

SWITCH2PRODUCT REGULATIONS

2023/2024

- XV edition -

Table of contents

1	About S2P.....	2
2	Admission Criteria.....	3
3	What are we looking for	3
3.1	Health&Med Tech:.....	4
3.2	Climate Tech & Circular Economy:.....	4
3.3	Industries Transformation:	4
3.4	New ways of working and living:	4
4	How to participate and stages of the selection process.....	4
5	Types of Grants	6
5.1	S2P Grants.....	6
5.2	Special Grants	8
6	Accelerated Projects	9
7	Assessment Bodies.....	10
8	Confidentiality Guarantee	10
9	Participants' Obligations	11
10	Limitation of Liability	11
11	Guarantees and indemnities.....	11
12	Privacy policy	12

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, to maximize 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 (hereinafter, “S2P Grant”) 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 (hereinafter, "Special Grant") made available by other companies and partner organizations (hereinafter, "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; this member must therefore meet at least one of the following criteria:

- Being an alumnus or student enrolled (bachelor's degree, master's degree, 1st and 2nd level specializing masters) at the Politecnico di Milano, Polimi Graduate School of Management (Specializing master, MBA or EMBA) or POLI.DESIGN.
- Being 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 at least one of 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 are we looking for

We are looking for:

- **Technology Innovation**, namely innovation proposals, new technologies or devices which are the result of research in engineering, architecture, and design that can be implemented industrially or commercially and can be protected with patents, utility models, designs, or models. Either unpatented or already-patented innovations can be entered into the program.

and/or

- **Business Innovation**, namely new business ideas leveraging high-tech products and/or services as an entrepreneurial project or already-established start-ups.

S2P intends to reward and support the best innovative projects, both in the Deep Tech industry (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 industries.

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

3.1 Health&Med Tech:

Technologies, products, or ideas that translate applications of knowledge and skills into devices, medicines, vaccines, procedures, and systems developed to solve a medical condition and improve the quality of life.

3.2 Climate Tech & Circular Economy:

Any type of technology, product or business idea that mitigates the impact and the increase of global greenhouse gas emissions (i.e. Climate Tech) or that increases the performance, productivity and/or efficiency of production while minimizing its negative impacts on the environment (i.e. Cleantech), that harnesses or uses energy generated from natural resources (i.e. Green Energy) or that 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:

Any type of technology, product or business idea that implements advanced production techniques to communicate, analyze and use information to drive further action in industrial production, movement of goods and people, and facilitation of information exchange.

3.4 New ways of working and living:

Any type of technology, product or business idea that brings about cultural, organizational, social, creative, and managerial change and that incorporates the application of digital technology in all aspects of human society.

4 How to participate and the stages of the selection process

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 **July 7, 2023, 11:59 pm CEST**. (<https://applications.s2p.it/en/login>).

By September 19, 2023: evaluation and selection of projects approved for the S2P program.

By September 19, 2023, the Technical Selection Committee shall identify up to 90 (ninety) projects (hereinafter referred to as "*Selected Projects*") after evaluating the information provided and interviewing the applicants.

Selected Projects will be invited to participate in the "*Idea Development & Pitch*" workshop scheduled

for **September 22, 2023**.

October 3-6, 2023: evaluation and selection of projects approved for pre-acceleration.

The Selected Projects that will be admitted to the next phase will be selected from October 3 to 6, 2023, with the Applicant Teams pitching their projects before an **Institutional Jury**, in compliance with the confidentiality policy on information submitted.

From October 16 to November 24, 2023: 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.

November 28 and 29, 2023: evaluation and selection of finalist projects

On November 28 and 29, 2023, all Applicant Teams admitted to this stage will pitch their projects to the Institutional Jury, which will select up to a **maximum of 25 (twenty-five)** Finalist Projects.

The final pitch sessions will be held 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 contribution of partner companies and sponsors, will help identify the Winning Projects which will be awarded the Grant. At the same time, PoliHub will assess which of the Applicant Teams of the Finalist Projects 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 program at PoliHub.

The Winning Projects will be announced **by December 16, 2023**, at an event open to the public and the press.

Acceleration program

As of January 2024, projects invited by PoliHub to participate in the 4-month acceleration program organized by PoliHub will be able to enroll by accepting the conditions set out in these specifications.

Initiative activities and events will be carried out in person and remotely according to what the program agenda will specify. Any changes to the stages described below will be notified promptly during the program itself.

5 Types of Grants

The grants, i.e., financial contributions to development, consist in the payment of 30,000 euro (thirty thousand); they will be provided by the Politecnico di Milano and the Initiative Partners and will be categorized as follows:

1. **S2P Grants**, 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 work 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 the Italian Presidential Decree No. 430/2001.

5.1 S2P Grants

At the end of the selection process, the Winning Projects will have access to a sum, made available by the Technology Transfer Office (TTO) of the Politecnico di Milano, of 30,000 euros for the 2023 edition and to be spent within 12 months after being granted.

The relationship between the Politecnico and the Winning Projects will be governed by 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 applicable tax withholding 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 within **4 (four) months after** the beneficiary is announced and no later than 4 months after the beneficiary has accepted the grant.
- The S2P Grant shall be strictly used for competition purposes only, based on specific development plans shared with the Technology Transfer Office (TTO) and PoliHub.

- These plans may include expenses for:
 - recruitment of staff, whether employed or not, dedicated to the project.
 - support in the development/validation of technology or innovation beyond the laboratory setting, i.e., increase in TRL.
 - creation of prototypes and Proofs of Concept (POC).
 - experimental tests/field trials.
 - purchase of materials, services, and external specialist consultancy.

- The awarding of the S2P Grant is conditional upon naming the 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 tax withholding and compensation for expenses incurred in filing the patent.
- In the case of Applicant Teams consisting of persons belonging both to the Politecnico di Milano and to the Research Partners, the intellectual property shall be protected and exploited 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 with partners that do not belong to the 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 the 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 the 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 each Special Grant for the 2023 edition may amount 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 governed by 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 managed by the Technology Transfer Office (TTO) on behalf of the Applicant Team.
- If the beneficiaries do not have an existing relationship with the 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 tax withholding by law, directly to the beneficiaries - natural persons - or to the newly incorporated company no later than 12 (twelve) months after awarding and/or accepting 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.
 - At least one of the founding partners of this newly established company must be from the Politecnico di Milano or from one of the Research Partners participating in the Initiative.
 - The Company Registration Report and bank account title must be submitted to PoliHub by the end of the 12th month after being awarded and/or accepting the grant.
- The Special Grant is intended to cover expenses for 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 upon 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 the name of the Politecnico; any licensing or transfer 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 to develop partnerships 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 Partners' competitors 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 process organized by PoliHub.

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

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

Also note that the invitation to participate in the acceleration process will be decided, with the help of the Institutional Jury, at the sole discretion of PoliHub.

Access to the acceleration program for Invited Projects is completely free of charge and 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 their various stages of growth, from the start of the acceleration process to the establishment of the company and raising of capital.

After the acceleration process, some Accelerated Projects may receive further support from the Initiative's partners and sponsors, either with technological and/or professional services, or with further financial contributions, or be included in an incubation process at PoliHub.

Also, Initiative Partners will be able to make specific acceleration processes 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 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 the Politecnico di Milano, PoliHub and representatives of the Politecnico di Milano and Officine Innovazione of Deloitte Italia.

The Finalist and Winning Projects will be selected in private meetings by an Institutional Jury, consisting of Initiative Partners representatives 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 based on its expertise, is confidential, and its nominations of the winners for each award category are final.

The criteria used to evaluate projects are:

- How original and innovative the proposals are.
- Technical and economic feasibility of the proposals.
- Target market potential.
- Technical and business skills in the Applicant Team.
- Quality and completeness of documentation.
- Compatibility with program goals.

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

8 Confidentiality Guarantee

Both when gathering projects and evaluating them, 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 is the property of its authors, who may protect their inventions and ideas in the forms permitted by law. PoliHub, the TTO and Officine Innovazione of Deloitte Italia along with the Technical Selection Committee and the Institutional Jury shall in no way be liable for the protection of relevant copyright or patents.

The material submitted for participation in S2P will not be returned and the confidentiality of all information contained therein will be strictly guaranteed.

The Organizers, the Technical Selection Committee and the Institutional Jury are relieved 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.

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

10 Limitation of Liability

Given the procedures to participate in S2P, the Organizers decline any 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, for delayed electronic or other types of notifications, or for other technical issues 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 in contrast with these specifications.
- can be freely and legitimately used in compliance with these regulations because the participant is the owner of the rights of use of the content because they have acquired the use of the content from all the parties entitled thereto, having fully complied with and/or satisfied the rights, also economic rights, 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 use of related 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.

Members of the Jury are relieved 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 by third parties.

12 Privacy policy

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