

# CALL4STARTUPS: TECH 4 AGRIFOOD

## RULES FOR PARTICIPATION

### Article 1. Purpose

Le Village by CA Milano, the accelerator of the Crédit Agricole Group, is looking for startups and SMEs **on behalf of a worldwide leading company in the construction of automatic machinery for Agrifood** that aims to improve its efficiency and processes and to innovate its range of products and services.

Le Village is looking for innovative solutions in the following fields: **AI, Computer Vision, IOT, data science, robotics, industry 4.0** and more generally **mechatronics applied to industrial automation** in the **Agrifood** sector.

The client company is also interested on solutions for **improving sustainability in the industrial production**, with a particular focus on reduction of CO2 emissions, packaging, extension of fruit shelf life, as well as in healthy food and nutritional supplements.

### Article 2. Who we are looking for and the requirements for participation

Our Partner is looking for startups and SMEs operating primarily in the French, Spanish, Polish or Russian market. Our Partner aims to find:

- Innovative companies with which they could build an industrial partnership in order to integrate and improve their activities, for instance by developing new products and/or services, or by making their internal processes more efficient;
- Companies with products/services beneficial and/or complementary to the Company processes or products.

The aim of this call is to find innovative solutions with particular focus on:

- Computer Vision, with the aim of further improving performance in terms of accuracy of fruit analysis, while at the same time increasing speed and reducing errors.
- AI, with focus on machine learning and deep learning: Technical solutions that have been developed for other sectors are also eligible.
- Data Science, with a particular interest for predictive maintenance: any system that collects, cleans and organizes data, in order to turn them into decision drivers.
- IOT solutions with industrial application
- Industry 4.0 solutions, for automated and digitally managed machineries.

- Mechatronics linked to industrial production, not necessarily born for the agri-food sector
- Digital Twins.
- Technological solutions to innovate internal and external logistics, for instance through automatic mobility systems or systems that allow the rationalization of routes, reduce energy consumption and emission of CO<sub>2</sub>.
- Materials that reduce the impacts suffered by vegetables when passing through machineries.
- Solutions that make it possible to reduce CO<sub>2</sub> emissions at the industrial level.
- Solutions aimed at increasing the shelf life of fruit and vegetables, such as:
  - selective methods to eliminate harmful bacteria from the surface of fruit and vegetables and leave the good ones;
  - solutions that make it possible to evaluate the level of ripeness and to predict the shelf life of fruit and vegetables through certain parameters, such as the thermal one;
  - new methods of internal investigation of fruits and vegetables;
  - packaging that extends the life of fruit and vegetables and also reduces the bacterial load;
- Healthy food and nutritional supplements.

### **Characteristics of the applicants:**

**The call is open to all innovative startups and SMEs** registered at the Italian Chamber of Commerce in the special section of the The Enterprises' Register, or equivalent in the case of innovative startups located in other countries. Moreover, **the startups must have a product/service validated by the market.**

**SMEs must have** the following characteristics:

- Less than 250 employees.
- Turnover of less than 50 million or with assets of less than 43 million.
- With at least one **certified financial statement** or prepared by an auditor.
- **Not be registered in** the register of **innovative startups or certified incubators.**
- **Not be listed on a regulated market.**

### **Article 3. What we offer**

The company(ies) with the most suitable solutions for the company's interests will have the opportunity to collaborate with the company for the potential development of an industrial partnership in order to integrate and improve their activities or to create new products / services.

#### **Article 4. How it works and deadline for submitting applications**

The initiative will involve the following phases, with the times indicated below:

- Submission of applications: from mid October 2021 to December 17<sup>th</sup>, 2021 at 11.59 pm.
- Evaluation of applications and Appointment of the chosen company(ies):
  - Applications related to the following fields will be evaluated first and the selected companies will be contacted by January 20<sup>th</sup> 2022: Computer Vision, AI, Machine Learning and Deep Learning, Data Science, Predictive Maintenance, IOT, Industry 4.0, Mechatronics, Digital Twins.
  - Applications related to the following fields will be evaluated at a later stage and the selected companies will **be contacted the by March 18<sup>th</sup> 2022**: Technological solutions to innovate internal and external logistics, Materials that reduce the impacts, Solutions for the reduction of CO2 emissions, Solutions for increasing the shelf life of fruit and vegetables, Healthy food and nutritional supplements.

#### **Article 5. How to apply**

Applications can be submitted in English or Italian by filling in an online application form by 23:59 (CET) of the **17<sup>th</sup> of December 2021**. Participants must apply by filling in the dedicated form published on the website [www.levillagebyca.it](http://www.levillagebyca.it). The application can be completed in Italian or English. The applicants will have to upload a pitch in .pdf or .ppt format with a maximum size of 20MB. The application form can be reached at the following link: <https://levillagebyca.it/it/tech-4-agrifood/>

#### **Article 6. Evaluation of applications**

Applications will be evaluated by the top management of the client company, who will meet the selected startups.

#### **Article 7. Elements subject to evaluation**

The following criteria will drive the startups selection:

- **Team**: experiences, team composition, complementarity and skills.
- **Readiness of the proposed solution**: development phase of the service or technology.
- **Relevant qualifications, technology certifications achieved by the team or by the company**.
- **Economics**: business sustainability, profitability or potential for success and expected returns.
- **Degree of innovation** of the proposed solution.
- **Repeatability and scalability**: the ability of the business to scale.

## Article 8. Protection of privacy and confidentiality

The interested parties, by submitting their application, give their consent to the processing of their personal data. Le Village by CA Milano is the owner of the data collected. The data will be processed in compliance with Article 13 of EU regulation 2016/679 "Code regarding the protection of personal data", the data provided by the participant in this initiative will be processed in accordance with the provisions contained in the Data Protection Code personal, as well as the contents referred to in the privacy policy that the participant accepts at the time of registration. All those involved, in each phase of the activity envisaged by the Partner and even after its conclusion, undertake to ensure the confidentiality of information relating to the ideas and projects presented acquired under the initiative.

## Article 9. Guarantees and Indemnities

### Participants in the "Tech 4 Agrifood" initiative guarantee that the contents sent:

- do not contain illegal material, prohibited by law or contrary to what is indicated in this Call;
- do not contain material in violation of the rights, positions or claims of third parties (with reference to the law on copyright and industrial property and other applicable laws or regulations);
- they are freely and legitimately usable in accordance with the provisions of this Call, as the participant is the owner of the rights of use of the same, or as he has acquired their availability from all those entitled to them, having taken care of the full compliance and / or satisfaction of the rights, also of an economic nature, due to the authors of the contents and / or works from which such contents are derived and / or extracted, or to other subjects entitled to, or due for the use of related rights pursuant to of law. Those who participate in the "Tech 4 Agrifood" initiative declare that they are aware that the responsibilities, including criminal ones, of the contents of the projects delivered, for the purpose of participating in the initiative governed by this Notice, are their sole and exclusive responsibility, indemnifying until from now Le Village by CA Milano from any claim and / or action advanced by any third party claim. Le Village by CA Milano reiterates its extraneousness to any act and behavior carried out during the course of the event by individual participants that constitute a violation of current civil and criminal laws. Participants in the "Tech 4 Agrifood" initiative declare that all guarantees and indemnities referred to in this article are complete, truthful and concretely provided both at the time of application and during the entire initiative.

## Article 10. Acceptance of the Call

Application to the initiative implies the total and unconditional acceptance of this Call, which the participants declare that they have read, understood and accepted.

**Article 11. Updates to the Call**

Any updates relating to this Call or to the terms and methods for submitting applications will be published on the website <https://levillagebyca.it/it/tech-4-agrifood/>

**Article 12. Jurisdiction**

The Court of Milan will be competent for any dispute