

Paris, 10/12/2021

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

The Director of ITA, Paris Office

**INFORMS**

that ITA Paris 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 French 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.

The Programme includes the realisation of an **6/8-week bootcamp for 5/10 selected Italian Start-ups** in partnership with a local incubator. This latter will help Italian startups participating in the program to enter the French 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, vr, video games, services, infrastructure and tlc) ;
- AI & Data ;
- Fintech ;
- Robotics and Industry 4.0;
- Aerospace;
- Automotive with particular reference to future mobility (electric vehicles etc);
- Life Sciences e.g. medical and biotech equipment and applications;
- Smart agriculture and foodtech;
- Circular Economy e.g. low carbon technologies, sustainable materials, renewable energy;



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- Smart cities and domotics (e.g. infrastructure, street furniture, IoT, citizen services, digital design);

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 ;

THIS BEING SAID

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**.

## ADMISSION REQUIREMENTS

- Location in Paris area or in the immediate neighbourhoods;
- Interest and experience on the above-mentioned focus sectors;
- Previous experience with European / Italian start-ups is preferred;
- 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; guarantee at least 2 pitching sessions with investors/partners per month;
- Availability to conceive and realize an alternative and online incubation/acceleration programme, in case of further developments of the current health crisis;
- No compulsory investment condition in the start-ups capital shall be envisaged;
- Targets to reach:
  - a. Guarantee at least 2 pitching session events with investors/partners;



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- 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.
- Incubation period 6/8 consecutive weeks (timeframe June – December 2022);
  - Provide a package of customised services for the selected start-ups;
  - Availability to provide accommodation in the area for the selected start-ups (1 studio flat per start up, inclusive of Wi-Fi connection, kitchen, single toilet, sheets and towels, washing machine and cleaning service once a week);

#### TERMS OF SUBMISSION

Submit your proposal by Friday the 24th of December 2021 at 12:00am to [desk.innovazione.parigi@ice.it](mailto:desk.innovazione.parigi@ice.it)

Please specify on the subject of your email : “GSUP III PARIS EDITION – CALL FOR PROPOSALS”

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, Rebecca Ravenni ([r.ravenni.contr@ice.it](mailto:r.ravenni.contr@ice.it))

The Italian Trade Agency – Paris Office Director

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