

CleanTech Challenge – Italian Chapter

Normative Committee

Table of Contents

1	Competition Rules	3
1.1	Definitions.....	3
1.2	Eligibility.....	4
1.3	Entry fees.....	4
1.4	Content	4
1.5	Phase 1 Entries	4
1.6	Phase 2 - The Boot Camp final	6
1.7	Judging	6
1.8	Prizes	6
1.9	Confidentiality.....	7
1.10	Intellectual property protection	8
2	Competition timeline	9
3	Judgement criteria.....	10
4	Competitions Disclaimer	11

1 Competition Rules

1.1 Definitions

“The Challenge” or “CTC”: The CleanTech Challenge

“Phase 1 Entrants”: teams who submits an idea in Phase 1 of the Competition.

“Phase 1 Entry”: the idea submitted by the Phase 1 Entrant Teams

“Successful Phase 1 Entrants”: Phase 1 Teams whose ideas are selected to proceed to Phase 2 (the Boot Camp) of the CTC.

“Successful Phase 2 Teams”: Phase 1 Teams that are selected to take part in Phase 2 (the Boot Camp).

“Boot Camp” and “Phase 2”: The finals of the CTC attended by all Successful Phase 2 Teams.

“CTC Organisers”: Members of the CTC Committee and designated representatives of UCL and LBS

“CTC Officials”: CTC Organisers, Judges, Mentors

1.2 Eligibility

- 1.2.1 The following are eligible to participate in The Challenge: any Undergraduate or Postgraduate student registered on any technical/scientific Italian school during the academic year 2017/2018. Alumni can take part into teams, provided that they are not more than 50% of the team members.
- Entrants may be disqualified if the Organisers (at their sole discretion) consider the entrant not eligible to participate.
- 1.2.2 CTC Committee members may not enter the competition.
- 1.2.3 All Entrants must be aged 18 or over.
- 1.2.4 Phase 1 Entrants that have already secured arrangements for capital from any source must disclose the amounts and sources as an addendum to their entries. Example sources of capital include cash generated from sales revenues, venture capital, proof of concept funding, contracts and personal or family funds. Given the purpose of the competition is to take ideas through to 'proof of concept' phase, entries may be disqualified if the Organisers (at their sole discretion) consider the funding already secured to have enabled development beyond this stage.

1.3 Entry fees

- 1.3.1 There are no entry fees

1.4 Content

- 1.4.1 All entries must be the original work of the Entrants.
- 1.4.2 All entries should not been submitted to other challenges or contest, as certified from the disclosure document
- 1.4.3 All entries must meet the requirements presented in this document.
- 1.4.4 All entries and presentations (including verbal and written material) made as part of the Challenge should be made with full understanding of your Institution's regulations on Intellectual Property Rights. It is the responsibility of the entrant to ensure that no third party, such as a research sponsor or another member of your Institution who participated in your research, has any rights on the contents which may prevent its disclosure and exploitation. Such Proprietary Information relating to the Idea should not be disclosed.

1.5 Phase 1 Entries

- 1.5.1 Phase 1 Entrants must be registered on the CTC website powered by Skipso (<https://www.cleantechitaly.com/>) before 11.59pm CET on the day of the deadline. A link to the platform will be posted on the CTC website.
- 1.5.2 The Organizers will not take any part in or otherwise be responsible for the formation of the Phase 1 Teams.

- 1.5.3 The Organizers expect that the teams have not worked before the start of the Challenge on their idea and that the team was formed in 2018 or later specifically to work on the Challenge. Teams may be disqualified if the Organisers (at their sole discretion) consider this condition violated.
- 1.5.4 By Submitting a Phase 1 Entry, Phase 1 Entrants Acknowledge and agree to be bound by Terms of the ‘Competitions Disclaimer’ as set out in these Guidelines. As part of submitting their Phase 1 Entries, Phase 1 Entrants give permission to the CTC Organisers to access their Phase 1 Submissions.
- 1.5.5 No Phase 1 Entries will be accepted after the deadline.
- 1.5.6 Applicants acknowledge and accept that the purpose of Phase 1 of the competition is to build interdisciplinary teams (e.g. business students and science/engineering students). We believe that the most successful ventures are likely to comprise management teams that combine technical expertise and experience to develop the product and the business expertise and experience to manage the commercial development of the product. Our objective is to create real early stage businesses run by teams with the right mix of competent and committed individuals. In order to ensure a mixture of skills and experiences, ideally Phase 1 Teams should contain one postgraduate student registered on a technical or scientific degree and one registered on a business-related degree and at least 50% (rounded up) of members are from a technical/science school.
- 1.5.7 Phase 1 Teams can be no smaller than two persons and no larger than five. A team of four persons is ideal.

- 1.5.8 Phase 1 Teams shall be required to submit an original of the ‘NDA for Entrants’ signed by each member of the Phase 1 Teams. This must be received by the Organisers by Phase 1 Entry deadline. Failure to provide this document will result in the Phase 1 Entry being disqualified.
- 1.5.9 Successful Phase 1 Entrants will be notified by email. The decision of the judges is final. No correspondence will be entered into between any applicant and the judges.

1.6 Phase 2 - The Boot Camp final

- 1.6.1 Successful Phase 1 Teams must ensure that they are available for the full-two days during the Boot Camp finals to attend the seminars, work in teams and be mentored to develop their final pitch
- 1.6.2 The Organisers will issue a ‘challenge’ to the teams during the course of the Boot Camp. Teams will then be given an equal amount of time to address this challenge, following which they will present their response to the ‘challenge’ to a panel of judges and fellow Phase 2 participants.
- 1.6.3 Following the presentations the Phase 2 judges will meet and declare the winner. The decision of the Judges will be final.

1.7 Judging

- 1.7.1 Phase 1 Entries and Phase 2 (Boot Camp) presentations will be judged by a panel of judges with expertise in the CleanTech – as investors, entrepreneurs or those with experience in the sector.
- 1.7.2 The Organisers, acting on advice from the judges, reserve the right to disqualify any entry that, in its opinion, violates the letter or the spirit of the competition.
- 1.7.3 Neither the judges nor the Organisers will enter into any correspondence relating to any Phase 1 or phase 2. The decision of the judges will be final.
- 1.7.4 All prizes are awarded at the discretion of the judging panel and all judging decisions are final and not subject to appeal.

1.8 Prizes

- 1.8.1 The winner of the Boot Camp finals will be awarded a cash prize of €5,000. This prize shall be divided equally amongst members of the winning team.
- 1.8.2 The winner will automatically participate to the London Business School (LBS) CleanTech Boot Camp. MIP will contribute to the flight costs to London up to € 100,00 per each team member..

1.9 Confidentiality

1.9.1 Entrants acknowledge that in an open competition such as the CTC it is difficult to maintain confidentiality whilst at the same time enabling ideas to be shared and developed by other Entrants. Entrants should therefore be aware that:

- Whilst the ‘Competitions Disclaimer’ binds Entrants to “respect the confidentiality of any information disclosed by the other Entrant/s of the Competition”, this undertaking provides minimal protection in law and therefore Successful Phase 1 Entries should be treated as if they are in the public domain since they will be made freely available to other Entrants during the final team formation phase and during (optional) local networking sessions. Any information disclosed during this Phase should therefore be ‘non-confidential’.
- Whilst the NDA for Entrants offers some protection in Phase 1 and Phase 2 of the Challenge, Entrants are strongly advised not to disclose any information that may compromise their ability to secure protection of their intellectual property since such information will be available to other members of Phase 1 Teams (as they collectively work on the idea) and by other Successful Phase 1 Teams during the course of the Boot Camp.
- The Organisers will ask that Phase 1 and Phase 2 judges sign Non-Disclosure Agreements (as set out in the ‘NDA for Judges’ agreement as set out in these Guidelines). However, Entrants recognize that many investors decline to enter into such agreement on the basis that they see many similar early ideas and cannot compromise their own positions by entering into such NDA agreements.

1.9.2 Phase 1 Entries will be seen only by Phase 1 judges (and by Phase 2 mentors).

- 1.9.3 Phase 2 presentations will be seen by Phase 2 judges and may be seen by other Successful Phase 2 Teams attending the Boot Camp.

1.10 Intellectual property protection

1.10.1 The Organisers will ensure that:

- All Entrants sign the ‘Competitions Disclaimer’ agreement set out in these Guidelines.
- All Phase 1 Teams sign an ‘NDA for Entrants’ agreement as set out in these Guidelines.
- All Judges as asked to sign the ‘NDA for Judges’ as set out in these Guidelines.

1.10.2 The Organisers and MIP will take no further responsibility to protect the intellectual property or any other rights of any Entrant. The protection of intellectual property or other rights of the Entrants is the ultimate responsibility the Entrant in who possesses such intellectual property or other rights. If in doubt, Entrants should seek professional advice on the issues surrounding Intellectual Property Ownership and Rights.

1.10.3 Please also refer to the Intellectual Property Guide on the following pages.

2 Competition timeline

Stage	Definition	Date
Stage 1 Call for Ideas	Official launch of the event, call to submit your business idea (including CV's of individual team members) online as a team.	February 19 th 2018
Ideas Submission	Deadline for receiving ideas	March 11 th 2018
Selection for Stage 2 (finals)	Successful Stage 1 entrants are informed by email and advance to Stage 2. Successful Stage 2 teams (~5 teams) are informed by email. They will be required to check their availability in participating in the two days Boot Camp held at London Business School.	March 14 th 2018
Stage 2 Boot camp finals	Stage 2 successful teams are required to attend the Boot Camp as finalists. The teams will be mentored by industry experts. The team must present a response to challenge question on the 2nd day.	March 23 rd and 24 th 2018

3 Judgement criteria

Each Phase 1 Entry will be judged independently by a minimum of 2 (two) judges. They will be graded between 0 and 3 (0 =none, 1 = weak, 2 = moderate, 3 = strong). Irrespective of numbers any entry with an average score of less than 2 will not be selected for the subsequent phase of the Competition. The Criteria against which Phase 2 entries as well as Phase 2 (Boot Camp) will be judged is as follows:

Clarity of expression

- Is the Idea well-structured and comprehensive within the word limit?
- Does the Entrant provide sufficient analysis regarding the technological and business aspects of the Idea?
- Does the Entrant take regulatory and polity aspects into consideration?

Relevance to the CleanTech sector

- Does the Idea fall within the CleanTech industry?
- Does the Entrant demonstrate the relevance of the Idea to the CleanTech industry?
- Will the Idea have any significant negative impact?
- Has the Entrant included an analysis and explanation of the impact of the Idea?

Creativity and Novelty

- Does the Idea provide a creative, viable solution to an existing product or business model, or a new product or innovative business plan in the CleanTech market?
- Is the market targeted by the Entrant attractive?
- Does the Idea provide insight into technical potential or product need in sufficient depth?
- Does the Entrant demonstrate a balance and mixture of technology and business expertise in the Idea?

Feasibility

- Is the proposed Idea technically feasible? Does the Entrant illustrate the feasible implementation of the Idea?
- Does the Entrant explain the potential size of the Idea? Is the estimation feasible?
- Does the Entrant demonstrate depth of knowledge regarding the initial target market (e.g. channel, target customers, competitive advantage of the product etc.)? (Phase 2)
- Does the Entrant provide viable ideas to finance the business plan, and provide a clear and persuasive timetable and strategy to run the business (e.g. market strategy, solution to potential risks, revenue model etc.)? (Phase 2)

4 Competitions Disclaimer

To be read and approved by Entrants during the online registration on the Skipso website

Definitions:

Entrant: Individual or team that submits an Entry to the CTC (in any Phase of the CTC).

Entry: material submitted to the CTC by an Entrant.

Ideas: Ideas and concepts contained in an Entry

Presentation: Verbal presentation and presentation materials made by an Entrant as part of the Challenge

Guidelines: Located within the Rules section of the Competitions Handbook

Organisers: Members of the CTC Committee and designated representatives of MIP

Officials: Organisers, CTC judges and mentors

By submitting an Entry to the Competition the Entrant(s) agrees to the following conditions:

Originality

Entrants declare that:

- the Ideas embodied in Phase 1 Entries are the original work of the Entrant(s) and their exploitation will not, to the best knowledge of the Entrant(s) (but without having made any specific enquiries) infringe the intellectual property rights of any third party.
- Neither the Ideas nor the Entrant(s) is subject to any agreement or restriction which would prohibit or restrict the disclosure or submission of the Entry to the CTC or exploitation of the Ideas in accordance with the Entry concerned.

Compliance

We confirm that we have read the Guidelines and by signing this Disclaimer certify that our Entry complies with, and we agree to abide by, those Guidelines.

Liability

We acknowledge that the Officials are volunteers, assisting with a student run, minimal entry fee, prize competition, and have no duty to provide any advice or service to any Entrant. In particular, but without limitation, any views expressed by Officials are their own opinions, given in good faith, and not those of the MIP its subsidiaries, the Organisers, Officials or any other person or entity.

Teaching is provided as teaching only (not advice) and is not a substitute for professional advice necessary to develop any idea into a commercial venture.

Understanding

We understand that the Officials will take reasonable steps to keep Entries confidential, subject to the need to share and circulate information as necessary to facilitate smooth running of the Competition. We acknowledge and agree that legal protection of the intellectual property rights in any Entry beyond that provided by signature of the Judges Non-Disclosure Agreement is the sole responsibility of the Entrants. In consequence we understand and agree that, save in relation to personal injury or death caused by negligence or in respect of fraud or fraudulent misrepresentation,

(a) No warranties are made in relation to the Competition or views expressed by or

conduct of Officials; and that

(b) Neither the Officials nor MIP shall be liable for any damages or expenses of whatsoever nature and howsoever arising (and whether in contract, tort, negligence or for breach of statutory duty or misrepresentation) in connection with an Entry, the Competition or views given by Officials, including without limitation any indirect, incidental or consequential loss.

The Entrant/s agrees to respect the confidentiality of any information disclosed by the other Entrant/s of the Competition.