

SWITCH2PRODUCT REGULATIONS 2022

- XIV edition -

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1 About S2P

Switch2Product (hereinafter also referred to as “S2P” or the “Initiative”) is the Innovation Program set up to promote the results of research activities and foster an entrepreneurial culture, encouraging and supporting the creation of innovative start-ups.

S2P is organized by PoliHub S.c.a.r.l. Società Benefit, the Innovation Park & Startup Accelerator of the Politecnico di Milano (hereinafter also "PoliHub"), the Technology Transfer Office of the Politecnico di Milano (hereinafter also "TTO") and Officine Innovazione of Deloitte Italia.

The Program is aimed at teams wishing to accelerate the technological and market validation of their projects in order to maximise their value and bring their start-ups to fruition.

The selected projects will be able to obtain:

- Access to a 6 (six) week pre-acceleration program that provides the fundamental knowledge to clearly describe one's project and identify possible market outlets;
- Access to a 4 (four) month acceleration course that provides participants with the basic skills to start a business and the methodologies to market validate their solution;
- A financial allocation of 30,000 euros (hereafter "Grant S2P") made available by the TTO of the Politecnico di Milano, dedicated to the funding of technology development and validation activities, which focuses on advancing the Innovative Solution on the TRL (Technology Readiness Level) scale, from the lower levels (2-3), typical of the laboratory context, towards higher levels (4-7), thus progressing from an idea to a working prototype, and then up to the industrial scale;
- A financial allocation of up to 30,000 euros (hereafter "Special Grant") made available by other companies and partner organizations (hereafter "Initiative Partners");
- Vouchers for the purchase of professional and technological services provided by partner companies and sponsors of the Initiative;
- Access to a network of mentors, industry experts and companies to validate their solutions;
- Access to meetings with investors belonging to the PoliHub network.

All terms and conditions for participation in the Initiative are governed by this document (hereinafter also the “Regulations”).

2 Admission Criteria

In order to be admitted to S2P, it is required that at least one member of the Applicant Team belongs to the Politecnico di Milano or to one of the participating Research Partners; he or she must therefore meet at least one of the following criteria:

- Being an alumnus or student enrolled (three-year degree, master's degree, I and II level) at the Politecnico di Milano, Polimi Graduate School of Management (Master, MBA or EMBA) or POLI.DESIGN;
- Be a PhD student, researcher (including scholarship holders and research fellows), adjunct professor or professor at the Politecnico di Milano;
- Being an alumnus or student enrolled at other S2P-affiliated universities and/or research organizations.

The team must consist of at least two people (individual applications will not be considered).

In the case of applications from incorporated companies, it is required that at least one of the partners in the corporate structure meets the admission criteria described above.

All applicants, at the time of registration, must be of legal age and, in the case of non-EU citizens, in possession of a valid residence permit.

3 What we are looking for

New business ideas, innovative solutions, new technologies and original scientific inventions that, by means of an advanced technology transfer pathway, can be enhanced through the creation of new start-ups/spin-offs.

S2P intends to reward and support the best innovative projects both in the Deep Tech sectors (AI, Data Science, Machine learning; Cybersecurity; Blockchain; Photonics; Electronics, IoT, Sensors; Advanced Materials; Robotics & Automation; Drones & Aerospace; Quantum Computing; Biotech & Healthcare; AR & VR), and in other High Tech and digital innovation sectors.

S2P has set up four categories, divided into sub-categories, to submit applications:

3.1 Health&Med Tech:

We are looking for technologies, products or ideas that harness applications of knowledge and skills organized in the form of devices, medicines, vaccines, procedures and systems developed to solve a health problem and improve the quality of life.

3.2 Climate Tech & Circular Economy:

We are looking for any type of technology, product or business idea that mitigates the impact and increase of global greenhouse gas emissions (i.e. Climate Tech) or that increases the performance, productivity and/or efficiency of production while minimising its negative impacts on the environment (i.e. Cleantech), harnesses or utilises energy generated from natural resources such as sunlight, wind or water (i.e. Green Energy) or is based on the principle of avoiding waste and pollution, keeping products and materials in use, and regenerating natural systems (i.e. Circular Economy).

3.3 Industries Transformation:

We are looking for any type of technology, product or business idea that implements advanced production techniques to communicate, analyse and use information to drive further action in production, the movement of goods and people, and the facilitation of information exchange.

3.4 New ways of working and living:

We are looking for any type of technology, product or business idea that brings about cultural, organizational, social, creative and managerial changes and that incorporates the application of digital technology in all aspects of human society.

4 How to participate and stages of the selection program

Participation in S2P is free of charge.

You can submit your project by filling in an online form, available at www.s2p.it, no later than **15 July, 2022, 11:59 pm CEST**. (<https://applications.s2p.it/en/login>).

By 19 September 2022: evaluation and selection of projects approved for the S2P pathway

By 19 September 2022, the Technical Selection Committee shall identify up to 90 (ninety) projects (hereinafter referred to as "*Selected Projects*"), following an evaluation of the information provided and interviews with the applicants.

Selected Projects will be invited to participate in the "*Idea Development & Pitch*" workshop scheduled for **22 September 2022**.

3-6 October 2022: evaluation and selection of projects approved for pre-acceleration.

The Selected Projects through to the next phase will be selected from 3 to 6 October 2022, with the Applicant Teams presenting their projects before an **Institutional Jury**, in compliance with the

confidentiality policy concerning the information submitted.

From 17 October to 25 November 2022: Pre-Acceleration Program/ Innovation Boost Program

Projects selected for this stage will take part in a 6 week pre-acceleration program that provides the fundamental knowledge to clearly describe one's project and identify possible market outlets.

28 and 29 November 2022: evaluation and selection of finalist projects

On 28 and 29 November 2022, all Applicant Teams through to this stage will present their projects to the Institutional Jury, which will select up to a **maximum of 25 (twenty-five)** Finalist Projects.

The concluding presentation sessions will be organized privately and in such a way as to ensure that the confidentiality of the information disclosed is maintained.

Using the feedback gathered throughout the process, the Institutional Jury, with the collaboration of partner companies and sponsors, will help identify the Winning Projects to which the Grants will be awarded. At the same time as the Institutional Jury, PoliHub, after further discussion with the Applicant Teams of the Finalist Projects, will assess which of them may be invited to participate in the acceleration program (hereinafter "Accelerated Projects"), after which they may be considered for possible development support services provided by the Initiative partners or for an incubation pathway at PoliHub.

The Winning Projects will be announced **by 16 December 2022** at an event open to the public and the press.

Acceleration program

As of January 2023, projects that PoliHub has invited to participate in the 4-month acceleration program organized by PoliHub will be able to enrol by accepting the conditions set out in these specifications.

Initiative activities and events may be carried out in person or remotely, in accordance with the applicable Covid-19 rules. Any changes to the stages described below will be communicated in good time during the program itself.

5 Types of Grant

The grants, i.e. financial contributions to development, consist of the payment of 30,000 euro; they

will be provided by the Politecnico di Milano and the Initiative Partners and will be defined as follows:

1. **S2P Grant**, provided by the Technology Transfer Office (TTO) of the Politecnico di Milano and intended only for projects submitted by professors, researchers, PhD students and students belonging to the Politecnico di Milano who have an existing working relationship with the University.
2. **Special Grants**, provided by Initiative Partners and intended for any participant who meets the admission criteria.

Grants are neither exchangeable nor convertible, as participants may not request their exchange in any form whatsoever.

This initiative falls within the exclusion cases referred to in art. 6, letter a) of Italian Presidential Decree No 430/2001.

5.1 S2P Grant

At the end of the selection process, the Winning Projects will have access to an amount, made available by the Technology Transfer Office (TTO) of the Politecnico di Milano, equal to 30,000 euros for the 2022 edition and to be spent within 12 months of the assignment.

The relationship between the Politecnico and the Winning Projects will be mediated according to the following rules:

- S2P Grants will be awarded to Applicant Teams composed of at least one member with an existing relationship with the Politecnico di Milano (lecturer, permanent researcher or contract researcher) and the amount will be provided by the Technology Transfer Office (TTO) of the Politecnico di Milano, which will make it available to the winners according to a schedule agreed upon with the TTO.
- In the event that the Applicant Team consists exclusively of students and there are no existing relations with the Politecnico, the S2P Grant shall be paid, net of the applicable tax deductions by law, directly to the beneficiaries and its use shall be restricted to the sole purposes of the competition described below. In this case, the S2P grants will be paid out no later than **4 (four) months after** the beneficiary is announced and no later than 4 months after the acceptance of the grant.
- The S2P Grant is restricted to use for competition purposes only, based on specific development plans shared with the Technology Transfer Office (TTO) and PoliHub;
- These plans may include expenses for:
 - support in the development/validation of technology or innovation beyond the laboratory setting, i.e. increase in TRL;
 - creation of prototypes and Proof of Concept (POC);

- experimental tests/field trials;
 - purchase of materials, services and external specialist consultancy;
 - Recruitment of staff, whether employed or not, dedicated to the project.
- The awarding of the S2P Grant is conditional upon naming Politecnico di Milano as the owner of the innovative idea, which, without prejudice to the moral rights of the authors, shall ensure its protection through the forms envisaged by the Politecnico di Milano Industrial Property Regulations. In addition to the S2P Grant, the Politecnico di Milano will bear the costs of filing the patent applications.
 - In line with the Industrial Property Regulations of the Politecnico di Milano, the University shall pay the inventors of the protected ideas in which the S2P Grant is invested 60% (sixty per cent) of all proceeds arising from exploitation operations (licensing) net of deductions and compensation for expenses incurred in filing the patent.
 - In the case of Applicant Teams consisting of persons belonging both to Politecnico di Milano and to the Research Partners, the intellectual property shall be protected and valued according to the shares of ownership. The S2P Grant will be paid out by the entities involved according to their share of ownership, subject to verification of the use of the Grant for S2P purposes.
 - For Applicant Teams which envisage the involvement of partners external to Politecnico di Milano and/or Research Partners, who are co-owners of the invention, and therefore of the patent, the S2P Grant shall be awarded only on condition that the co-owners accept the possibility for Politecnico to be reimbursed the value of the S2P Grant from the proceeds deriving from the exploitation of the patent.
 - It is understood that, in the case of innovations that have already been patented, or are protected by other forms (software and/or copyright), S2P Grants may only be awarded on projects relating to innovations owned or co-owned by Politecnico di Milano.
 - S2P Grants can be combined both with access to the acceleration program and with Special Grants made available by Initiative Partners (see 5.2).
 - If it is verified ex post that the requirements for the Grant are not met, the Grant will not be paid out.
 - Please note that access to the S2P Grant provided by the Technology Transfer Office (TTO) of the Politecnico di Milano is not an obligation for the Applicant Teams, but a matter of their own discretion.
 - The payment of the S2P Grant is subject to team members signing the “S2P GRANT ACCEPTANCE FORM”.

The awarding of these Grants will be decided, with the help of the Institutional Jury, at the sole discretion of the Technology Transfer Office (TTO).

Research Partners may similarly make available a specific amount for the funding of grants pertaining

to their own organization and governed by similar provisions.

5.2 Special Grants

Projects that capture the themes of strategic interest proposed by the Initiative Partners, and that are selected by them, will have access to additional development support services.

The value of the Special Grants for the 2022 edition may amount up to 30,000 euros (thirty thousand), with a total value of the award to be defined on the basis of the allocation decided by the Partners themselves.

The relationship between the Partners and the Winning Projects will be mediated according to the following rules:

- The Initiative Partners are represented in the Institutional Jury with one or more contact persons who will sign confidentiality agreements to guarantee the confidentiality of the projects;
- If the beneficiaries have an existing relationship with the Politecnico di Milano, the Special Grant will be transferred by the Partner to the Politecnico di Milano and administered by the Technology Transfer Office (TTO) on behalf of the Applicant Team;
- If the beneficiaries do not have an existing relationship with Politecnico di Milano (by way of example, students, Polimi Graduate School of Management students, Poli.Design students and alumni) the Special Grant will be paid out as follows:
 - It will be paid, net of applicable statutory tax deductions, directly to the beneficiary natural persons or to the newly incorporated company within and no later than 12 (twelve) months from the award and/or acceptance of the grant;
 - The legal entity must take the form of a corporation (S.r.l. - limited liability company - or S.p.a. - joint stock company) and must have at least one operational unit on that date;
 - One of the founding partners of this newly established company must be at least one person from the Politecnico di Milano or one of the Research Partners participating in the Initiative;
 - The payment of the grant is also subject to the submission to PoliHub of the company title deed and current account heading by the end of the 12th month following the award and/or acceptance of the grant.
- The Special Grant is intended to cover expenses related to the technological and business advancement of the project (e.g. POC implementation, TRL increase, technology validation, possible hiring of dedicated project staff) towards the establishment of a start-up, based on specific development plans agreed with both Participating Teams and Partners.
- The intellectual property of the projects that have a relationship with the Politecnico di Milano (professors and researchers) will be registered in its name; any licensing or

assignment agreements will be negotiated at the end of the acceleration program with the Initiative Partners;

- The intellectual property of projects that do not have a relationship with the Politecnico di Milano (students and alumni) will be registered in the name of the applicants themselves;
- During the acceleration process, the Initiative Partners will be facilitated in interacting with the accelerated and awarded Applicant Teams in order to develop collaborations and joint technology or business development activities;
- In order to access the Special Grants provided by the Initiative Partners, the Applicant Teams pledge as of now not to negotiate agreements or collaborate with competitor companies of each Partner for the duration of the S2P acceleration program.

6 Accelerated Projects

During the announcement of the Winning Projects, Accelerated Projects will be identified and invited to participate in a 4-month acceleration pathway organized by PoliHub.

The goal of the acceleration pathway is entrepreneurial and technological development through a project growth plan aimed at consolidating the Applicant Team, defining the market, prototyping and product development, defining the business model, defining the entrepreneurial and technical development roadmap, accessing financing, etc.

Access to the acceleration program is independent of and unrelated to the awarding of grants under point 5.

It should also be noted that the invitation to participate in the acceleration pathway will be decided, with the help of the Institutional Jury, at the sole discretion of PoliHub.

Access to the acceleration program for Invited Projects will be subject to the signing of an agreement with PoliHub aimed at acknowledging the contribution offered by PoliHub in supporting the project and the Applicant Teams in the various stages of growth, from the start of the acceleration pathway to the establishment of the company and raising of capital.

Following the acceleration pathway, some of the Accelerated Projects may receive further support from the Initiative's partners and sponsors, either through the provision of technological and/or professional services, or by means of further financial contributions, or be included in an incubation process at PoliHub.

Furthermore, Initiative Partners will be able to make specific acceleration pathways available to Accelerated Projects in combination with the one developed by PoliHub, during which training activities on specific areas of interest, corporate mentorship, in-company POC development, etc. can be organized, for example, with the aim of further enhancing the potential offered by Initiative

Partners for Accelerated Projects.

Access to the acceleration program is neither exchangeable nor convertible, as participants may not request its exchange in any form whatsoever.

7 Assessment Bodies

The project selection and evaluation phase will be entrusted to a Technical Selection Committee made up of the Technology Transfer Office (TTO) of Politecnico di Milano, PoliHub and representatives of Politecnico di Milano and Officine Innovazione of Deloitte Italia.

The Finalist and Winning Projects will be selected at private meetings by an Institutional Jury, consisting of representatives of the Initiative Partners and various experts from the worlds of industry, venture capital and intellectual property protection, who will assess the participants' projects independently and at their own discretion for the purpose of awarding the development grants.

The work of the Institutional Jury, which will operate on the basis of its expertise, is confidential and its decisions to identify the winners of the award categories are final.

The criteria used to evaluate projects are:

- Originality and innovativeness of the proposals
- Technical and economic feasibility of the proposals
- Target market potential
- Technical and business skills in the Applicant Team
- Quality and completeness of documentation

The Participants expressly agree and declare that they do not object to the composition of the Institutional Jury and the Technical Selection Committee, the decision-making process or the decision taken by these bodies on a discretionary basis at any stage and which must be considered unchallengeable.

8 Confidentiality Guarantee

Both at the project gathering stage and at the time of evaluation, the members of the Technical Selection Committee and the Institutional Jury act in good faith, respecting the confidentiality of information provided by participants and good professional practice. All documentation submitted to participate in S2P remains the property of the authors, who may protect their inventions and ideas in the forms permitted by law. PoliHub, the TTO and Officine Innovazione of Deloitte Italia together

with the Technical Selection Committee and the Institutional Jury shall in no way be liable for the protection of the relevant copyright or invention rights.

Material submitted for participation in S2P will not be returned and all information contained therein will be treated in strict confidence.

The Organizers, the Technical Selection Committee and the Institutional Jury are exonerated from all liability for any disputes that may arise concerning the originality and authorship of the project, parts of the project or any limitations on the project by third parties.

9 Participants' Obligations

By submitting their application and the documents required for participation in the evaluation process, participants declare that the information provided is true and that any decision made by the Technical Selection Committee will be unconditionally accepted.

Applications can be prepared in Italian or English.

Any missing information may result in exclusion from the evaluation process, with no possibility of appeal.

In the event of false declarations, this will result in exclusion from the selection process, the revocation of any services offered, and the return of development grants and services paid.

10 Limitation of Liability

In view of the procedures for participation in S2P, the Organizers accept no responsibility for any technical, hardware or software malfunctions, interruptions in network connections, failed, incorrect, inaccurate, incomplete, illegible, damaged, lost, delayed, misdirected or intercepted user registrations, or for participant registrations that for any reason are not received, electronic or other communications that are delayed, or for other technical problems related to the registration and uploading of content within this Initiative.

11 Guarantees and indemnities

S2P participants ensure that the content submitted:

- does not contain material that infringes the rights, positions or claims of third parties (with reference to copyright and industrial property law and other applicable laws or regulations);
- does not contain material that is unlawful, prohibited by law or contrary to these

specifications;

- can be freely and legitimately used in compliance with the provisions of these regulations insofar as the participant is the owner of the utilisation rights of the same, or insofar as he/she has acquired the use of the same from all the parties entitled thereto, having fully complied with and/or satisfied the rights, also of an economic nature, due to the authors of the content and/or works from which such content is derived and/or extracted, or to other parties entitled thereto, or due for the utilisation of connected rights pursuant to the law.

Those taking part in S2P declare that they are aware that they are solely and exclusively responsible, including under criminal law, for the contents of the projects submitted for the purpose of participating in the Initiative governed by these regulations, and that they hereby release the Organizers from any third party claims.

The members of the Jury are exonerated from all liability for any disputes that may arise concerning the originality and authorship of the work, parts of the work or any limitations on the work itself by third parties.

12 Processing of personal data

The notice pursuant to Article 14 of Regulation (EU) 2016/679 is available on the website <https://www.polihub.it/it/>