



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, intellectual property; at conclusion of this phase each start up 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 of America**.

After the selection 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.

REQUIREMENTS

Incubators/accelerators shall meet the following requirements:

- a) Relevant, qualified and documented experience in holding acceleration programs on 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 on 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 area of Austin are invited to submit their cooperation proposal by filling out and returning by e-mail to ITA's Houston Office (houston@ice.it) the Cooperation Proposal Form as well as the other requested documents, no later than June 20th, 2019.

For any inquiry on the Global Startup Program and on the cooperation terms, please contact: **Salvatore Grignano** – Tel. 281-888-4288, email: s.grignano@ice.it



Antonietta Baccanari
Italian Trade Commissioner
Houston Office