

TERMS

GLOBAL FOODTECH ACCELERATOR PROGRAM BASQUE CULINARY CENTER

1. OBJECTIVES OF THE PROGRAM

From the Basque Culinary Center and Impact Hub Madrid, we started a search, identification and selection process for international entrepreneurship projects (Europe scope) around the 360° Gastronomy concept (explained below) in order to promote innovation in the sector and new business models.

2. GEOGRAPHIC PRIORITY

The geographical scope of this project is framed in Europe.

We are looking for projects that are headquartered, developed in Europe or directly have a narrow impact on the region.

The projects that do not meet this criterion will not enter, for this edition, among the candidates to be selected.

3. THEMATIC PRIORITIES

We are looking for startups from the 360° Gastronomy which impact one or various of the following sectors:

GASTRONOMY 360°

HEALTH

- Health/Nutrition
- Midstream Technologies
- Farm Management Software
- Agrotech/Biotechnology
- Novel Farming Systems
- Home & Cooking Tech

DIGITALIZATION

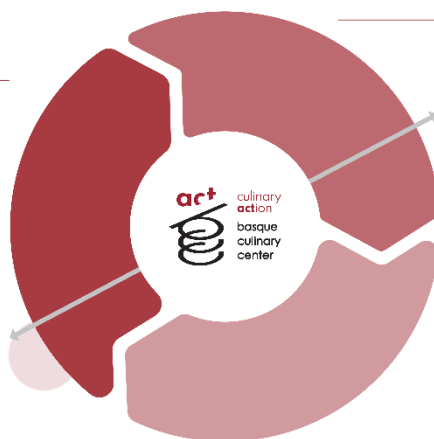
- In-store Retail & Restaurant Tech
- Offsite Retail & Restaurant Infrastructure
- Restaurant Marketplaces
- eGrocery
- Cloud Retail Infrastructure

SUSTAINABILITY

- Agribusiness Marketplaces
- Farm Robotics, Merchanization & Equipment
- Bioenergy & Biomaterials
- Food loss & Waste prevention
- Alternative proteins

SENSORY

- Innovative Food
- Eatertainment
- EgoFood
- Consumer Behaviour & Sensory Analysis
- Online Restaurants & Meal Kits



4. REQUIREMENTS OF THE ENTITIES

Applicants can be from any sector, industry and of any size, and must meet the following requirements:

- Series A entrepreneurs, with a validated MVP or proof of concept
- Focused on Gastronomy 360º ecosystem, developing technologies to promote the future of gastronomy (ver punto 3.)
- With a committed multidisciplinary team and the company established
- With market metrics and validation with real clients

Participating in this program implies full acceptance of these terms and conditions. The Basque Culinary Center and Impact Hub Madrid reserve the right to modify any condition of this Call for Proposals. Should the rules be modified, the Basque Culinary Center Foundation agrees to publish new terms and conditions.

5. SUBMIT AN APPLICATION

Applications will be accepted from February 15th to March 28th of 2022.

Applications must be made via the platform set up for the program at the following address:
<https://globalfoodtechaccelerator.com>

If you have any questions regarding the process for completing the information, please email us at:
tangram.aceleradora@impacthub.net

6. PROJECT TYPOLOGY AND SELECTION CRITERIA

The aim of the projects must be to fulfil the Objectives and Priorities of the Call for Proposals in points 1, 2 and 3 outlined above. The necessary criteria to evaluate and select projects are as follows:

- **Validated business model, product or service and market** with proven sales, even if at an early stage commercially. Business models that promote innovation will be taken into consideration.
- **Financial plan** Figures for the last two fiscal years should be provided, or since the beginning of their activity if they have been operative for less than two years, as well as a financial projection with consistent assumptions for the next 3 years. Break-even projects or close to break-even will be taken into consideration. Scalability and capacity for growth, whether territorial, customer base, new products, etc., will also be taken into consideration.
- **Team and governance** Companies led by social entrepreneurs, whose project is committed to the medium term. We value diversity and experience in social projects. We will take into consideration companies or projects that promote the significant participation of other stakeholders or actors (for example, employees, NGOs or other specific groups such as women or young people) in the governance and management of the company, and which also have a good team.
- **Creation of strategic alliances** Projects that have – or wish to establish – innovative relationships with foundations, associations or other institutions will be taken into consideration.
- **IT and legal projects** that are technologically independent, have a stable legal structure and a significant focus on regulatory control and compliance will be taken into consideration.
- **Measurable results** Assessment and monitoring of the progress of the project in line with the objectives, impact and profitability indicators established at the outset.

7. THE PROGRAM

The program will take place between the months of February and July of 2022. The main phases or milestones of the program are summarized below:

- **Scouting phase:** On February 23rd of 2022, the call for the program will be made public on the official website of the program. In this space, candidates must complete the form provided by the organization, showing special detail when providing the information required to be part of the edition. This phase closes on March 28th of 2022.
- **Analysis phase:** Between March 29th and April 1st, a team of experts in the field of entrepreneurship formed by the Basque Culinary Center and Impact Hub Madrid, will analyze in detail each of the applications received and will draw up a list with the selected projects and a list of projects on the waiting list.
- **Candidate communication phase:** On April 8th, the organization will contact the selected entrepreneurs to tell them that they have been selected, for which bootcamp, the exact dates, the award, and the information and material needed to go further. The selected entrepreneurs will have up to 72 hours to confirm to the organization the acceptance of their award and their participation in the bootcamp. If declined, the first on the waiting list will be selected as the finalist project. A total of 12 finalists will be selected: 4 for each of the 3 bootcamps to be held in Madrid, Berlin and Amsterdam respectively.
- **Celebration of bootcamps.** The selected entrepreneurs will have the opportunity to attend two days of face-to-face bootcamps in one of the three locations (Madrid, Amsterdam or Berlin). The bootcamps will take place on May 5th-6th in Berlin, May 16th-17th in Amsterdam and May 26th-27th in Madrid. In these meetings we will gather different agents of the entrepreneurial ecosystem and the gastronomy and technology sector who will accompany the entrepreneurs in some work dynamics on their business models. During the second day we will celebrate, in each location, an entrepreneurs pitch day, in which a winning project will be selected for each stop. The selected entrepreneurs will be in charge of the travel expenses, diets and stay for their journey.
- **The final:** On July 6th-7th-8th of 2022, the three winners (one for each stop) will attend a face-to-face final at the headquarters of the Basque Culinary Center in San Sebastian-Donostia. The stay will take place over three days in which the organization will develop a series of network activities, assistance with experts and contact with potential investors. To close the milestone, a final pitch day will be held with the three winners, from which the star project of the edition will be selected. The Basque Culinary Center will be in charge of the travel expenses, diet and stay of the 3 selected entrepreneurs.

8. BENEFITS

The entrepreneurs who take part in this edition of the program will obtain the following benefits:

12 selected projects:

- The advanced plan of the GOe Community digital platform, the first digital community within the Gastronomy 360º sector
- All the selected startups will receive the award for a one-month residency at our startup incubator LABe – Digital Gastronomy Lab, located in San Sebastián

And depending on the city where you win:

Madrid:

- 6 months of Connect Digital Membership with Impact Hub Madrid
- 6 months of “Flex” Membership in one of Impact Hub’s coworking spaces in Madrid

Amsterdam:

- 3 months of digital membership with face-to-face events at Impact Hub Amsterdam

Berlin:

- 1 month of Connect Digital Membership with Impact Hub Berlin

3 winners (one from each stop):

- Bonus of 20 hours for research projects at BCC Innovation, the Gastronomy technology center of the Basque Culinary Center.

Winner of the final in Donosti:

- Extra Bonus of 20 hours for the winning startup

Other benefits:

- Access to a network of world-class corporate partners, R&D Centers, Mentors and Investors
- Investment opportunities: "Family, Food & Friends" Investment Club
- Public support from the BCC a leading and recognized brand worldwide in the gastronomic field: we are the first centre for gastronomic talent and leaders in sensory innovation in food
- Access to the largest pool of international talent in gastronomic sciences thanks to the faculty and university
- Assistance landing in the local ecosystem, a territory with a tradition, experience and excellence in the gastronomic sector: 23 Restaurants with Michelin Star and 5 among the 50 Best

9. DOCUMENTATION TO BE SUBMITTED

Entities applying must submit the following documentation:

- The **completed participation** form, which must include:
 - ✓ The name of the project
 - ✓ The person heading the project, their position and contact details
 - ✓ The city where the participant would like to apply (and therefore do the bootcamp)
 - ✓ Summary of the project
 - General information about the company
 - Description of the product/service

- Business model
- Customers
- Competitors
- Projection
- Financing
- Revenues
- Team and Governance

10. GENERAL PROVISIONS

- Participation in the management and development of the financed project by persons linked to the Basque Culinary Center or any local Impact Hub in no way constitutes a labour relationship.
- The Basque Culinary Center or any local Impact Hub are not responsible for any claims or adverse consequences that may arise directly or indirectly during the execution of the project, and it may take the appropriate legal action should it be affected by them.
- Nothing in these rules authorizes the use of the trademarks or logos of the Basque Culinary Center or any of the local Impact Hub by the companies chosen without a prior approval by the parties.
- Participation in this program means that applicants expressly authorize, without any consideration whatsoever, that the Basque Culinary Center or any Impact Hub may disseminate in any internal or external media the name of the companies that have applied as well as their main collaborators, even before they have been formally approved.
- Confidentiality: Basque Culinary Center or any Impact Hub undertakes not to disclose the information provided that has been expressly specified as confidential by participants in this Call for Proposals.
- Data protection: All data provided by applicants that is derived from their participation in this call will be managed for the sole purpose of carrying out said call. Participants must state their express consent to its use. The Basque Culinary Center or any Impact Hub will be responsible for the submitted data for the duration of the call and will be legally responsible for the data up to the end of the limitation period.