

Interreg



ITALIA-SLOVENIJA



CAB

Progetto standard co-finanziato dal Fondo europeo di sviluppo regionale
Standardni projekt sofinancira Evropski sklad za regionalni razvoj

CALL FOR SMES WITH INNOVATIVE PROJECTS

Cross-border Acceleration Bridge - CAB Acceleration Program for SMEs WITH INNOVATIVE PROJECTS 2019

Be part of a thriving transnational entrepreneurial ecosystem

Progetto standard co-finanziato dal Fondo europeo di sviluppo regionale.
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CAB-CROSS-BORDER ACCELERATION BRIDGE TO GROW

BACKGROUND

CAB CALL FOR SMEs WITH INNOVATIVE PROJECTS is promoted within the Cross-border Acceleration Bridge - CAB project, financed by the Interreg Italy-Slovenia Program 2014-2020 with the aim to support SMEs with innovative projects leveraging on the unique characteristics of the ITALY-SLOVENIA Program area. The CAB standard project is co-funded by the European Regional Development Fund. CAB is implemented by a qualified Italian and Slovenian partnership:

in ITALY:

- Friuli Innovazione Centro di Ricerca e di Trasferimento Tecnologico (Friuli Innovazione Research and Technology Transfer Center) - LEAD PARTNER
- Università Ca' Foscari Venezia - Dipartimento di Management (Ca' Foscari University of Venice - Department of Management)
- Università degli Studi di Trieste - Dipartimento di Scienze Economiche, Aziendali, Matematiche e Statistiche "Bruno de Finetti" (DEAMS) (University of Trieste - Department of Economics, Business, Mathematics and Statistics "Bruno de Finetti")
- Gruppo Euris S.p.A.

And in SLOVENIA:

- ABC Accelerator d.o.o. Ljubljana
- Univerza na Primorskem - Fakulteta za management (University of Primorska - Faculty of Management)
- Gospodarska zbornica Slovenije (Chamber of Commerce and Industry of Slovenia)
- Smart Com d.o.o.

GROW YOUR BUSINESS WITH LEADING INNOVATION AND CROSS-BORDER MARKET PLAYERS!

CAB Call addresses SMEs with innovative projects that want to accelerate their business leveraging on the cross-border value of the Program area.

CAB offers a six-month acceleration program up to 10 innovative projects submitted by SMEs. Acceleration takes place both in Slovenia (Ljubljana) and in Italy (Friuli Venezia Giulia and Veneto).

The program focuses on the unique characteristics of the cross-border area and specifically:

- **Slovenia** as the ideal environment for market development, where companies can test new business models/products/services;
- **Italy**, with its consolidated economy offers important foundations for business development. In particular, the North East of Italy is the ideal bridgehead towards the national market, on a larger scale than the Slovenian one.

Focused but not exclusive segments for CAB CALL include Artificial intelligence, Machine Learning and the Internet of Things, Big Data, Blockchain, ICT, and smart factory applications (Industry 4.0).

WHAT DO WE OFFER?¹

1. Advanced mentoring and coaching on early internationalization (Soft-landing ITA-SLO)

In order to support the selected beneficiaries projects grow internationally, each project team participating in the acceleration program will be assigned a “lead mentor” - the reference figure for the team during all six months of the program - and a “country mentor” that will guide the beneficiaries in the discovery of the specificities of the Member States market within the addressed program area (Italy-Slovenia). According to project company needs, **additional** mentors/advisors with expertise in specific business / technological areas will also be involved.

2. Access to a unique network of intermediary organizations, corporations and research institutions

During the first part (3-months) of the acceleration program in Slovenia, beneficiaries will participate at the **CAB Bootcamp** and at the **Demo Day** involving international investors and journalists. The Bootcamp and the Demo Day will take place in Ljubljana (SLO) and will be coordinated by ABC Accelerator while a. The second part (3 months) will be carried out in Italy supported by Friuli Innovazione and Ca' Foscari CAB Points and will focus on the “go-to market” projects expansion. In addition, accelerated SMEs' projects will partake at the final international event called “CAB EXPO” planned to take place in Venice in July 2019.

3. Access to private capital and strategic business partnerships thanks to the involvement of investors and corporations from Italy and Slovenia.

CAB Acceleration Program benefits for selected beneficiaries include potentially profitable collaborations with leading industrial players, more in detail:

in Italy with:

- ARISTONCAVI S.p.A.
- DANIELI S.p.A.
- AQUAFIL, Spa
- ASALASER - Laserterapia e apparecchiature medicali S.p.A.
- CAREL INDUSTRIES S.p.A.
- IRINOX S.p.A.

in Slovenia with:

- BTC d.d.
- PETROL d.d.
- TELEKOM d.d.
- TRIGLAV d.d.

4. Access to a blended cross-border program

CAB Acceleration Program offers access to a blended cross-border package including both on-site and on-line participation.

Webinars, 1 on 1 online and on-site sessions with focus on:

- Lean innovation process
- Go-to-market strategies
- Access to finance
- Design Thinking approach
- Strategic thinking and leadership in innovative groups

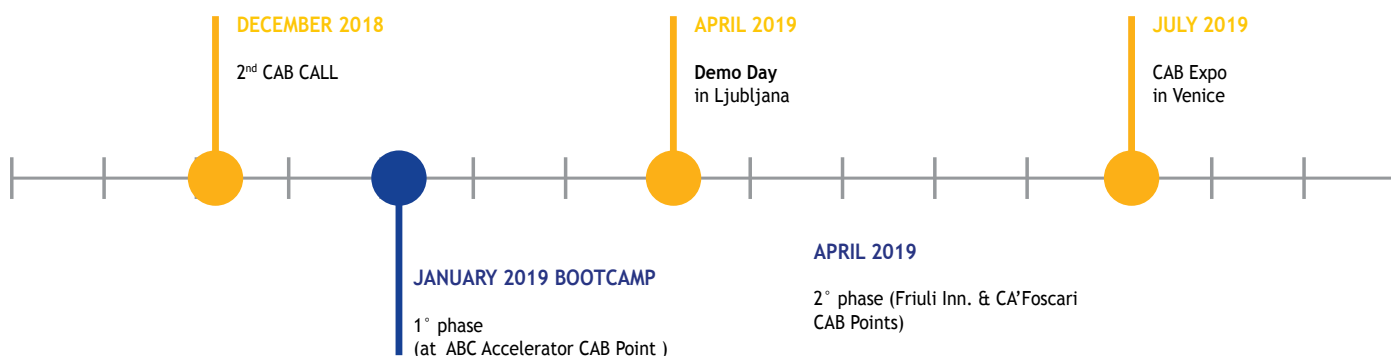
¹ Description of the services offered within the 2° CAB Acceleration Program for Smes with innovative projects

CAB ACCELERATION PROGRAM SERVICE PACKAGE:

- Access to investment possibilities
- Access to customers / markets through network events (e.g. Demo Day, Expo Day)
- Introduction to potential distributors and partners
- Access to knowledge (ABC Accelerator programme) and innovation mindset
- Introduction to the innovative environment and mindset
- Access to data & Living Lab
- Blended program (On site and online)
- Access to mentors (lead, peer/alumni mentors, tech experts, country mentors)
- Access to skilled HR

CAB ACCELERATION PROGRAM TIMELINE

The Program will run for 6 months (3+3) from September 2018 to March 2019



PROCESS AND APPLICATION

Submissions are expected from SMEs² from the Programme area with innovative projects.

Submissions must be received no later than 20th January 2019, 23:59:00 CEST

All applications must be submitted in English, using the F6S platform via link below:

[APPLY NOW](#)

No paper submissions will be considered.

Results of the evaluation phase will be communicated by the 25.01.2019 directly to applicants.

BENEFICIARIES / WHO ARE WE LOOKING FOR?

We're searching for SMEs with innovative projects to be further developed during the 6 months cross-border acceleration program. You are addressing a specific market problem and have available market analysis. You have a working prototype or minimal viable product (MVP). You are settled in the IT-SLO Program area and you have a motivation to open a new legal entity in Italy or Slovenia (spin off) and a growth potential in those two countries.

Candidate SMEs with an innovative project are required:

- available market analysis

- availability for the participation of a SMEs referents
- sufficient size of team in the CAB programme (minimum 2 persons attending the six months programme)
- good command in English language since the cross-border acceleration programme will be deployed in English

CAB SMEs eligible criteria:

- established legal entity in Slovenia or Italy within the Programme area³ (or willing to transfer⁴ the legal entity in the Programme area in case of selection to the CAB Acceleration Program)
- historicity of at least 5 years
- turnover of at least 5 million euros or 20 employees

VALIDATION CRITERIA

The preliminary and evaluation phase of the innovation projects - to be briefly described in the application form - will be carried out by CAB Technical Committee and will be based on the following criteria:

- Growth potential in two targeted countries
- Addressing a specific problem
- Market analysis
- International validity
- Working prototype available (MVP available);
- Innovativeness of the business idea

STATE AID REQUIREMENTS

State Aid relevance of the CAB acceleration programme in accordance with the de minimis aid regulation

- Support services within the CAB acceleration program are granted in the “de minimis” regulation. During the application phase, candidate companies are required to submit the following documents by mail to: 1) technoseed@friulinnovazione.it - for Italian candidates; 2) info@abc-accelerator.com - for Slovenian candidates:
 - a Declaration⁵ on aids received under de minimis;
 - the Company Registration Report (“VISURA CAMERALE” - Compulsory for IT companies);
- Up to 10 selected beneficiaries will receive as part of the project “CAB” -1473185408 indirect de minimis aid in the form of training (online and in presence courses) and one-to-one support services (mentoring, coaching) worth EUR 10.000 as part of the pilot action called “Cross-border Acceleration Program for SMEs innovative projects - CAB”.
- In case that beneficiary exceeds the 200.000 € of the de minimis aid in the last 3 calendar years, they are excluded from the program

ADDITIONAL CAB PROGRAM GUIDELINES

- A key condition for participation is that the SMEs company commits itself to fully participate in the program and be physically present at the CAB Bootcamp and for the DEMO DAY in Ljubljana and for the final CAB EXPO event in Venice.
- Travel, accommodation and food costs and personal expense will be covered by participants. CAB Points will provide to company teams logistical and local support during their participation during the acceleration program activities.
- Vehicular languages: Italian, Slovenian and English.

² According to the EU definition of SMEs.

³ <https://www.ita-slo.eu/it/programma/area-programma>

⁴ The company legal entity must be transferred within 60 days from the beginning of the Acceleration Program activities.

⁵ Self-Declaration template is available at the following [link](#) (Friuli Innovazione CAB POINT). For Slovenia instructions are available at [LINK](#)

CORPORATE PARTNERS

ARISTONCAVI S.p.A.

<http://www.aristoncavi.com/>

Aristoncavi S.p.A. is one of the most important independent manufacturers of rubber insulated low-voltage and medium voltage cables. Aristoncavi has moreover achieved leading positions in some market segments for the “special application” cables. In the last years the company has especially invested in the technological growth, by strengthening the technical department with a particular care for the Research & Development of cables dedicated to the industry and tertiary sectors. Aristoncavi starts its activity in Brendola (Vicenza) in 1958.

DANIELI GROUP S.p.A.

<https://www.danieli.com/>

Danieli & C. Officine Meccaniche S.p.A. designs, constructs, and sells plants for the iron and steel industry worldwide. It designs and builds plants for various process areas, such as mines; pellet production plants; blast furnaces; direct reduction; scrap shredders; steelworks for the production of liquid steel; and continuous casting for blooms and billets, slabs, and thin slabs. The company also designs and builds plants for rolling mills for long products and seamless tubes; lines for welded tubes; hot and cold rolling mills for flat products; process lines for flat products; and plants for dimensional checking and for non-destructive quality control, as well as conditioning plants. In addition, it provides plants for secondary processing, such as peeling, straightening, 2-roll reeling, and drawing machines; forging presses and manipulators, and forging plants; extrusion presses for ferrous and non-ferrous materials; plants for longitudinal cutting and for transversal cutting; plant automation systems; and cranes and lifting equipment. Further, the company is involved in the production and sale of special steel comprising ingots, blooms, billets, and forged and rolled products; and structural steel consisting of high carbon steel, as well as case-hardened, hardened and tempered, and surface hardened steel for use in various engineering components. The company was founded in 1914 and is based in Buttrio, Italy.

AQUAFIL S.p.A.

<http://www.aquafil.com/>

Aquafil S.p.A. produces polyamides. It offers filaments for textile floorings for carpet manufacturers; and synthetic fibers for clothing, swimwear, and sportswear sectors. The company also provides engineering services, such as supply of complete production plants; supply of single components or plant sections; supervision of erection and startups; training for plant operators; and modernization and optimizing of plants and scale up of chemical plants and equipment. In addition, it offers waste water treatment services, including dangerous and non-dangerous oily water waste, other dangerous and non-dangerous wastes, liquid wastes, acids, and dangerous caustics treatment services. The company was founded in 1965 and is based in Arco, Italy. It has production facilities and locations in Italy, the United States, Germany, the United Kingdom, Slovenia, Croatia, China, and Thailand. Aquafil S.p.A. operates as a subsidiary of Space3 S.p.A.

ASALASER | Laserterapia e apparecchiature medicali, Srl

<https://www.asalaser.com>

Since 1983 ASALASER Srl has been working to become the international landmark in lasertherapy and magnetotherapy for multidisciplinary use. ASAlaser means specialisation - i.e. developing therapeutic solutions based on laser sources and magnetic fields - and above all research: integrated and free, authoritative and open, a link between science and production (product development), theory and application, ethics and market. Its mission is to become the world reference point in the expertise, production and development of therapeutic solutions based on laser sources and magnetic fields, through continuous multidisciplinary research and the sharing of knowledge with human health specialists and vets.

CAREL INDUSTRIES S.p.A.

www.carel.com

Carel Industries S.p.A. develops and promotes control systems and solutions for the HVAC/R sector in Italy and internationally. The company offers programmable controls, room and unit terminals, air-conditioning parametric controls, refrigeration parametric controls, isothermal and adiabatic humidifiers, water treatment systems, remote management and monitoring systems, connectivity products, sensors and protection devices, electronic expansion valves and drivers, speed controllers and inverters, electrical panels, and obsolete products, as well as temperature, humidity, and pressure control solutions. It also provides energy management, light management, and waterloop system solutions, as well as solutions for cabinets, cold rooms, and condensing units. The company was founded in 1973 and is headquartered in Brugine, Italy. Carel Industries S.p.A. is a subsidiary of Carel S.p.A.

IRINOX, S.p.A.

www.irinox.com

Irinox is specialized in the production of electrical enclosures and blast chillers. Irinox is market leader in both fields and a benchmark for quality in all its products. The company was founded by entrepreneurs with an idea, a pioneering vision and a natural leaning for meeting the needs of a continuously evolving market have made Irinox a leading manufacturer of top quality blast chillers and food preservation systems for home and professional use, as well as stainless steel electrical enclosures. The group has progressed constantly and achieved important results: over 45,000 successful installations throughout the world; a staff of more than 160 qualified people contribute daily to our success: 1 production facility on a total of 15,000 m² in the province of Treviso, Italy.

BTC d.d.

<http://www.btc.si/>

We are an open, modern and successful company that builds its business culture on innovation, social responsibility and sustainable development. Our business growth is achieved through constant development of our commercial centres, logistics operations and integrated management of properties and facilities. We dictate responsible environmental practices and support wider social incentives through our Mission: Green approach. We are open for new ideas, innovations, new collaborations and partnerships.

PETROL d.d.

<http://www.petrol.si/>

Petrol, the leading Slovenian energy company, is the principal strategic supplier of oil and other energy products to the Slovenian market. The principal development direction of the Petrol Group is the introduction of new energy activities, in particular the sale of gas, heat and electricity, but in the long run also renewable energy sources. Our mission is to become the leader in quality and development of a comprehensive energy supply and the “convenience” gas station model in South Eastern Europe with above-average satisfied customers.

TELEKOM d.d.

<http://www.telekom.si/>

Telekom Slovenije is a comprehensive communications service provider in Slovenia. It is recognised as the leader in the introduction and connection of new generations of mobile and fixed communication services, system integration and cloud computing services and multimedia content. As a value of the Telekom Slovenije Group, sustainable development plays a significant role in the definition of our development strategy and is an integral part of our operations. The sustainable management of our impacts on the economy, society and the environment is part of the Telekom Slovenije Group’s development strategy and an integral part of our operations.

TRIGLAV d.d.

<https://www.triglav.si/>

The Triglav Group is the leading insurance-financial group in Slovenia and in the Adria region and one of the leading groups in South-East Europe. Dynamically developing new ways of doing business as the foundation of the Group's responsible long-term development, while at the same time operating profitably and safely.

CAB CONTACT POINTS

Further details and clarifications are available at the following CAB Front Desk in ITALY AND SLOVENIA

• CAB POINT FRIULI VENEZIA GIULIA

C/O FRIULI INNOVAZIONE PREMISES:
Parco Scientifico e Tecnologico Luigi Danieli
Via J. Linussio, 51
33100 Udine
Mail: technoseed@friulinnovazione.it



• CAB POINT SLOVENIJA

ABC ACCELERATOR LJUBLJANA
Šmartinska cesta 152
1000 Ljubljana
Mail: info@abc-accelerator.com



• CAB POINT VENETO

(Temporary contact):
Dipartimento di Management
dell'Università Ca' Foscari Venezia
Fondamenta S. Giobbe, 873,
30121 Cannaregio, Venezia VE
Mail: cab@unive.it



ADDITIONAL GUIDELINES:

- By the end of the acceleration Program the head office or local unit of already established companies (startups) must be located within the Italy- Slovenia Interreg V-A Program area.
- A key condition for participation is that the startup commits itself to fully participate in the program and be physically present at the CAB Bootcamp and for final presentation at the DEMO DAY event.
- Support services within the CAB acceleration program are granted in the "de Minimis regulation".
- Travel, accommodation and food costs and personal expense will be covered by participants. Cab Points will provide to startup teams logistical and local support during their presence acceleration program activities.
- Vehicular languages: Italian, Slovenian and English.

PRIVACY SECTION

Annex A

Information on the processing of personal data

Within the meaning of Article 13 of EU Regulation 2016/679 (General Regulation on Data Protection - GDPR)

1. Purpose of processing

Friuli Innovazione as a project leader is processing your personal data in relation to calls, notices, invitations, applications, information requests, permissions, disclaimers and the like, related to specific projects. This data is processed pursuant to the consent you expressed within the meaning of Article 6(1a) GDPR.

In compliance with the obligations envisaged under the GDPR and Legislative Decree no. 196 of 30 June 2003 and amendments and additions ("Personal Data Protection Code", hereinafter: the "Code"), you are hereby informed that Friuli Innovazione, based in Via Jacopo Linussio 51 - 33100 Udine, as Controller, will subject the user/visitor's freely communicated personal data to processing in compliance with the standards in force.

In particular, processing will be based on principles of correctness, permissibility and transparency as foreseen by Article 11 of Legislative Decree No. 196/2003: no excess data will not be collected or recorded beyond that which is necessary for the purposes referred to above, nor retained for longer than necessary for the purposes for which they were collected.

2. Type of data processed

The optional sending of questions, requests, expressions of interest, applications, curriculum vitae and the like to Friuli Innovazione may lead, by way of example, to the processing of the following types of data of the data subject: demographic and identification data, contact data, bank details, information on the employment, business or professional activities of the data subject, as well as other any personal data requested by the Call, Notice, Invitation or similar procedure of Friuli Innovazione.

3. Processing methods

The processing of the data may be carried out in either a non-automated manner or with the aid of electronic, informatics and telematics tools, during the time period which is strictly necessary to achieve the purposes for which they were collected.

Aside from communications required by law, the collected data will be communicated to third parties only if this is necessary for the fulfilment of the requests or for carrying out the purposes referred to in Paragraph 1. The data will not be disclosed, unless in an anonymous and aggregated form, for statistical purposes and for the promotion of Friuli Innovazione's activities.

Only with the express consent of the data subject may the contact details of the applicant be used by Friuli Innovazione to send communications concerning its initiatives, such as conferences, events and training courses which are considered to be of interest to the applicant.

In carrying out the processing, all technical, IT, organisational, logistic and procedural-security measures will be taken to ensure an adequate level of data protection. The security measures mentioned above will ensure the data can be accessed only by those individuals responsible for Friuli Innovazione's processing pursuant to Point 4.

4. Optional provision of data

The data subject is free to provide his/her personal data.

If not provided, this may only result in it being impossible to obtain what is requested.

5. Controller and categories of processors and those tasked with the processing

The controller is Friuli Innovazione società consortile a r.l., based in Via Jacopo Linussio 51 - 33100 Udine, VAT no. 02159640305. The personal data will be processed by employees, colleagues and/or

consultants appointed by the controller, operating as tasked or as processors, by specific appointment of the controller, and subject to specific contractual obligations.

The processor is Mr Fabio Feruglio. The processor may be contacted via: Tel. +39 (0)432 629911, fax. +39 (0)432 603887, email: segreteria@friulinnovazione.it

6. Rights of data subjects

You may at any time exercise your rights under Articles 12 et seq GDPR, by contacting the processor. The data subject is entitled to ask the controller for access to his/her personal data, and to correct or erase them or to have their processing restricted, or to object to processing (Articles 15 et seq GDPR).

The final evaluation of the commission is unquestionable and definitive.