



UNIVERSITÀ  
DI PAVIA



COMUNE DI PAVIA

## UNIVENTURE 2023

### Participation rules

#### 1. OBJECTIVES

The goal of "Univenture 2023" is to stimulate entrepreneurship and innovation by matching complementary skills, from the students of the master course in International Business & Entrepreneurship (MIBE) of the University of Pavia, on the one hand, and from innovative entrepreneurs, on the other. Said entrepreneurs could be from the University of Pavia community, or from the local or national economic environment, being start-ups, SMEs, students, doctoral students, researchers, professors or other. To serve this purpose, during the "Innovation Deck Competition", the students of the master course in International Business & Entrepreneurship, supported by the entrepreneurs, will be asked to draft an Innovation Deck.

The winner(s) will be chosen upon completion of the program and will receive a cash prize. The total prize amounts to € 10,000.00 (ten thousand/00).

#### 2. PROMOTERS, ORGANIZING COMMITTEE & PARTNERS

"Univenture 2023" is organized by:

- **University of Pavia** - in synergy with the master course in "International Business & Entrepreneurship" (MIBE) and Parco Tecnico Scientifico;
- **Comune di Pavia** - promoter and financial partner of the project.

#### 3. WHO CAN SUBMIT A PROJECT

Participation is open to (see Section 4.1):

- anyone who has an innovative business idea and is interested in turning it into a real business in the short term;
- start-ups or SMEs already set up and registered as a company, with a total annual turnover not exceeding €300,000.00 (three hundred thousand/00) in the last 3 years, wherever their headquarters are located (without prejudice to what is specified in Section 5.1 regarding prizes); in full and free exercise of their rights, not in voluntary liquidation and not subject to bankruptcy proceedings; in ordinary accounting regime; not included among the companies that have received and, subsequently, not repaid or deposited in a blocked account the aid identified as illegal or incompatible by the European Commission; who have already returned any sums due in relation to measures for the revocation of concessions granted by the Ministry; not in conditions such as to be identified as a company in difficulty as per Article 2, point 18 of the GBER Regulation.

- any academic spin-off that has not already participated in the Business Plan preparation during the previous editions (in this case, the two above-mentioned criteria do not apply).

The winners of the previous editions of Univenture and recipients of direct financial support won't be able to participate in this competition again.

Participants must immediately communicate any corporate change to [univenture@unipv.it](mailto:univenture@unipv.it).

#### 4. STAGES AND DEADLINES

| Stage/Activities   | Useful dates   |
|--|--|
| Presentation of the project proposal (Section 4.1)                                     | By 29 October 2023, 23 59  |
| Selection of projects for the Fair of Ideas and communication of the selection results | By 31 October 2023   |
| Fair of Ideas (Section 4.2)  | 9 November 2023, 13 00 -17 00<br>More information on <a href="http://www.univenture.it">www.univenture.it</a>    |
| Innovation Deck Development (Section 4.3)  | From the Fair of Ideas to the submission of Innovation Decks - as part of the MIBE / UniPV lectures              |
| Online submission of Innovation Decks  | By 12 December 2023, 12 00 noon  |
| Presentation of the Innovation Decks and announcement of winners (Section 4.4)         | 14 December 2023, 13 00 -17 00<br>More information on <a href="http://www.univenture.it">www.univenture.it</a> . |
| Prize-giving event with Comune di Pavia  | By 31 March 2024   |

Table 1: Project stages and deadlines

Activities and events could be held remotely, if the health emergency imposes restrictions on the organization of events in presence.

##### 4.1. Presentation of the project proposal and selection

Submissions will be possible from the date of publication of the participation rules on [www.univenture.it](http://www.univenture.it), by filling in the form on [www.univenture.it/form](http://www.univenture.it/form).

The person in charge of the application submission will be the "Project Leader". The Project Leaders must have a good knowledge of the English language.

Among all projects presented, the Organizing Committee will select a number between 10 (ten) and 20 (twenty) highly commendable projects which will be admitted to the following phase, the "Fair of Ideas" (see Section 4.2).

During this first selection, the following places will be reserved to, if any:

- at least 3 (three) places to projects whose Project Leader is a student/doctoral student/researcher/teacher/technical-administrative staff at the University of Pavia or to projects with a proven collaboration with the University of Pavia;
- at least 3 (three) places for projects whose Project Leader is female;
- at least 2 (two) places for projects on environmental sustainability or non-profit issues;

The decisions made during the selection phase are unquestionable and unappealable.

The successful Project Leaders commit to:

- attending the "Fair of Ideas" (see Table 1 and Section 4.2), or delegating a substitute with a strong knowledge of the presented project, in case of unavailability;
- collaborating with MIBE students in drafting the Innovation Deck;
- accepting in full and without reservations these "Terms of Participation" to "Univenture 2023", and taking part in the final presentation (see Table 1).

#### 4.2. The "Fair of Ideas"

The selected Projects Leaders will have to attend the "Fair of Ideas" (see Table 1), which will take place entirely in English. Each Project Leader (also supported by collaborators and/or co-founders) will be assigned a small physical or virtual space to present their business idea. It is recommended that the Project Leaders have useful material at hand to present the project in an effective and clear manner - eg. prototypes, PPT presentations, posters, etc. During the Fair of Ideas, the projects will be voted by the MIBE students: those that are most successful will be organized, with the MIBE students, in teams to access the next phase ("Innovation Deck Development", Section 4.3). These "Project Teams" will be involved in drafting an Innovation Deck to structure the business idea from a strategic and economic point of view. The activities to be carried out will include:

- strategic positioning definition;
- market assessments and target fine-tuning;
- business model development and testing;
- product/service pricing analysis;
- preliminary analysis of the project economic and financial sustainability and possible levels of profitability;
- MVP and hopefully first real feedback from the market.

The Project Team members entering the "Innovation Deck" phase commit to signing a **Non-Disclosure Agreement** (NDA) provided by the Organizing Committee, which binds them to keep confidential information of a confidential nature that they will become aware of.

#### 4.3. Innovation Deck Development

During the Innovation Management course (MIBE), the Project Teams will begin the strategic analysis and drafting of the "Innovation Deck" under the supervision of prof. Stefano Denicolai (University of Pavia). By 12 December 2023, 12 noon, the Project Teams must send the following documentation to [univenture@unipv.it](mailto:univenture@unipv.it):

- Innovation Deck short version, to be used during the Presentation of the Innovation Decks (Table 1);

- Innovation Deck full version, with additional information useful to evaluate the performed work.

Additional information will be given during the lessons of the Innovation Management course (MIBE) and during possible promotional meetings of the initiative.

#### **4.4. Presentation of projects and award ceremony**

During the event "Presentation of the Innovation Decks and announcement of winners" (Table 1), each Project Team will present their project in front of a Jury set-up for this purpose. At this stage, the Project Leaders may be present exclusively to support their Team or to answer any questions relating to the technology. Details on the presentation procedures will be provided during the lectures of the Innovation Management course (MIBE) and published on [www.univenture.it](http://www.univenture.it). Participation in the presentation is subject to the written acceptance of these Regulations, of Art. 3 and 5 specifically, and to the attendance of at least 70% of the MIBE course (for MIBE students).

The Organizing Committee reserve the right to integrate the Jury with experts for the evaluation of the ideas. The experts will be announced on [www.univenture.it](http://www.univenture.it).

The Jury will meet at the end of the presentations and will announce the winners of the prizes listed in Section 5. The official award ceremony will take place at the Comune di Pavia by 31 March 2024.

### **5. AWARDS AND JURY**

5.1. The cash prizes listed in Section 5 will be awarded exclusively to a company legally formed, also in the form of a sole proprietorship, with operational headquarters in the Comune di Pavia area, or which will establish such headquarters within the time limit provided for in these Terms and maintained in the Comune di Pavia area for a minimum of 3 years. This restriction does not apply if the company has to close down due to economic and/or market difficulties before the expiry of the 3 years. However, those difficulties must be documented. The company awarded the prize commits to sending the Comune di Pavia and University of Pavia a notice of activity closure together with a short report proving the reasons, within 30 days of the closure. In the event of closure before 3 years and/or failure to send a motivated notice of closure as provided for above, the award received must be fully returned.

5.2. If the winning project is an idea not materialized yet in a company, or a company that does not have operational headquarters in the Comune di Pavia, the Team will be given 90 days from the prize-giving event with the Comune di Pavia to set-up the company, or to establish an operational headquarter, in the Comune di Pavia. After these 90 days, or in the case of express waiver, the Leader loses the right to the prize, which will be assigned to the next ranked project. The following awarded team will have 90 days from the date of the communication for setting-up the company or establishing an operational headquarter in the Comune di Pavia, without prejudice to the requirements set out in point 5.1.

In any case, the Comune di Pavia will evaluate delays not directly caused by the proposing Team, as long as duly motivated and proven.

5.3. The Jury, whose judgement is unquestionable, will award the prizes. In the case of equal evaluation, preference will be given to projects that demonstrate an effective impact on the territory of the Comune di Pavia. The Director of the relevant Department of the

Comune di Pavia, or a delegate, will preside over the Jury. The composition of the Jury will be published on [www.univenture.it](http://www.univenture.it).

5.4 The total prize money is equal to € 10,000.00 (ten thousand/00) non-repayable and will be divided into a first prize of € 6.000,00 (six thousand/00) and a second prize of € 4.000,00 (four thousand/00), following the unquestionable judgment of the Jury.

The 65% of the prize cash amount will be paid within 60 days of the awarding event with the Comune di Pavia or of the company set-up date (which, if not yet existing, must take place within 90 days of the awarding event with the Comune di Pavia), only following the presentation of a short report on the planned use of the funds. After at least 6 months from receiving the first instalment, the winning company must submit a short project progress report, with clear evidence of the expenses, incurred or still to be made. Supporting documents of expenses for an amount at least equal to the total premium awarded to the company must necessarily be handed in as well. Within 30 days of the presentation of the above-mentioned report, the remaining 35% of the prize will be paid.

Should the report show a significant divergence with respect to the Innovation Deck in terms of project contents and objectives, or should the plan show a serious delay compared to the original scheduling, the Technical Committee composed of the University of Pavia and Comune di Pavia may decide to postpone the payment of the second instalment, or, in case of repeated delay, to not pay the second instalment of the prize and request the refund of sums already received.

5.5. Information regarding any other prizes will be posted on [www.univenture.it](http://www.univenture.it). The awarding terms of these prizes will be communicated during the “Presentation of the Innovation Decks and announcement of winners”.

5.6. The Knowledge Transfer Commission of the University of Pavia will evaluate the winning projects to grant also the title of "Spin-off of the University of Pavia" or "Start-up of the University of Pavia", in the event that among the members of the future company there are students, doctoral students, researchers of the University of Pavia.

5.7. Only a company presented by a Project Leader (see Section 3) who owns - or will own, if the company is not yet established - at least 15% of the corporate share, will be awarded.

5.8. As an acknowledgement to the contribution received during the business plan and market analysis phase, the Project Leader commits to choosing one of the two following options:

- a) to involve in the company at least one of the student members of the Team formed during the “Fair of Ideas” with a corporate share of at least 5%.
- b) to acknowledge the supporting work to the Project Team with an amount equal to 10% of the prize money to be divided equally among the members. The University of Pavia will draw up an official list of people who can receive the compensation. In case the Project Leader chooses this second option, he commits to proceeding with the payment within 30 days of receiving the first instalment from Comune di Pavia.

## **6. WARRANTIES AND INDEMNITIES**

The participants guarantee that the submitted contents do not violate the rights, positions or claims of third parties, including patents, trade secrets, rights deriving from contracts or licenses, rights of publicity or rights relating to privacy, moral rights or any other protectable rights; that they are not prohibited by law and do not constitute a violation of applicable laws; that they do not encourage illegal behaviour, nor do they promote violence; that they are not

defamatory or outrageous, and have no obscene or inappropriate references, discriminatory character, and are freely and legitimately usable as the Project Leaders are holders of the rights to use them.

The participants declare that they are aware that the responsibilities, including criminal ones, of the contents of the submitted projects are their sole and exclusive responsibility, undertaking to indemnify and hold harmless the Organizing Committee, from claims for compensation or claims for damage made by third parties.

The Organizing Committee highlights its extraneousness to any acts and behaviours carried out during the initiative by the participants which will constitute a violation of current civil and criminal laws.

## **7. ACCEPTANCE OF THE REGULATION AND AMENDMENTS**

Participation implies full acceptance of these regulations, which the participants declare to have read, understood and accepted. Failure to accept the regulations, the lack of consent to the processing of personal data, and the completion of the application form in an incomplete, inaccurate or false way by the participants, involves the disqualification and loss of any right to any prizes, with renunciation to any form of compensation against the Organizing Committee. Each participant declares himself aware of the civil and criminal consequences that the declaration of false generalities entails.

These regulations may be modified at any time, and communication will be made on [www.univenture.it](http://www.univenture.it). In the event of a conflict between the regulations and the amendments, the latter will prevail.

## **8. FURTHER INFORMATION AND CONTACTS**

Further information and updates are available on [www.univenture.it](http://www.univenture.it). It is also possible to contact the Organizing Committee at [univenture@unipv.it](mailto:univenture@unipv.it) or the Third Mission Service of the University of Pavia at [terzamissione@unipv.it](mailto:terzamissione@unipv.it).

## **9. INFORMATION ON PERSONAL DATA PROCESSING**

Under the General Data Protection Regulation (EU 2016/679), all personal data managed during the procedure will be processed exclusively for the purposes of this call.

The data processor is the University of Pavia in the person of the Magnifico Rettore. Contact details: C.so Strada Nuova n. 65, IT-27100 Pavia, PEC [amministrazione-centrale@certunipv.it](mailto:amministrazione-centrale@certunipv.it). The data processing is based on the principles provided for by the legislation on the protection of personal data, with particular regard to the lawfulness, correctness and transparency of the treatments, the use of data for specific, explicit, legitimate purposes, in a relevant way with respect to the treatment, respecting the principles of data minimization, accuracy, limitation of conservation, integrity and confidentiality, accountability.

The data are processed by the University of Pavia, as Data processor for the execution of its institutional tasks of public interest, or in any case connected to the exercise of its public powers, and by the Comune di Pavia in the check of the award procedure.

The determination of the retention period of personal data responds to the principle of necessity of treatment. The retention terms of personal data generally depend on the laws and the retention times of the documents containing them. The data will be stored in accordance with the rules on the conservation of administrative documentation.

The users' personal data may be known and processed, in compliance with current legislation on the subject, by staff and collaborators of the University of Pavia, or of companies expressly appointed as data processors. The data provided to the University of Pavia may be disclosed to other public entities, with the exception of public economic entities, with whom the University of Pavia has information exchange relationships in order to fulfil its institutional tasks.

False declarations and false acts are punished in accordance with the applicable laws in force.

## **10. RESPONSIBLE FOR THE PROCEDURE**

Under Law of 7 August 1990 n. 241 "New rules on administrative procedure and right of access to administrative documents", and subsequent amendments and additions, the administrative manager of the procedure is Eng. Lucia Marazzi, Head of the Third Mission Service of the University of Pavia.