



REGULATIONS

of the "3W Nano Start-up Challenge" competition within the framework of InterNanoPoland 2023

update – 1.09.2023

I. General provisions

1. Organizer

The Organizer of the "3W Nano Start-up Challenge" Competition (hereinafter: "Competition") is the Foundation of Nanotechnology and Nanoscience Support Nanonet, with its seat in Katowice, M. Kopernika 14, 40-064 Katowice (hereinafter: Nanonet Foundation, "Foundation")

2. Partner

The Competition Partner is Bank Gospodarstwa Krajowego, Idea 3W - a state-owned bank with its registered office in Warsaw, Al. Jerozolimskie 7, 00-955 Warsaw, address for correspondence: VARSO 2, ul. Chmielna 73, 00-801 Warsaw (hereinafter: Partner, BGK). **ICI 3W Experts** are experts belonging to the Interdisciplinary Innovation Centre 3W, which consists of scientists and experts from leading universities and research institutes in Poland.

3. The aim of the competition

The competition aims to identify the best entities implementing start-up ventures and to promote the Nanonet Foundation as an organisation friendly to building a start-up ecosystem and supporting innovation.

4. Information about the competition

- The competition is an integral part of the InterNanoPoland 2023 event.
- The competition results and award gala will take place on the first day of the InterNanoPoland 2023 Conference (11.10.2023)
- The Competition has an international character and is addressed to start-ups, SMEs and research teams composed of natural persons operating within the structures of scientific and research units from the Central and Eastern European region, as defined in detail in point II.1 of the Rules.
- All information regarding the Competition can be found at <https://internanopoland.com/3w-nano-start-up-challenge/> including the Competition Rules, timetable and programme documents.
- Language of the Competition: English

5. Definitions:

Project - a business solution based on modern technologies, commercialized as a start-up and described in the application form

ICI 3W experts are experts belonging to the Interdisciplinary Innovation Centre 3W, which consists of scientists and experts from leading universities and research institutes from Poland.

Validation - the process of making a given technology and/or product credible by confirming its/their actual technical parameters by experts and external laboratories.

II. Participation in the 3W Nano Start-up Challenge, competition rules





1. Addressees of the Contest

- a) The competition is addressed to entrepreneurs running their businesses and having their registered office in one of the countries of Central and Eastern Europe, i.e. Poland, Czech Republic, Slovakia, Ukraine, Lithuania, Latvia, Estonia, and Hungary and to the research teams composed of natural persons operating within the structures of scientific and research units
- b) Entrepreneurs who have been in business for no longer than five years (registered no earlier than 01.01.2018) may enter the Competition.
- c) The Competition is not open to start-ups whose board members, shareholders, investors are employees of the Organiser and Jurors working in the competition process

2. Rules of the Competition

- a) Participation in the Competition is voluntary and free of charge.
- b) The Competition will follow the schedule found on the Competition website, according to the stages:
 - a. **Stage I - Call for Forms:**

Participants of the Competition submit their participation by filling in the Application Form available on the dedicated Competition website referred to in point. I.3 of these Rules. The entrant is entitled to attach additional/supplementary information to the Entry Form in the form of a .pdf document of up to 5 pages in A4 size. The specimen of the Application Form is attached as Appendix 1 to the Rules and Regulations.
 - b. **Stage II - Pre-selection**

The organising team will submit the submitted projects for formal evaluation.

 - i. Projects shortlisted for substantive evaluation will be forwarded to the ICI 3W Expert Panel for evaluation.
 - ii. The Organiser's Team, based on substantive evaluation by the ICI 3W Experts, will select a maximum of 10 best projects (with the highest sum of points) qualified for Stage III. The decision of the Organising Team cannot be appealed.
 - c. **Stage III - Pitch-Day (Final)**

Each of the 10 Finalists will present their idea in the form of a pitch speech and a Q&A session with a time regime of 5 minutes for pitching and 5 minutes for questions from the judges. Based on the Finalist presentation, and expert recommendations, the Jurors will select three winners. The decision of the Jurors cannot be appealed.
- c) Thematic areas of the Competition
Projects in the following areas should be submitted to the Competition:
 - greentech (technology whose use is intended to mitigate or reverse the effects of human activity on the environment)
 - cleantech (products or services that work to improve the long-term health of the environment)
 - nanotech (technologies and products using nanomaterials and nanoscale phenomena to improve the quality of social life).In particular, those working on technologies, services or topics related to:
 - carbon (in the sense of the element, e.g. graphene, fullerenes, nanotubes, activated carbon)
 - water
 - hydrogenProjects that do not fit into any of the above-mentioned thematic areas of the Competition will not be considered for evaluation.



3. The Organiser reserves the right to change the dates in the schedule. The Organiser will each time inform the participants of the changes in an electronic form and by adding relevant information on the Competition's website.
4. The Organiser is entitled to publish information about the winners of the Competition.
5. Important dates of the Competition:
 - a) Stage I - Call for entry forms - Deadline for the announcement of the competition and the submission of entries: 13.07.2023 - 20.09.2023 r.
 - b) Stage II - pre-selection - selection of 10 start-ups / project from among the submitted applications: 21.09.2023 -30.09.2023 Information on the selection of the ten start-ups / project will be published on the competition website, on the Organiser's social media channels and by email.
 - c) Stage III - Pitch-Day - Final: 11.10.2023 during the InterNanoPoland 2023 conference in Katowice.

III. Evaluation

1. Submitted projects are subject to formal evaluation according to the criteria:
 - a) Start-up has been established not earlier than 01.01.2018
 - b) The start-up/ research team is composed of natural persons operating within the structures of scientific and research units is based in one of the countries of Central and Eastern Europe
 - c) Does it fit into the thematic area of the competition?
 - d) The application form was submitted by the deadline
 - e) The application form was prepared in the language of the competition
2. In Phase II (pre-selection), the ICI 3W Experts will assess according to the NABC (need - approach - benefits - competition/alternatives) method
 - a) Need
 - i. What is the need on the market that you try to address and solve?
 - ii. Is the market for the need specified - is it domestic, European or global?
 - iii. Is the start-up already after initial discussions with a potential customer?
 - b) Approach
 - i. Does the proposed solution fully address the need?
 - ii. Are the infrastructure and personnel facilities sufficient?
 - iii. Has a prototype or demonstrator of the solution been developed?
 - c) Benefits
 - i. What are the benefits for your client of using your product?
 - ii. What kind of benefits can other stakeholders obtain?
 - iii. Are there any other benefits, including benefits for society of implementing your solution on a large scale?
 - d) Competition
 - i. What other solutions to the problem are available on the market?
 - ii. What are the advantages of the solution offered by your company?
 - iii. What are the trends in the world for alternative solutions?
3. Each project will be evaluated by 3 ICI 3W experts. In each NABC criterion, a project can score 3 points, with the experts evaluating each sub-criterion on a scale of 0, 0.5, or 1 point. The maximum number of points in the NABC criterion is 3 points, i.e. the total maximum number of points in the evaluation is 12 points.



4. The experts will perform the evaluation individually - the final number of points that a start-up will obtain in the evaluation is the sum of the scores in the individual NABC criteria, with the partial score for each criterion being the arithmetic mean of the individual ICI 3W experts' scores.
5. The assessment of the ICI 3W experts is not subject to an appeal procedure.
6. In Stage III (Pitch Day), the Jury of the Competition will evaluate presentations and answers to questions according to the criteria:
 - a) Overall perception of the presentation
 - b) Market potential of the project
 - c) Compliance with the goals and values of Idea 3W

IV. Awards

1. Prizes will be awarded based on the evaluation of the submitted forms, the evaluation of the speeches and the answers to questions awarded by the Jury during the Event.
2. Prizes in the competition:
 - a) Main prizes:
 - for first place, the Winner shall be awarded a cash prize of PLN 30,000 (in words: thirty thousand zlotys) or in the case of research teams, the equivalent of the prize in the services listed in the Catalog of Services (Appendix 2)
 - for the second place, the Winner shall be awarded a cash prize of PLN 20,000 (say: twenty thousand Polish Zlotys) or in the case of research teams, the equivalent of the prize in the services listed in the Catalog of Services (Appendix 2)
 - for third place, the Winner will receive a cash prize of PLN 10,000 (say: ten thousand zlotys) or in the case of research teams, the equivalent of the prize in the services listed in the Catalog of Services (Appendix 2)

The winners will have the opportunity to have a coaching/mentoring session with a selected member of the Jury within six weeks of the announcement of the results of the Competition.

Cash prizes will be awarded to projects submitted by start-ups and SMEs. Due to the lack of formalized activity, the research teams will be awarded a prize in the form of services selected by the winners with an equivalent value of the cash prize. The proposed services are collected in the Services Catalog constituting Appendix 2 to the Regulations. The individual scope of support in the form of services will be agreed with each winner independently.

- b) Competition Partner's Special Award
 - The Competition Partner allows for the possibility of selecting up to 5 start-ups from among those evaluated by the ICI 3W Experts and awarding a Special Prize in the form of including the projects in the validation process. The selection of projects for the Special Award will take into account start-ups registered in Poland.
 - Information on the selection of the Special Award winners will be sent directly by e-mail. The official presentation of the Special Award will take place on the first day of the InterNanoPoland 2023 conference (11.10.2023) in Katowice, Poland.
- c) Additional Prize:

The finalists of Stage III and the winners of the Special Prize will receive an invitation to participate in the 3rd 3W Congress organised by the competition partner Bank Gospodarstwa Krajowego, Idea





3W, on 27 - 28 November 2023 in Warsaw. The cost of participation in the event (entrance ticket) will be covered in full by the Competition Partner.

d) The Organiser reserves the right to award other additional prizes.

V. Jury of the Competition

The Jury of Stage III of the Contest will consist of business practitioners, experts, and representatives of business environment institutions. The composition of the Jury will be presented on the Competition website.

VI. Information on the processing of personal data

Pursuant to Article 13(1) and (2) of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data 1 on the free movement of such data and the repeal of Directive 95/46/EC (General Data Protection Regulation) - hereinafter referred to as RODO - we inform you that:

1. the Administrator of your personal data is the Foundation for the Support of Nanoscience and Nanotechnology Nanonet with its registered office in Katowice at 14 Mikołaja Kopernika Street, e-mail: fundacja@nanonet.pl
2. Your personal data shall be processed for the purpose of carrying out the Competition on the basis of your consent to the processing of personal data, i.e. in accordance with Article 6(1)(a) of the RODO.
3. Your personal data will not be shared with other recipients.
4. Your personal data will be processed until you withdraw your consent to its processing.
5. You have the right to request access to the content of your personal data, rectification, erasure, restriction of processing, and the right to data portability.
6. You have the right to lodge a complaint with a supervisory authority if you consider that the processing of your personal data violates the provisions of the RODO in accordance with Article 77 to the President of the Office for Personal Data Protection, 2 Stawki Street, 00-193 Warsaw.
7. You have the right to withdraw your consent at any time without affecting the legality of the processing carried out on the basis of your consent before its withdrawal. You can withdraw your consent by the way it was given.
8. The provision of personal data by you is voluntary. The consequence of failing to provide personal data is the inability to participate in the Competition.
9. The personal data you provide will not be used for automated decision-making, including profiling as referred to in Article 22 of the RODO.

At the same time, we point out that:

1. The separate Administrator of the personal data of the Contest Addressees who are natural persons and representatives of the Contest Addressees is the Contest Partner - Bank Gospodarstwa Krajowego with its seat in Warsaw, 7 Jerozolimskie Avenue (temporary seat VARSO 2, 73 Chmielna Street in Warsaw).
2. Personal data will be processed on the basis of Art. 6(1)(f) RODO, i.e. the Partner's legitimate interest consisting in the performance of the tasks of the Contest Partner within the framework of the conducted Contest, including the verification of the works, the selection of the winners, the transfer of the results and the prizes, including the selection of the winners of the Special Prize and the provision



of the participation in the 3rd 3W Congress at the Partner's expense, and as far as applicable for the purposes of the complaint procedure and the protection against possible claims, furthermore on the basis of Art. 6(1)(c) RODO in connection with the fulfillment of legal obligations, including accounting.

3. The personal data will be processed no longer than until the purposes of the processing specified in paragraph 2 cease to exist.
4. Recipients of personal data may be, in particular, authorized employees of the Partner and institutions legally entitled to receive personal data on the basis of relevant legislation, as well as the Organizer and experts involved in the evaluation of projects. In addition, the data may be transferred to entities processing personal data on behalf of the Partner and their authorized employees, however, such entities shall process the data on the basis of a contract and exclusively in accordance with the instructions of the Partner.
5. Participants have the right to:
 - to have access to the data provided and to be informed of the data processing, including the categories of data processed and the possible recipients of the data.
 - to request the rectification of inaccurate data or the completion of incomplete data,
 - to request the erasure or restriction of the processing - whereby a request shall be complied with if the legal requirements for such a request are fulfilled,
 - to object to the processing - if the processing is based on a legitimate interest of the controller,
 - to data portability - by receiving the data from the Partner in a structured, commonly used, and machine-readable format for transfer to a third party of your choice,
 - to withdraw at any time the consent previously given for the processing of personal data - to the extent that the processing of personal data is based on consent,
 - to lodge a complaint to the supervisory authority, the President of the Office for Personal Data Protection, ul. Stawki 2, 00 - 193 Warsaw - in the event that it is determined that the data are processed in violation of the law.
6. Providing personal data is necessary to participate in the Competition and receive the Prize. Failure to provide personal data results in the inability to participate in the Competition.
7. Data will not be used for profiling or automated decision-making.
8. Data will not be transferred outside the European Economic Area.
9. Any requests, questions, and demands relating to data processing by the Partner should be addressed by e-mail to: iod@bgk.pl or by post to the following temporary address: Bank Gospodarstwa Krajowego Data Protection Inspector Bud. VARSO 2 ul. Chmielna 73 00-801 Warsaw.

VII. Final provisions

1. In matters not covered by these Terms and Conditions, the provisions of the Polish Civil Code and other generally applicable provisions of Polish law shall apply.
2. These Competition Regulations are available on the InterNanoPoland website www.internanopoland.com.
3. Third Winners of the Contest are obliged to settle any tax liabilities resulting from current legal regulations related to receiving Prizes in the Contest.
4. 4th The Organiser reserves the right to change the Regulations during the Competition for important organisational and legal reasons - these changes, however, will not affect the already acquired rights of the Competition Participants.



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5. the Competition Participants bear full responsibility for the truthfulness of the data provided in connection with the Competition. The Organiser is not responsible for the consequences of the Entrant providing false data or the data of another person.
6. Participation in the Contest is tantamount to the Entrant's acceptance in full of these Terms and Conditions and the InterNanoPoland Rules. Participants assure that they will comply with all provisions of these Rules and Regulations and that they meet all conditions of participation in the Contest.





Appendix 1 to the Rules and Regulations

I. GENERAL INFORMATION

SECTION 1. MAIN CONTACT INFORMATION

1. First and last name:
2. Your role in the company/research team:
3. Mobile phone number (with country code):
4. Email:

SECTION 2. ABOUT YOUR STARTUP

1. Startup name:
2. Country:
3. Website:
4. Define your startup in a line:
5. Is your startup legally established?:
6. Year of incorporation:

SECTION 4. ABOUT YOUR RESEARCH TEAM

1. Name of the research team:
2. Country:
3. Scientific and research unit:
4. Define your research team in one sentence:
5. Provide the composition of the research team:

SECTION 3. BASIC INFORMATION

1. Which letter of 3W are you interested in? (choose: Water, Hydrogen, Carbon)
2. What is the name of your project/product:
3. Sum up your start-up idea in few words. (200 characters).....





II. NEED

Please define

- What is the need on the market that you try to address and solve?
- Describe the market you would like to conquer? Is it regional, European or global?
- Do you have your first clients or potential clients for your product/project?

(maximum 1800 characters)



III. APPROACH

Please define

- How does the proposed solution fit the market need?
- Could you present your team – people and equipment? Do you have all IP required by your product?
- Do you have a prototype of your product/technology?

(maximum 1800 characters)



IV. BENEFITS

Please define

- What are the benefits for your client of using your product?
- What kind of benefits can other stakeholders obtain?
- Are there any other benefits, including benefits for society of implementing your solution on a large scale?

(maximum 1800 characters)



V. COMPETITION

Please define

- What other solutions to the problem are available on the market?
- What are the advantages of the solution offered by your company?
- What are the trends in the world for alternative solutions?

(maximum 1800 characters)

VI. ATTACHMENTS

You can upload 1 .pdf file presenting your solution.

Maximum number of pages: 5

General remark: the attachment shall present your project's graphics, schemes and illustrations , not descriptions referring to the form above.





Appendix 2 to the Rules and Regulations

Catalog of Services - 3W nano Start-up Challenge competition

I. Consultations with experts to choose from

Individual business consultation

- Consulting a business idea/business development
- Indication of practical tools for business planning/development
- Help in fine-tuning the company's business model
- Help in identifying opportunities and threats resulting from starting/developing a business
- Help in defining milestones and in case of problems in achieving them, the possibility of consultation each time
- Ongoing consultation of ideas for company development
- Assistance in the analysis of possible commercialization paths

Individual marketing consulting

- Defining the target group you want to communicate with (persona)
- Determining the channels to reach your future customers
- Planning sales funnels in your business
- Creating your image or your company on the Internet
- Acquiring new customers
- Building long-term relationships with your customers
- Selection of proven marketing tools

Corporate finance

- Assistance in finding opportunities to finance R&D works
- Support in creating the Business Model Canvas
- Financial due diligence
- Market analysis
- Financial modelling

II. Support in establishing cooperation – Networking

Market analysis and selection of technology recipients

Establishing contact, organizing a meeting

Cost: PLN 400 / 60 min





Prize 1 – equivalent of PLN 30,000 – 75 hours

Prize 2 – equivalent of PLN 20,000 – 50 hours

Prize 3 – equivalent of PLN 10,000 – 25 hours

