

Interreg



ITALIA-SLOVENIJA



CAB

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



1st CALL FOR STARTUPS

Cross-border Acceleration Bridge (CAB) program for startups

Be part of a thriving transnational entrepreneurial ecosystem

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CAB-CROSS-BORDER ACCELERATION BRIDGE TO GROW

Background

CAB CALL FOR STARTUPS is promoted within the Crossborder Acceleration Bridge - CAB project, financed by the Interreg Italy-Slovenia Program 2014-2020 with the aim to support innovative and growing startups leveraging on the unique characteristics of the ITALY-SLOVENIA Program area. The 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 innovative startups that want to accelerate their business leveraging on the cross border value of the Program area.

CAB offers a six-month acceleration program for 10 companies. 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 start-up development market, where new companies can test new business models;
- 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. Advanced mentoring and coaching on early internationalization (startup soft-landing ITA-SLO)

In order to support the selected entrepreneurial teams grow internationally, each project 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 startup in the discovery of the specificities of the Member States market within the addressed program area (Italy-Slovenia). According to startup 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, selected teams will participate at the CAB Bootcamp and at the Demo Day involving international investors and journalists. Both actions will take place in Ljubljana (SLO) and will be coordinated by ABC Accelerator. The second part (3 months) will be carried out in Italy and will focus on the "go-to market" proj-

ects expansion. In addition accelerated startups 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 startups include potential win-win collaborations with leading industrial players, more in detail:

in Italy with:

- ARISTONCAVI S.p.A.
- DANIELI GROUP 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.

PROGRAM CONTENT

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

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

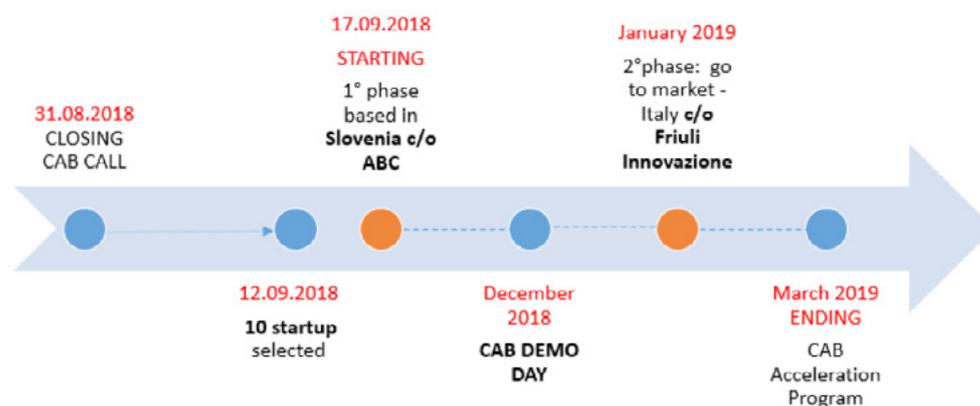
- Pitching and investor materials
- Sales & marketing (incl. social media)
- Strategy (incl. Best practices / Success Stories / Field visits)
- Management
- Data driven decision making and Traction management online tool

SERVICE PACKAGE:

- Access to private investors (incl. Demo Day)
- Access to public financing options
- Access to customers / markets
- Access to data & Living Lab
- Blended program (On site and online)
- Access to mentors (lead, peer/alumni mentors, tech experts, country mentors)
- Access to knowledge (including knowledge Data Dump)
- Access to strategic advice
- Introduction to Data driven decision mindset
- 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 multidisciplinary teams with both technology & management skills. Submissions must be received no later than 31st August 2018, 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 12.09.2018 directly to applicants.

BENEFICIARIES / WHO ARE WE LOOKING FOR?

We're searching for well-balanced and motivated teams at an early stage of development. You are addressing a specific market problem and have available market analysis. You have a beta version or an existing prototype. You have a motivation to establish legal entity in Italy or Slovenia and a growth potential in those two countries.

We are looking for:

- Innovative startups registered in the register of innovative companies (applicable for Italian companies)
- Entrepreneurial projects with a high innovative content during the constitution phase
- Early stage startups (problem-solution fit)
- Available market analysis
- Motivation to establish a legal entity in Slovenia or Italy
- Sufficient size of team, dedicated to the product
- Sufficient resources to survive the 6 months program
- Good command in English language

VALIDATION CRITERIA

The preliminary and evaluation phase of the projects 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 or beta version (MVP available);
- Innovativeness of the business idea
- Well - balanced team
- Good command in English

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 installa-

tions 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.
- The final evaluation of the commission is unquestionable and definitive.

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).