



ALBACORA



Terms and Conditions for the Albacora and Pevasa Challenge

1. What is Biok!?

BiOK! It is a meeting place that promotes the generation of new business opportunities offered by BEAZ (an organisation within the Department of Economic Promotion of the Provincial Council of Bizkaia) and its objective is twofold:

- To strengthen the competitive position of leading companies in Bizkaia, giving them access to local and international skills and talent.
- To attract and accelerate highly skilled startups, SMEs and other types of organisations, from within the technological sector and/or other areas of specific knowledge, by promoting Bizkaia as a leading market option.

Startups and organisations from anywhere in the world may submit proposals to the BiOK! Platform. Each leading organisation will identify its development priorities through challenges, which will involve their own respective analysis and selection processes.

We sincerely believe that innovating in an open and collaborative way is the most successful way to diversify and grow.

2. Purpose of this document

This document establishes the terms and conditions for collaboration between BEAZ, the company that organised the service, and Albacora and Pevasa, who are interested in launching a challenge to the innovation ecosystem.

3. Participation requirements

Participation is open to any entrepreneur, startup, SME, technology centre or university with a proposal that could help to partially or fully complete the challenge posed by Albacora and Pevasa. Organisations that are interested in offering their solution to the challenge do not need to be based in the territory of Bizkaia.

Participants who do not meet any of these requirements, whether this comes to light at the beginning or during the process, may be excluded from the challenge and will lose the right to receive any services or claim anything from the organisers of this Call:

- Each startup, SME or organisation may only participate with one project, whether it be individually or in partnership with third parties.
- All members of the project team participating in the development of the solution must be of legal age and have legal capacity.
- Participants must provide complete and accurate information when registering for the challenge.

The organisers of this call reserve the right to, without prior notice, refuse or disqualify from the challenge any participants who, in their opinion, have acted fraudulently, abusively, contrary to the spirit of the programme or the law, to the rights of third parties



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and/or good faith, and all of this is without prejudice to any liability derived from this conduct, which will be assumed in full by the participants, with said organisers being free from any liability. The organisers may also disqualify any participant whose actions (or that of a related person) could be damaging to their reputation or good name. They also reserve the right to refuse any participant if they believe that they have not provided a suitable solution to the challenges posed, if there have already been too many projects accepted, or for any other reasons.

By registering for this challenge, participants accept these Terms and Conditions fully and without reservations or conditions.

4. Presenting applications

Organisations interested in participating in this initiative should fill out the corresponding application form, attaching any other information required or that may be of interest.

- ✓ Applications may be submitted through the following platform:

<http://bizkaiaok.eus>

- ✓ Contact us for more information:

info@bizkaiaok.eus

The application form should contain the following information:

- Contact information.
- General company information.
- Proposed solution.
- URL to a video explaining the proposed solution (optional)
- Innovative elements (product, process, marketing and organisation) or R&D results related to the proposed solution
- Technologies associated with the proposed solution (if there are any).
- The team participating in the development of the solution.
- Benefits.
- Risks.
- Contributors.
- Status of the development.
- Cost.
- Time frames.
- Other comments
- Acceptance of Personal Data Protection Policy

Applications will be accepted from November 16, 2020 until December 11, 2020 at 6:00pm (GMT + 1).



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5. Evaluation process

An Evaluation Team will be formed in order to choose the best projects during the selection process, and it will be made up of people from Albacora, Pevasa and Beaz.

The objective of the project is to develop an innovative idea that responds to a challenge from companies in the region. The development team will be judged favourably if they base their activities within the region of Busturialdea while carrying out the pilot, either in Bermeo, where the town council will provide facilities, or the Elkartegi business centre in Gernika.

Once the deadline has passed for submitting applications, Beaz will carry out an initial quality review of the applications submitted, discarding all those that do not adequately comply with the required specifications (one week).

The appointed people from Albacora and Pevasa will analyse the submitted applications and evaluate each one from a technical point of view, until they have a shortlist of projects (three weeks).

Individual interviews will be carried out online or by phone for the shortlisted projects, so the Evaluation Team can find out more information about the proposed solution and the development team. These interviews will take place from 18-22 January 2021.

The finalist projects will attend the "In factory innovation trip", a two-day co-creation workshop:

- Day 1: learn more about Albacora and Pevasa, the innovation ecosystem in Bizkaia and details of the challenge, working alongside the technical experts at Albacora and Pevasa for a day to analyse the proposed solutions.
- Day 2: the selected project teams will attempt to adapt their solution according to the feedback received and then give a final presentation.

The "In factory innovation trip" is expected to be held on 2 and 3 February 2020.

Finalist project teams will be informed at least one week in advance via email, with the deadline being 22 January 2021.

That is when the Evaluation Team will choose the Winner. The results will be sent out by email on 26 February 2021.

The dates indicated are provisional and could be modified if necessary.

For the purposes of analysing and evaluating the project, participants authorise the organisers to inform members of the Evaluation Team of all ideas, documentation and information provided by the participants within the scope of their participation in this call.

The evaluation team will assess the following aspects of each finalist proposal:

- Innovation: they will assess the degree of innovation in the proposed solution.
- Construction level of the project: the degree of development of the proposed solution.



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- Project team: the team of each participating organisation will be evaluated according to their experience, dedication, market knowledge, contacts, etc.
- Lead times: how long it may take for the solution to be operational in the market.
- Feasibility: the feasibility of the project and the companies' willingness to move location for the 6-month duration of the pilot.
- Scope of the project: they will assess how and to what extent the proposed solution responds to the problem posed.

6. Winning project

Albacora and Pevasa will select the Winner of the challenge and hire the winning company to develop a pilot project of €15,000.

The winning company will have an indicative period of 6 months to complete the project, to be agreed individually with Albacora and Pevasa.

7. Intellectual and industrial property rights

The project and any patents that may derive from it will always be the property of the person or company that has submitted the application. Participation in the challenge does not entail the transfer of shareholdings by the individual candidate or candidate company to the company leading the project.

However, by completing a real pilot of the solution with the leading company, members of the winning project team effectively sign a contract that binds both parties to, among other things, an agreement on the terms of use deriving from the potential industrial/intellectual property generated by carrying out the pilot.

8. Final Remarks

By the mere fact of participating in this call, the participants expressly consent to the organisers using both their names (individual names and that of the startup) and their associated images and/or logos, by any means and exclusively for corporate, advertising and promotional purposes and/or to publicise the winning project to the rest of the participants and to the general public, with no territorial or durational limits, and without generating any remuneration in their favour.

The challenge may be modified, suspended, discontinued and/or cancelled under any justified circumstances.

The organisers also reserve the right to declare all or some of the benefits void if none of the projects presented are deemed worthy as a Finalist or Winner, at the discretion of the Evaluation Team.

9. Background to the challenge

The challenge posed by Albacora and Pevasa falls within the scope of the Bizkaia Orekan initiative, a strategy developed by the Department of Economic Promotion of the Provincial Council of Bizkaia, in collaboration with Development Agencies.



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Bizkaia Orekan was founded as part of a global vision to strengthen Bizkaia's competitive position through new collaborative and governance relationships between various parties working in the field of economic promotion. Its objective is to make Bizkaia more competitive and balanced from a territorial perspective, encompassing all the various socio-economic situations that coexist in the province.

Within this framework, the project to promote and consolidate the business fabric in Busturialdea was launched in 2019. The objective of this project is to create a collaborative work dynamic between companies and agencies in order to respond to the challenges of innovation and diversification faced by companies in the region, by attracting new business initiatives that both strengthen the competitive position of the business fabric in the region and contribute towards job creation.

In the medium term, this project aims to establish and consolidate a collaborative regional dynamic to strengthen an entrepreneurial ecosystem that contributes to the competitive development of companies in Busturialdea. As such, companies in the region will promote the identification and launch of open-innovation initiatives based on real day-to-day challenges, involving startups in the design and provision of innovative services.

The project's governance model is developed through the Busturialdea business competitiveness committee, made up of the Bermeo-Mundaka-Sukarrieta and Gernika development agencies, the Urdaibai Board and leading companies from Busturialdea.

Eight companies from the automotive industry, the timber sector and various maritime sectors within the region have worked together throughout 2020 to identify the areas of opportunity in the region, as a starting point for defining the challenges. After a collaborative process of reflection and prioritisation, this challenge was selected as the starting point for the innovation exercise for companies in Busturialdea.