



Terms and conditions Test Farms

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1. General information about the programme:

Test Farms is a new programme offered by EIT Food. Its aim is to support start-ups in testing their innovative solutions that make agriculture more efficient, sustainable and environmentally beneficial. Testing an innovative solution with farmers aims to obtain feedback on the usefulness, functionality and quality of the offered product or service and by improving it – increase the chance of commercialising the idea.

2. Important dates

Stage	Date
Application – submission of applications by startups	11.03 – 21.04.2020
Evaluation of applications	22.04—8.05.2020
Announcement of results	11.05.2020
Match-making events for startups and farmers	mid June 2020 (TBA)
Test phase	June 2020 – June 2021
EIT Food Venture Summit	November 2020 (TBA)

Some dates may change, the organisers will inform accordingly on the project website:

<https://www.eitfood.eu/education/projects/test-farms/>



3. Commitment

Startups chosen to participate in the program commit to the following actions (all actions are compulsory for all startups participating in the Test Farms program):

1. **Application** – Interested startups are invited to apply for the program via <https://www.f6s.com/testfarms>.
2. **Match-making event** - Shortlisted startups will be invited to join one of four 2-day match-making events (two in Spain, one in Portugal and one in Bulgaria). At these events, startups will meet with farmers, evaluate the possibility of testing their innovative solutions on their premises and together create a plan for testing the technology.
3. **Test phase** – Startups test their solution on the premises of the farmer/test field according to the plan created during the match-making event.
4. **Reporting** – Startup will report their progress to the Test Farms managers on the progress of their test and interested clients throughout the testing phase.
5. **Demo Day** - Following the testing startup together with farmer will organise a Demo Day for local farmers/clients to attend, test the solution and possibly buy the product/service. EIT Food will help to organise those events.
6. **Final report** – Participating startups are obliged to submit a report on their involvement in the Test Farms project.

***EIT Food Venture Summit** - Participating startups will have the possibility to attend the and present their solutions and progress in front of investors and EIT Food partners.

4. Eligibility criteria for applicants

- The applicant is a company registered in one of the following countries: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Portugal, Serbia, Spain, Turkey, Italy, Greece.
- The applicant has received no more than 60,000 euros in funding from EIT Food in 2020.
- The applicant has developed an innovative solution in agriculture/animal husbandry.
- EIT Food has six overarching strategic themes to transform our food system. Your startup needs to work towards one of them. The 6 themes are:
 - Alternative proteins
 - Sustainable agriculture
 - Targeted nutrition
 - Digital traceability
 - Circular food systems
- An Applicant who has submitted a complete application, i.e. answered all the questions included in the form available on the following website: <https://www.f6s.com/testfarms>, completed and attached all the required attachments.



5. Selection criteria

Applicants will be scored based on their answers provided to the application form (<https://www.f6s.com/testfarms>) according to the following criteria:

Scoring criteria – Test Farms program	Scoring
1. Proposed product/service addresses relevant problem in agriculture.	(1-5)
2. Proposed solution is innovative and distinguished from current offerings; it addresses a relevant need in the market.	(1-5)
3. Proposed solution is at the stage which allows it to be tested/validated during the programme.	(1-5)
4. Required testing phase makes sense in the development of the product/service.	(1-5)
5. Team is experienced and motivated enough to execute the test phase.	(1-5)
6. Requested resources for the pilot can be accommodated by the EIT Food and project partners. NB. Though EIT Food makes every effort to match the best startups with farmers and land, infrequently we will be unable to find a suitable match. In this instance, startups will be encouraged to apply to future rounds of the Test Farms programme when we have a wider farmer network. We thank you in advance for your understanding.	(1-5)

Scoring: 1- not meeting the criteria, 5 – meeting all relevant aspects of the criteria.

The applications with the highest scores will be invited to the match-making events (up to a maximum of 25 startups). Startups who agree to work with one of the farmers/testing lands presented during the event and sign a subgranting agreement will be considered as a participant of the Test Farms program.

6. Budget

There is a subgrant foreseen for the startup participating in the program, which can be requested. Each startup which participates in the program and which has signed an subgranting agreement can apply for up to 3000 EUR subgrant to support the participation in the Test Farms program.

The budget can be used for:

- Travel costs for startup to attend the matchmaking event and visiting the test site, up to a maximum of €500.
- Rental of other devices necessary to perform the test.
- Costs to make necessary adjustments at the testing field to perform the test.
- Startups should put aside part of the budget in case there are any losses to the farmers as result of testing. Those costs should be set aside upfront – even though.



The budget cannot be used for:

- Salaries for company employees.
- Product development, production and improvement (e.g. product elements and materials, research)
- Costs not directly related to the testing of the product/service.

7. Ownership and Intellectual property

- Tested products or services have to be freely available for the pilot project – startup cannot charge the farmer usage during the pilot project.
- Ownership of the product or service stays with the startup and all equipment needs to be returned to the startup by the farmer after the pilot project has finished.
 - If the farmer wants to keep using the solution after the pilot project (s)he needs to pay for the product or service.
- All intellectual property of the product or service remains with the startup. Startup can ask farmer to sign NDA, if appropriate.

8. Privacy policy

Online applications can be accessed and completed via F6S. F6S acts as a data controller and are 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 programme. Please see our privacy policy [here](#).

9. Contact details:

In case of any questions or inquiries please contact Test Farms program managers :

- Adriana Bałazy - adriana.balazy@eitfood.eu - inquiries from applicants coming from: Bulgaria, Croatia, Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, Slovakia, Slovenia, Serbia.
- Joseph Gridley – joseph.gridley@eitfood.eu - inquiries from applicants coming from: Portugal, Spain, Turkey, Italy, Greece.