

TECH 4 FIRE&SECURITY

The power of innovation – Scaling up Fire & Security Systems

RULES FOR PARTICIPATION

Article 1. Purpose

The Sebino Group is a **market leader in the design, installation and maintenance of integrated systems for fire detection and suppression and integrated security systems - CCTV, Intrusion Detection, Access Control** - to protect every type of building: industrial complexes, logistics warehouses, shopping centres, intensive warehouses, banks and credit institutions, airports, hospitals, public bodies and institutions, small, medium and large companies, commercial activities and more.

The company, founded in 1979, carries on its constant and exponential growth without neglecting the values that gave it birth: **determination, competence, passion for work** with great attention to people and customers. In view to continuously improving the offer of advanced products and services, Sebino has developed a remote technological control service of the installed systems –SebinoConnect®-, which allows constant monitoring of system performance and optimized maintenance interventions.

Sebino looks at digital transformation as an **opportunity for strategic development**, in order to improve the design, the choice of materials and components and to optimize the maintenance service with a sole target: **safety at 360°**.

Always attentive to the market, Sebino shows an interest in innovative startups with solutions capable of generating value. In this regard, the Group turned to Le Village by CA Milano, the accelerator of the Crédit Agricole Group, an open ecosystem that supports the growth of startups, boosting the innovation of corporate companies, thanks to the synergies and the connections among large companies, young entrepreneurs, investors and the Crédit Agricole Group.

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

The call for is open to startups and innovative SMEs in the EU. Preferably, startups that are in an intermediate stage, ready for market and/or already have a revenue generating MVP/POC.

Sebino is looking for innovative solutions in the following areas:

- **Fire & Security Monitoring:**
 - Hardware and software solutions for alerting/monitoring in Fire&Security.
 - Unmanned Aerial Vehicle (UAV's) for inspections and maintenance in critical areas.

- **Maintenance & Intelligence:**
 - AR/VR solutions for immersive maintenance and technical remote training.
 - Software applications for data analysis, to optimize projects, installations, insights, predictive maintenance and choice of materials, via web-app or dashboards.

- **Infrastructure Security:**
 - Innovative sensor technology for 24/7 monitoring of buildings/infrastructure/installations, with focus on safety and prevention of critical situations (e.g. environmental, structural, geological).

Especially supported by the following technologies:

- Cloud Computing
- Artificial Intelligence
- Big Data
- LMS – Learning Management Systems
- API – Application Program Interface
- Blockchain
- IoT
- Web Application
- Mobile Application

Article 3. What we offer

The selected startup(s) and innovative SMEs with the most suitable solutions for the company's interests will have the **opportunity to collaborate with Sebino for the potential development of an industrial partnership** in order to integrate their proposal to Sebino's current services.

Article 4. How it works and deadline for submitting applications

The initiative will be divided into the **following phases** and with the times indicated below:

- **Submission of applications:** from the 14th of June 2023 to the 1st September 11.59 pm.
- **Evaluation of applications:** the evaluation will take place during September 2023.
- The chosen company(ies) **will be contacted for scheduling a dedicated meeting** with the Sebino Fire and Security management starting from the beginning of October 2023

Article 5. How to apply

Participants must apply by filling in the dedicated form published on the website www.levillagebyca.it by July 28th 2023 at 11:59 pm. The application can be completed in Italian or English. The startup 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-fire-and-security/>

Article 6. Evaluation of applications

Applications will be evaluated by Le Village by CA Milano and by Sebino management.

Article 7. Elements subject to evaluation

The criteria used for evaluating the startups are:

- **Innovativeness** of the solution.
- **Compliance** with the EU antifire current regulations
- **Readiness of the proposed solution:** development phase of the service or technology
- **Easy integration** of the solution in Sebino's services and technologies.
- **Intellectual property** of the product/service.
- **Relevant qualifications / technological certifications achieved by the team or the company.**
- **Business use cases** in the antifire and security sector.
- **Repeatability and scalability:** the ability of the business to expand.
- **Economics:** business sustainability, profitability or potential for success and for expected returns.

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 Tech 4 Fire & Security 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 Fire & Security" 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 Fire & Security" 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 Fire & Security" 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.

Participants accept that any information provided by Sebino SpA, its products and services will be used by the applicant only for the purpose of the present call.

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-fire-and-security/>

Article 12. Jurisdiction

The Court of Milan will be competent for any dispute.