

RULES OF PARTICIPATION - 2021 VENTURE BUILDER PROGRAM

1. ABOUT XARTEC SALUT

Xartec Salut (Xarxa de Tecnologies de la Salut) is a project led and managed by CREB UPC that is made up of 47 research groups from Catalonia that belong to 17 different institutions (universities, hospitals and technology centres). It aims to be a catalyst for R&D&I in the field of Health Technologies in Catalonia, promoting the exchange of knowledge and the transfer of technology between research groups, institutions, hospitals and companies. In addition, it aims to create and boost new innovative start-ups, offering more efficient tools for technology transfer with greater economic and social impact.

2. SCOPE OF THE PROGRAM

The objective of Xartec Salut 2021 Venture Builder Program is to support and accelerate the technology transfer of health technologies through Spin-offs born within the network. It aims to be a **catalizer** for accelerating the creation of new companies in the health tech sector, enhancing their long-term survival and maximizing their impact in the market, by providing specific resources and support.

The Venture Builder Program offers **optional support** at no cost to the research groups aiming to launch new Spin-offs in health tech. The support activities will be developed if requested and agreed with research group representatives and with no strings attached.

It is expected that the Venture Builder Program will be an **annual** initiative, in which the most promising health tech projects will be accompanied in their way to becoming a Spin-off.

Through this First Call for the venture builder program, Xartec Salut network will select **up to 10 projects** that will be supported during 2021.

3. 2021 VENTURE BUILDER PROGRAM

The Venture Builder Program is an **individual** support tool built to address specific needs of the health tech projects that are in the process of becoming Spin-offs from their institutions.

The support program will be developed within the **year 2021** and will cover some aspects that are considered critical to the success of new venture, namely:

- **Training, coaching and capacity building** for the leader of the project joining full time to the Spin-Off. The sessions will be **short, specific and aligned** to the real needs of the project leaders, both from a personal and professional scope.

The areas to be covered will include transversal topics (leadership, entrepreneurship, communication skills, business development, etc...), and others fairly related to their new roles (finance, management, team building & HR, legal, among others).

The main goal of the sessions will be to share experience and best practices in order to avoid future issues and give strategic insights on those aspects critical to the success of the venture.

- **Legal support** by top class professionals during the Spin-off creation process. Legal support will include, among others: support in the licensing agreement process, incorporation of the company, compatibility of the founders, Shareholders agreements, etc.
- **Support** in the **team building** process. Human resources is known to be one of the most critical aspects for successful technology commercialization through Spin-off in the health tech sector. For that reason, an ambitious set of tools will be provided to the project, in order to support in the envisioning and implementation of the ideal human resources strategy:
 - Support in the **scouting** of health technological profiles and other complementary ones (such as specialists in project management, finance, business, etc.).
 - Support in the envisioning and planning of the ideal **Advisory board / Scientific Advisory board**.
 - Scouting and incorporation to the project of an **international strategic mentor** (advisory board-like profile) for the **year 2021** with a pre-agreed set of meetings and involvement in the project.
- **Support** in the Business plan development and financing strategy through specialized suppliers.
- **Pitch sessions** with local and international specialized **VC investors**, if requested.

Each team will receive a support program in some of the above mentioned areas to cope with its specific project's needs. The **global budget** for the 2021 Venture Builder activities and services that will be provided by Xartec salut is **130.000€**.

The budget will be allocated among the participants based both on their **needs** and the **potential** of the project that will be assessed during the evaluation process.

The Venture Builder Program

Annual initiative: 10 projects/year
Global budget: 130.000€ in 2021

Aim: to support and accelerate the technology transfer through Spin-offs born within the network.

Eligibility criteria: projects from the Xartec Salut Network focused on Healthtech that are going to Spin-off in 2021.

Submission of applications: from 22/03/2021 to **08/04/2021**

To apply send Form to:
xartec.salut.creb@upc.edu

Team building, profile scouting, AB & SAB definition, international mentorship

Training, coaching & capacity building for the Spin-off CEO

Legal support by top class professionals for the Spin-off incorporation

Specialized support to develop the Business Plan and Financing Strategy

Pitch sessions with local and international Venture Capital investors

4. ELIGIBILITY

2021 Venture Builder program is open for projects from the Xartec Salut network that are going to become Spin-offs during 2021.

The projects presented must meet the following criteria:

1. The **technologies** developed must have their application in the **Health field**.
2. The head of the research group or the principal investigator that is the representative at Xartec Salut **must authorize** the presentation of the technology to this call.
3. Each research group can present a maximum of **two projects** to this call.

5. APPLICATION PROCESS

Submission of applications will open on **22/03/2021** and will close on **8/04/2021** (both inclusive).

Applications will be conducted through the duly submission of the form provided to xartec.salut.creb@upc.edu. Applications that do not include the required information will not be considered eligible. However, it is not expected that the

projects already count with extensive documentation at this point, and limited estimations or draft information may be included in the form.

The application form should contain the following information:

- Identification of project needs
- Description of the project
- Stage of the development of technology
- Ownership of the asset(s)
- IP strategy
- Potential market and competitive advantages
- Development plan & budget
- Team involved in the project and in the future Spin-Off
- Funding strategy
- Social and economic impact of the project

Applications must be submitted in **English**. No applications will be accepted after the deadline. However, Xartec Salut reserves the right to extend the deadline, communicating this change appropriately to the groups' representatives.

6. EVALUATION AND SELECTION

Evaluation process will be composed of two sequential stages starting as soon as the application process closes:

- **Stage 1 - Verification of eligibility (9/04/21 - 13/04/21)**

Every project must comply with all the eligibility criteria described under section 4.

If some critical information is missing due to administrative or human error, Xartec Salut will contact the representative of the project in order to correct the information that would have to be provided before 14/04/21.

- **Stage 2: Assessment of the applications (14/04/21 - 20/04/21).**

Xartec Salut is looking to support “*ready to Spin-off*” projects with **high impact**, adjusted to probability of success both from **economic** and **social** point of view and with a strong technological and innovation profile.

In order to select those projects, each of them will be evaluated by Xartec salut following the criteria and weights set out below:

- **20%** Market potential
- **20%** Innovation & novelty
- **15%** Level of development & time to market
- **15%** Sustainable competitive advantages & IP
- **15%** Team
- **15%** Social impact

After the evaluation process is completed, Xartec salut will determine the projects that will enter into the 2021 Venture Builder Program. It is expected to communicate with the groups' representatives on **22/04/21**.

The support program will kick off in May **2021**.

7. CONFIDENTIALITY

All the information shared by the research groups in the framework of this call for projects will be treated as confidential information to what is stated at the Agreement signed by the entities pertaining to Xartec salut ("Acord de Xarxa").