project work** that will be the base for the training program abroad;
- **Phase 2** - 3 months incubation/acceleration abroad in selected incubators/accelerators in **six** focus countries, among which the **United States**.

After the search stage, **100 startups** were selected in the following fields.

- **ICT**: blockchain, artificial intelligence, cyber security, Industry 4.0, fintech;
- **Automotive and robotics**: batteries and electric cars, autonomous driving, future mobility, apps for car sharing and related web services;
- **MedTech**: medical equipment and app, life sciences;
- **Circular economy**: low carbon emissions, innovative materials and plastic substitutes;
- **Other innovative sectors**

### SELECTION PROCEDURE

ITA hereby establishes a selection procedure to select incubators/accelerators interested in **establishing a cooperation agreement with the Italian Trade Agency for the execution of the Global Startup Program** for a **3-month full-time period** starting in July 2019.

The maximum amount payable will be **\$ 25,000** (not included lodging) for each startup hosted, with a minimum of 3 startups.



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New York Office

## **REQUIREMENTS**

**Incubators/accelerators shall meet the following requirements:**

- a) Relevant, qualified and documented experience in holding acceleration programs in the high-tech sectors indicated above;
- b) Previous significant experience in holding similar programs in partnership with foreign entities;
- c) Acceptance of the project work for each single startup which will be defined in Italy during the 1st phase of the Program, with specific focus on the following training areas to be further developed: coaching, pitching, IPR, networking and meetings with possible investors and business partners;
- d) Availability to host a minimum of 3 Italian startups in their own premises for a 3 months period of incubation/ acceleration from July to October 2019.
- e) Availability to provide a package of customized services, based on each startup's project work provided by ITA; the package shall include training, mentoring, coaching, pitching, IPR, networking and meetings with possible investors based on the number of start-ups to host;
- f) Insurance policy covering property and liability risks within their own premises.
- g) Possibility of providing accommodations to the startups

Although any evaluation will be made by ITA at its sole discretion, in its effort to rely on objective data in evaluating the proposals received, ITA will endeavor to use all available independent rankings, particularly those related to the previous activities carried out by the proponents.

In selecting the proposals, the focus may shift from previous training activities to previous fund-raising activities according to the level of development of the start-ups to be hosted.

ITA will sponsor the cost of specific services provided to those startups, to be defined in a cooperation agreement with selected incubators or accelerators.

**Incubators/accelerators interested in cooperating with ITA in such a program and based in the areas of New York City and Boston are invited to submit their cooperation proposal by filling out and returning by e-mail to ITA's New York Office ([newyork@ice.it](mailto:newyork@ice.it)) the attached Cooperation Proposal Form as well as the other requested documents, no later than June 20<sup>th</sup>, 2019.**

For any inquiry on the Global Startup Program and on the cooperation terms, please contact:

**Ferdinando Gueli** – Tel. 212-848-0326, email: [f.gueli@ice.it](mailto:f.gueli@ice.it)

**Sebastiano Marchese** – Tel. 212-848-0331, email: [s.marchese@ice.it](mailto:s.marchese@ice.it)

Maurizio Forte  
Italian Trade Commissioner

**Please fill out the Cooperation Proposal Form attached here below**



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## COOPERATION PROPOSAL FORM

To be filled, signed, scanned and returned by e-mail, including the requested attachments,  
to: [newyork@ice.it](mailto:newyork@ice.it)

No later than June 20<sup>th</sup>, 2019

<b>Name and address of Incubator / Accelerator:</b>
<b>Name, title and contact information of main contact person:</b>
<b>1) Availability to host a minimum of 3 startups for a 3-month full-time acceleration program.</b> <input type="checkbox"/> YES <input type="checkbox"/> NO
<b>2) Availability to host startups during the period July – October 2019.</b> <input type="checkbox"/> YES <input type="checkbox"/> NO Please indicate your exact period of availability to host the program: From (MM/DD/YYYY) _____ To (MM/DD/YYYY) _____
<b>3) Availability to accept startups selected by our headquarters in Rome, and acceptance of a project work for each single startup, which will be defined in Italy during the 1<sup>st</sup> phase of the Program, with specific focus on the following training areas to be further developed: coaching, pitching, IPR, networking and meetings with possible investors.</b> <input type="checkbox"/> YES <input type="checkbox"/> NO
<b>4) Please <u>attach a short profile of your organization</u> highlighting your experience in holding acceleration programs on the high-tech sectors indicated below, including measurable indicators of results.</b>
<b>5) Please <u>attach a short summary of significant experiences</u> in holding similar programs in cooperation with foreign entities, including relevant references.</b>
<b>6) Clearly select the preferred verticals based on the sectors below indicated.</b> <input type="checkbox"/> ICT <input type="checkbox"/> Automotive and Robotics <input type="checkbox"/> MedTech <input type="checkbox"/> Circular economy



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**7) Provision of support and/or formal training to ITA-sponsored startups during the period specified above, in one or more of the following skills development areas. Please describe the offerings in each area.**

- \* coaching \_\_\_\_\_
- \* pitching \_\_\_\_\_
- \* intellectual property rights protection \_\_\_\_\_
- \* networking and meetings with possible investors \_\_\_\_\_
- \* other (please specify) \_\_\_\_\_

**8) Cost for the program per single startup (full costs)**

..... USD

Please **attach a brief description** of what services are included in the quoted price (e.g. physical working space, use of additional facilities such as conference rooms or laboratories, mentorship), also by reference to existing brochures or web pages.

**9) Availability of lodging opportunities for startups**

YES  NO

If available, please highlight main terms and conditions

If not available please **attach a list** with your lodging recommendations

**10) Availability of insurance policy for coverage of property and liability risks**

YES  NO

If available please **attach a description** of the insurance policy

**Sign here** \_\_\_\_\_ **Date (MM/DD/YYYY)** \_\_\_\_\_

(Name and title of officer authorized to sign for company)

**Print name of signer** \_\_\_\_\_