

RIS Innovation Prizes 2020: Terms and Conditions

1. Overview of EIT Food, EIT RIS (Regional Innovation Scheme) and scope of the competition

EIT Food is a pan-European partnership designed to empower innovators and entrepreneurs to develop world-class solutions to food challenges, accelerate innovation, create jobs and increase Europe's competitiveness. As one of the largest food-related initiatives worldwide, EIT Food wants Europe to lead a global revolution in food innovation and production, improve nutrition and make food systems more resource-efficient, secure, transparent and trusted.

As part of EIT Food, there is a Regional Innovation Scheme (RIS), a specific programme of support to help entrepreneurs and innovators in Eastern and Southern European countries that currently spend less on research and development.

RIS Innovation Prizes is one of the largest startup competitions in the agrifood vertical in Southern and Eastern Europe. The prizes are intended to help entrepreneurs and innovators develop new products and services which can help transform our food system, making it better for people's health and better for the environment.

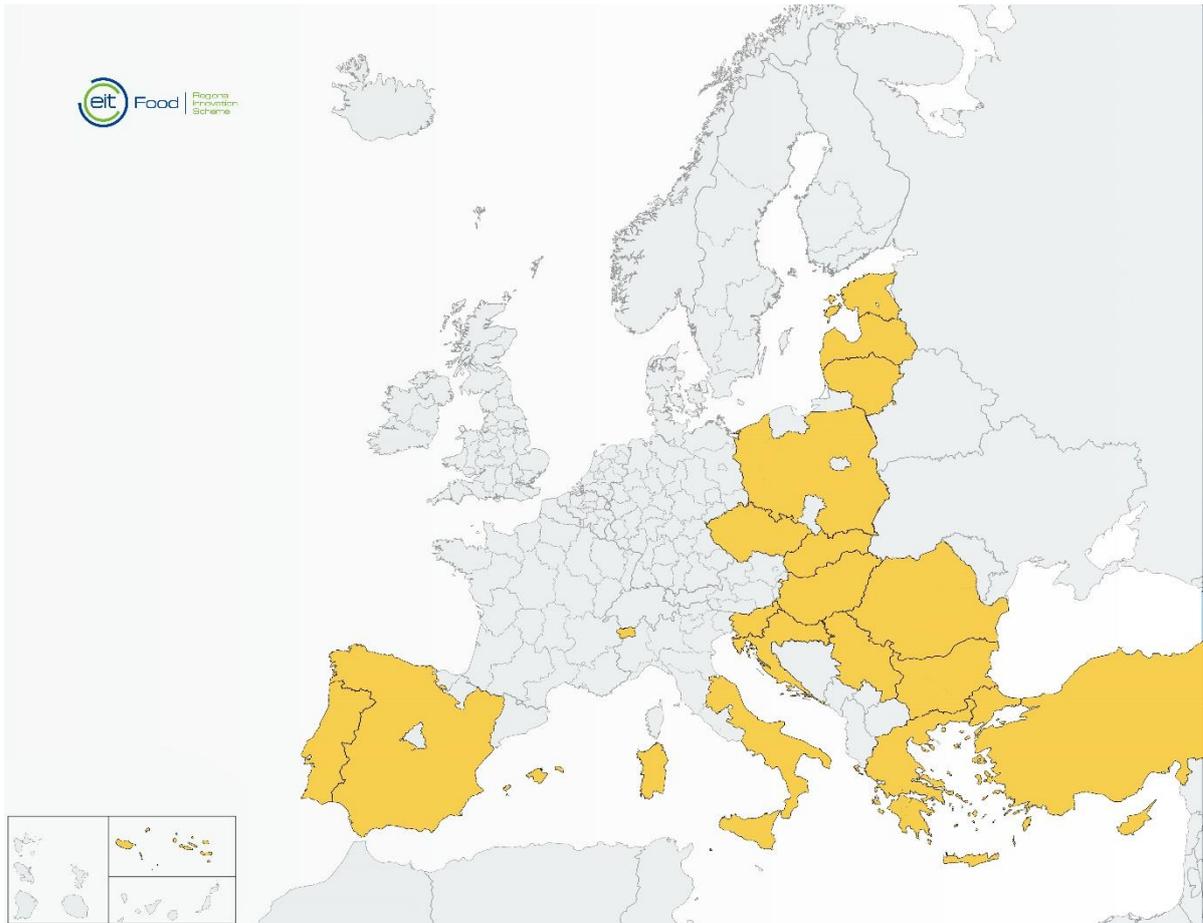
Proposed products or services have to fall into one of the strategic objectives of EIT Food, listed below:

- Making the food system better for people's health
- Making the food system better for the environment
- Making the food system more trusted and transparent

RIS Innovation Prizes are available for the following list of RIS eligible countries: **Bulgaria, Croatia, Czech Republic, Estonia, Greece, Hungary, Italy*** (only regions: *Molise, Puglia, Basilicata, Calabria, Sicilia, Sardegna, Umbria, Marche, Abruzzo, Campania, Valle d'Aosta*), **Latvia, Lithuania, Poland*** (only regions: *Łódzkie, Lubelskie, Małopolskie, Podkarpackie, Świętokrzyskie, Podlaskie, Wielkopolski, Lubuskie, Dolnośląskie, Opolskie, Kujawsko-Pomorskie, Warmińsko-Mazurskie, Zachodniopomorskie, Mazovia Regional excluding Warsaw*), **Portugal, Romania, Serbia, Slovakia, Slovenia, Spain*** (only regions: *Galicia, Principado de Asturias, Cantabria, La Rioja, Castilla-la Mancha, Extremadura, Illes Balears, Andalucía, Región de Murcia, Canarias, Castilla y León, Aragón, Comunidad Valenciana*), **Turkey**.

There are 54 prizes in total to be awarded – 51 during the 17 Demo Day finals and three prizes awarded at the Grand Final. During local Demo Day finals, in each of the above-listed countries three prizes will be distributed: 1st prize of 5,000 EUR, 2nd prize of 3,000 EUR and 3rd prize of 1,000 EUR.

The competition will conclude with the Grand Final during which the 1st prize winners from all 17 countries will compete for three main prizes: 1st prize of 25,000 EUR, 2nd prize of 15,000 EUR and 3rd prize of 10,000 EUR.



A map of RIS countries and regions eligible for RIS Innovation Prizes (marked green).

2. Eligibility criteria

- 2.1. To be considered eligible for the RIS Innovation Prizes competition, the applicant (or one of the applicants if applying as a team or early stage startup) must be a resident/citizen from one of the eligible RIS regions/countries: **Bulgaria, Croatia, Czech Republic, Estonia, Greece, Hungary, Italy*** (only regions: *Molise, Puglia, Basilicata, Calabria, Sicilia, Sardegna, Umbria, Marche, Abruzzo, Campania, Valle d'Aosta*), **Latvia, Lithuania, Poland*** (only regions: *Łódzkie, Lubelskie, Małopolskie, Podkarpackie, Świętokrzyskie, Podlaskie, Wielkopolski, Lubuskie, Dolnośląskie, Opolskie, Kujawsko-Pomorskie, Warmińsko-Mazurskie, Zachodniopomorskie, Mazovia Regional excluding Warsaw*), **Portugal, Romania, Serbia, Slovakia, Slovenia, Spain*** (only regions: *Galicja, Principado de Asturias, Cantabria, La Rioja, Castilla-la Mancha, Extremadura, Illes Balears, Andalucía, Región de Murcia, Canarias, Castilla y León, Aragón, Comunidad Valenciana*), **Turkey.**
- 2.2. Applicants cannot have received 60,000 euro or more of funding in total from EIT Food.
- 2.3. Only candidates who submit a complete application, answer all the questions in the online application step will be evaluated by the reviewers for the second stage of the competition – the live Demo Day.
- 2.4. Application must be submitted in English.
- 2.5. At least one team member of the selected finalist team must take part and present their idea in the second part of the competition – local Demo Day. Teams who will be not able to participate in the EIT Food Demo

Day will be considered ineligible for the RIS Innovation Prizes. Applicants shortlisted as finalists can only take part in the Demo Day organised in the RIS country they reside in.

- 2.6. The idea described in the proposal must be within the scope of the main challenges in EIT Food strategic business agenda:
- Making the food system better for people's health
 - Making the food system better for the environment
 - Making the food system more trusted and transparent
- 2.7. Applicants will be considered ineligible if they are alumni or currently participating in:
- Food Accelerator Network (alumni of 2018, 2019 or participant of 2020 edition)
 - RisingFoodStars members
- 2.8. Applicants will be considered ineligible if they have been awarded a cash prize/grant in one or more of the following EIT Food programmes:
- Seedbed (2019 edition)
 - RIS Innovation Grants (2018 or 2019 edition)
 - Food Accelerator Network (2018 or 2019 edition)

3. The Structure of the Competition

Phase 1: Online application

Interested candidates must submit their application via online f6s.com platform available here: <https://www.f6s.com/innovationprizes>. It is a completely open call. The online application will include questions designed to understand the agri-food challenge the applicant is addressing, verify the innovative nature of the idea, the business model credibility and the quality of the business solution. Equally, in the online application, candidates will be asked how they will spend the Innovation Prize and how the prize will help transform the agri-food sector with their business idea. Lastly, applicants must declare the presence of at least one team member on the respective Demo Day in their country.

Dates:

04.02-19.04.2020 – online application

Phase 2: Application review and selection

The online applications will be scored by a panel of judges according to the eligibility and selection criteria available in [2. Eligibility criteria](#) and [4. Selection criteria](#). Up to 10 (minimum 7) eligible applicants with the highest scores will be informed via f6s.com platform, where they have submitted their application, about the result of the evaluation and invited to the pitch training and respective Demo Day.

Dates:

21.04-06.05.2020 – the evaluation of applications

11.05.2020 – selection results announced

Phase 3: Demo Day & Training – between June and September 2020

As a result of online applications evaluation, 7-10 finalists will be selected per RIS country and invited to participate in the Demo Day taking place in the same country. For these Demo Day finalists, a workshop on how to pitch and/or other relevant topics related to building a business (i.e. marketing, financing strategy, team building etc.) will be provided shortly before the Demo Day final (mandatory).

The Demo Day will be an open networking event, where selected applicants will present their ideas in front of a jury and invited guests such as EIT Food partners, investors, startup support institutions, other entrepreneurs and agri-food industry representatives.

Overview and rules of the Demo Day:

- At least one member of your team must be present at the Demo Day competition. You will be asked to give a 5 min pitch presentation + 5 min Q&A part in front of a selected jury who will pose questions and will rate the performances based on the selection criteria – see [4. Selection criteria](#);
- Presentation should be in English;
- Following the presentation, the scores from the online application and Demo Day pitch performance will be combined with a given weight percentage for each of the selection process stages (50% for the Online application, 50% for the Demo Day pitch performance);
- Three highest total scores from the combined scoring (online application and Demo Day performance) will be awarded with the 1st prize (5,000 EUR), 2nd prize (3,000 EUR) and 3rd prize (1,000 EUR), respectively;
- The announcement of the winners will be done on the same day during the Demo Day event;
- EIT Food will announce the Innovation Prizes winners on the EIT Food official website.

Demo Day dates:

From June to September 2020. Please visit <https://www.f6s.com/innovationprizes> to find out about the dates of specific Demo Days.

Phase 4: Bootcamp and Grand Final

The 1st prize (5,000 EUR) winners from all 17 countries will be invited for a hands-on Bootcamp training that will take place in mid-October (exact date and location to be confirmed by EIT Food in July, 2020).

In November 2020, the 1st prize winners from all countries will participate in the Grand Final of the RIS Innovation Prizes that will take place shortly before the EIT Food annual Venture Summit.

Overview and rules of the Grand Final:

- At least one member of each Grand Final team must be present at the Grand Final competition. You will be asked to give a 5 min pitch presentation + 5 min Q&A part in front of a selected jury who will pose questions and rate the performances based on the selection criteria – see [4. Selection criteria](#);
- Presentation should be in English;
- Three highest total scores will be awarded with the 1st Prize (25,000 EUR), 2nd Prize (15,000 EUR) and 3rd Prize (10,000 EUR), respectively;
- The announcement of the winners will be done during the EIT Food Venture Summit;
- EIT Food will announce the Grand Final winners on the EIT Food official website.

Dates:

October 2020 – Bootcamp

November 2020 – Grand Final*

*Exact dates to be soon announced by EIT Food.

4. Selection criteria

Only applicants who will be positively scored on all eligibility criteria (see [2. Eligibility criteria](#)) for their online application, will be evaluated based on the selection criteria. Evaluation of the online application will be based on the answers given to the application questions which can be viewed below. Score from the online application will constitute 50% of the total score of the applicant. 7-10 finalists with the best scores in each country will be then scored by the jury during the Demo Day, following the same selection criteria, which will then constitute 50% of total score.

Selection criteria:	Questions	Weight
1. The applicant clearly understands and articulates real problem/challenge they are trying to tackle.	9	10%
2. The proposed solution is sufficiently distinctive, innovative and suitable to tackle the problem it articulates.	10, 11, 18	10%
3. The proposed solution clearly addresses a specific need of the identified market and is well differentiated from competitive offerings.	12, 13, 14	10%
4. The business model articulates a clear route to market, is scalable and realistic.	15, 17, 18, 19	10%
5. The team has the necessary skills, expertise and experiences to exploit the identified market opportunity.	20	10%
6. The Innovation Prize will be catalytic for development of the idea and successful exploitation of the market opportunity.*†	4, 16, 21	25%
7. The innovation has the potential to transform Europe's food system and deliver social, environmental and economic impact. ‡	11	25%

* Please remember that the Innovation Prizes competition is designed for entrepreneurs or 'early stage' startups who are at the beginning of their entrepreneurial journey, have developed an MVP and are looking to bring it to market. If you have revenues of more than 50.000 euro per year or have received more than 100,000 EUR in funding, this programme is probably not for you as the RIS Innovation Prize will not be considered catalytic for the development of your startup.

†Please note that if there is a tie, finalists will be selected based on the combined score received for selection criteria number 6 and 7.

The above-mentioned criteria will be evaluated according the scale 1-7 (1 – not meeting the criteria, 7 – being excellent and addressing all the relevant aspects of the criteria).

ONLINE APPLICATION QUESTIONS:

COMPETITION SCOPE QUESTIONS:

1. Which country are you applying from?

Please select the country of your residency (i.e. where you are working, studying, living) or citizenship. If your country is listed, this means you are eligible to receive funding from the Regional

Funding Scheme. Please note that only certain regions of Italy, Poland and Spain are eligible for this program.

If your country is not listed, please indicate your country of residency.

2. **If selected, can at least one member of your team attend the relevant Demo Day final in your country?**
 - Yes
 - No
3. **Have you received more than 60,000 EUR of funding in total from EIT Food?**
 - Yes
 - No
4. **How much funding have you received to date?** Please total all of the funding you have received to date. By funding, we refer to investment, grant funding, public money, private money, crowdfunding etc. Please also indicate the type and source of funding.
5. **In 2019, did you participate in any EIT Food programmes? You can choose more than one:**
 - Jumpstarter
 - RIS Innovation Grants
 - MAKEit
 - Global Food Venture Programme
 - Seedbed
 - FAN (Food Accelerator Network)
 - RisingFoodStars
 - No, I haven't
 - Other...(Please specify)
6. **In 2019, did you receive any funding from EIT Food? You can choose more than one:**
 - Jumpstarter
 - RIS Innovation Grants
 - Seedbed
 - FAN (Food Accelerator Network)
 - No, I haven't
 - Other...(Please specify)
7. **Are you participating in any other EIT Food programmes in 2020? You can choose more than one:**
 - Jumpstarter
 - FAN (Food Accelerator Network)
 - Seedbed
 - Other...(Please specify)
8. **Which of the three strategic objectives of EIT Food does your business address?**
 - Making the food system better for people's health
 - Making the food system better for the environment
 - Making the food system more trusted and transparent
 - My business does not contribute to the Strategic Objectives of EIT Food

APPLICATION QUESTIONS:

9. **What is the specific agrifood challenge that you are addressing? How does your challenge relate to the EIT Food Strategic Objectives?**

In answering this question, we want to see how well you understand the challenge in the agri-food system you are setting out to face and how it is relevant to EIT Food's mission of building a better food system.

10. **Concisely describe your solution to the afore-mentioned challenge? What is distinctive and innovative about your solution?**

In answering this question, we really want to understand exactly what it is that your business does and why you do it that way. Explain key technologies or innovations and demonstrate how your business tackles the problem you describe in Question 9.

11. Please tell us how your idea will transform the agri-food system and articulate the expected economic, social and/or environmental impacts from bringing your innovation to market.

The Innovation Prizes are for entrepreneurs who have the potential to transform the food system. We are looking for bold ideas that don't maintain the status quo but instead offer something genuinely innovative which can improve the lives of millions of people and safeguard our planet's limited resources.

12. Please describe the market you are addressing with your solution and your current position within the market.

In answering this question, we really want to understand the viability of your business and its opportunities for growth. Tell us about the total size of the market, how much market share you think is possible, barriers to entry etc.

13. Tell us about your customers. What are your customer segments? Why do customers buy your product/service?

In answering this question, we really want to understand who pays or is going to pay for your product or service. Tell us about the different types of people/organisations that will be your customers and explain to us why.

14. Name your three biggest competitors and describe how you differ from them. What's your competitive advantage?

And remember, everyone has competition.

15. Please explain how your business model works.

In answering this question, we want to understand how your company makes or plans to make money. Please describe your current position in the market and your plans to capture a significant share of the market and grow your business. Please provide an overview of your sales/service model – including a breakdown of your fixed and variable costs, profit margins, breakeven point.

16. At which stage of development is your innovative product / solution?

Do you have a minimal viable product, prototype or, perhaps, first clients? Let us know how far you've progressed with your solution.

17. What is your current sales data? If you have not made any sales yet, what is your sales forecast for the next three years?

Sales are the lifeblood of any business. As such, we want to understand how many sales you have made and aim to make over the coming three years. Also, tell us why you predict these figures. Be realistic.

18. Is your innovation protected in any way? If not, please describe your plan to protect your innovation and brand.

19. What are the main milestones you would like to achieve in the next three years? What are the main challenges and risks implementing your plan?

In answering this question, we really want to understand the direction you wish to take your business and how you will get there. Please be precise and realistic in your description.

20. Describe the size of your team, and the background and competencies of the founders. What skills are you missing in your team?

In answering this question, we really want to understand why your team is the best group possible to deliver your business. Tell us about relevant experiences, qualifications and how they relate to your business idea's development.

21. Describe the impact the Innovation Prize would have on your business idea? Considering the other funding you have raised to date, what difference would the Innovation Prize make to reach your next milestones?

In answering this question, please be as precise as possible and indicate how much and what exactly you want to spend it for. We are looking for innovators who have thought clearly and carefully about how they will spend the prize money.

22. Public summary of your business idea.

Please provide a short (max. 100 words) summary of your idea/innovation including the need or challenge, your approach to solving it and what is innovative about your solution. If your application is successful, EIT Food will publish this brief description of your idea/innovation. Provision of this description is mandatory but will not be assessed. Funding will not be provided to successful projects without this. This question is not scored.

23. How did you learn about the Innovation Prizes competition?

24. Your application is ready, now we need you to read and accept our Terms and Conditions and Data Protection Information Clause*

- Yes, I accept the Terms and Conditions of the EIT Food Innovation Prizes competition and Privacy Policy
- No, I do not accept the Terms and Conditions of the EIT Food Innovation Prizes competition and Privacy Policy

5. Funding terms

All specific conditions of funding will be described in an agreement signed between prize winners and EIT Food. Please note that **prizes can be only transferred to the accounts of individuals** representing the selected winner (startup team or individual entrepreneur) of the RIS Innovation Prizes competition.

The awards will be subject to taxation according to the local legal requirements of the parties signing the funding agreement.

6. IP rights and confidentiality

The applications submitted to EIT Food for the Innovation Prizes competition are handled confidentially. Everybody that reads the applications during the review process is bound by confidentiality agreements.

Applicants retain full and exclusive ownership of their intellectual property rights. The organizers and their authorized representatives in the programme undertake to ensure the confidentiality of the ideas and projects presented and developed throughout the competition.

7. Key dates

04.02.2020	Written application opens on FS6 web platform
19.04.2020	Applications close on FS6 web platform
21.04-06.05.2020	EIT Food evaluators review written applications
June-September 2020. Exact dates to be announced via our website and F6S page. Please check for updates.	Demo Day Bulgaria Demo Day Croatia Demo Day Czech Republic Demo Day Estonia Demo Day Greece Demo Day Hungary Demo Day Italy Demo Day Latvia Demo Day Lithuania Demo Day Poland Demo Day Portugal Demo Day Romania Demo Day Serbia Demo Day Slovakia Demo Day Slovenia

	Demo Day Spain Demo Day Turkey
Mid-October	Bootcamp for all 1 st prize winners
November	Grand Final for all 1 st prize winners

Dates may change, but EIT Food will report them appropriately.

8. Privacy Policy

Online applications can be accessed and completed via F6S. F6S acts as a data controller and is fully GDPR compliant. F6S terms of use and privacy policy can be found using the following links:

- Privacy Policy: <https://www.f6s.com/privacy-policy>
- Terms of Use: <https://www.f6s.com/terms>

EIT Food will process the data for the purposes of this competition. Please see our privacy policy [here](#).

9. How to get in touch

If you are applying from Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Serbia, Slovakia or Slovenia, please contact yulia.bodnar@eitfood.eu or adriana.balazy@eitfood.eu.

If you are in Greece, Italy, Portugal, Spain or Turkey, please contact joseph.gridley@eitfood.eu.