



Participation terms and conditions

1st Edition, 2022

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1. Introduction

Innovate Canarias is a pilot innovation support programme coordinated by the Canary Islands Association of Start-ups, Technology-Based Companies and Angel Investors (EMERGE) and financed by the Regional Ministry of Economy, Knowledge and Employment of the Government of the Canary Islands through the Canary Islands Agency for Research, Innovation and the Information Society (ACIISI). In support of the modernisation and diversification of the production sector of the Canary Islands, with the objective of connecting the ideas, talent and creativity of local and international technology-based entrepreneurs and start-ups with the needs, challenges and opportunities of innovative companies operating in the Canary Islands. Through collaboration between major companies and technology start-ups, the exchange of knowledge, know-how and transfer of technology between the Canary Islands and the international ecosystem is fostered. It likewise intends to further the growth of the innovative entrepreneurship ecosystem in the archipelago by stimulating investment in private R&D+i through open innovation processes.

Innovate Canarias launches its first edition with Canary Islands companies that wish to integrate open innovation processes into their growth strategy. The companies selected in accordance with the requirements set out in the present Terms and Conditions, will have access to a practical training proved by the European Institute of Innovation and Technology, EIT Hub Israel, valued at 30,000 Euros. The objective of this training is to disseminate best practices in relation to internal innovation processes and external collaboration.

Innovate Canarias is financed by the Regional Ministry of Economy, Knowledge and Employment of the Government of the Canary Islands through the Canary Islands Agency for Research, Innovation and the Information Society (ACIISI) under the framework of the “Promotion of innovation in the production sector of the Canary Islands with external collaboration processes between companies and start-ups” project.

Any reference to “partners” or “partner” in these Terms and Conditions refers to private corporations and public institutions which collaborate in the implementation of this programme.

2. Objectives

The objectives of Innovate Canarias have been classified into three cornerstones. Those referring to the region of the Canary Islands, those regarding participating companies and those referring to the start-ups and technology entrepreneurs.

2.1 Region-related objectives

1. To foster innovation in the local economy and create opportunities for local technology companies.
2. To foster the exchange of knowledge, know-how and transfer of technology between the Canary Islands and the international ecosystem by fostering collaboration between major companies and technology start-ups.

3. To expose the Canary Islands to innovative processes and technologies, and in the long term fostering the growth of the innovative entrepreneurship ecosystem in the archipelago by stimulating investment in private R&D+i through open innovation processes.
4. To consolidate the Canary Islands Brand in areas related to innovation.

2.2 Participating companies-related objectives

1. Improvement of the company's R&D+i capacities.
2. Access to practical training and know-how from professionals with proven experience in innovation processes.
3. Access to local and international innovation and technology networks, with particular consideration on Israel's entrepreneurship and innovation ecosystem.
4. Business growth through open innovation: development of new products and services, access to new markets, increased efficiency and improvement of existing products and services.

2.3 Start-ups and technological entrepreneurs-related objectives

1. Access to testing and prototyping in Canary Islands companies with a global vision.
2. Positioning of innovative technological products in the value chain of major companies.
3. Possibility of working with innovation departments of companies in the identification and development of new disruptive solutions to industry challenges.
4. Strategic partnerships and investment with particular consideration on knowledge of Israel's entrepreneurial ecosystem.

3. Target group

The Innovate Canarias initiative is intended for innovative companies in any field/sector, with registered offices in the Canary Islands and with a tangible commitment to open innovation.

Although not being direct beneficiaries of the project, the involvement of the following stakeholders will be promoted:

- Public and private technological research and development centres in the islands (ITC, PLOCAN, IAC, ITER)
- Higher Education Institutions of the Canary Islands (University of Las Palmas de Gran Canaria, University of La Laguna)
- Canary Islands Agency for Research, Innovation and the Information Society (ACIISI), Public Bodies.
- Economic agents: CEOE, CCE, AJE.

- Private investment funds.

4. Benefits of Innovate Canarias for participating companies

The companies selected to participate in the first edition of Innovate Canarias will benefit from a first-class practical training as regards open innovation, provided by the European Institute of Innovation and Technology Hub Israel. The programme is implemented via a hybrid model tailored to the recurrent activities of the company, including 1:1 meetings. This training furthers the capabilities of each company through interactions with key figures in the Israeli ecosystem. Its objective is to equip major Canary Islands companies with the tools to create collaborative projects with innovative start-ups and technology entrepreneurs. Following the training and advice throughout the duration of the experience, the following advantages may be obtained:

1. Business growth through open innovation: development of new products and services, access to new markets, increased efficiency and improvement of existing products and services.
2. Knowledge of the various innovation models at your disposal.
3. Learning how to prepare the company as regards innovation and working with start-ups and technology companies.
4. Improvement of the company's capacities to create alliances with start-ups and technology companies.
5. Access to a global and local network of strategic partners and industry experts in the area of innovation.
6. Assessment of the current stage of innovation compared to the industry reference benchmark.
7. Identification of how open innovation can assist the needs of the company.
8. Awareness as regards the exposure of companies to innovation-related trends.
9. Creation of a culture which embraces innovation.
10. Practical, quality training and know-how of people with first-hand experience in building and implementing innovation processes.
11. Advice in relation to building relationships with start-ups in Israel, which is considered to be the Silicon Valley of the Middle East.

5. Training programme

5.1 Training partner

The training is given by The European Institute of Innovation and Technology (EIT) Hub Israel. The EIT Hub Israel has developed practical open innovation training capabilities by supporting over 18 European companies in their development and implementation of open innovation, with more than 8 PoC and technology adoption as well as capacity building training for European SMEs. Previous companies include Ferrovial, Novo Nordisk, Grupo An, Alperia, Stryker and more. The Hub, based in Israel, where more than 500 multinationals

and 7000 start-ups are undertaking open innovation activities, have access to knowledge and best practices and sets its methods in the practical scene.

The EIT is likewise an EU body, set up by the European Union and the Horizon 2020 programme, to strengthen Europe's capacity to innovate by supporting companies, SMEs, entrepreneurs, innovators and researchers with the objective of bringing their best ideas to life through border partnerships called Knowledge and Innovation Communities (KICs), namely EIT Food, Climate-KIC, EIT Digital, EIT InnoEnergy, EIT Health, EIT Raw Materials, EIT Manufacturing, EIT Mobility. The EIT Hub Israel was set up in 2019 as a site of dissemination of the European Institute of Innovation and Technology (EIT). The Hub creates synergies between the EIT community and the Israeli innovation ecosystem.

5.2 Training contents

I) Introduction to Open Innovation¹:

1. The era of Open Innovation
2. Why Open Innovation?
3. Open Innovation Models
4. Results of Open Innovation

II) Needs Assessments and Priority Setting

1. Mapping the organisation's needs and areas for improvement: workshop
2. Business trends and opportunities
3. How to define a need/challenge, interviewing business units in order to obtain their list of requirements and areas for improvement.

III) The internal process for preparing your company for Open Innovation:

1. Analyse and identify the right innovation model for you - workshop
2. How to involve key stakeholders and sponsors within your organization
3. Measuring your path to success: how to set long and short term KPIs to attain your objectives

IV) Start-ups are from Venus and companies are from Mars:

1. Companies vs. start-ups
2. Understand the mindset and entrepreneurial culture of start-ups
3. Language, terminology and tools to streamline the innovation process
4. Understand start-ups: presentation to start-ups, simulations and open discussions with start-ups - workshop

V) Build your roadmap and present it to the group:

1. Process basics and milestones
2. Storytelling: how to pitch to C-level management to obtain their involvement - workshop
3. Group pitches: to be evaluated by a panel of experts.

¹ Prior to the 1st session, companies will receive and complete an innovation assessment questionnaire to underpin individual processes.

5.3 Training results:

- Internal readiness for Open Innovation
- A customised roadmap including a list of requirements and challenges
- Business and cultural readiness for meetings with Scouters, Start-ups and technology companies
- Innovation level assessment prior to and following the programme (6/12 months after)

6. Selection criteria

For this first edition, Innovate Canarias is looking for companies interested in implementing open innovation processes in their business. The minimum requirements to be met are as follows:

1. Incorporated as a legal entity and with registered office in the Canary Islands.
2. One or several members of the organisation must be available for training.
3. Participation in at least 80% of the training.
4. Undertaking of the innovation analysis during the application process.
5. Presence in international markets or in short-term projection.

On an exceptional basis, public or private stakeholders who are undertaking a relevant activity of interest for this programme may be invited to the training offered.

7. Application process

Candidates must complete their application for admission to the programme by registering and submitting information via the [online form](#) on the Innovate Canarias website.

In order to register for the 1st Edition of Innovate Canarias, 2022, candidates must accept the terms and conditions of entry and the privacy policy.

8. Schedule

The milestones and dates to be considered for the first edition of the Innovate Canarias programme are:

- Session I: October 24-25 – Face-to-face attendance Session
- Session II: 2 November - Online session
- Session III: 9 November - Online session
- Session IV: 16 November - Online session
- Final Session V: 23 November
- Work and individual 1:1 process with companies will be scheduled according to demand. Face-to-face attendance session.

- June 2023: Follow-up session with each of the companies to verify progress and KPIs.

The exact dates are published on the website and may be amended by the Innovate Canarias team. In which case, the dates will be updated on the website and confirmed participants will be notified via email.

8.1 Application period

The application period commences on 01/09/2022 at 8 a.m. and ends on 30/09/22 at midnight (GMT + 0). Applications received after this deadline will not be considered.

8.2 Selection period

The period for the selection of participating companies will be one week from the day following the conclusion of the application period. Those selected will be notified via email as regards the acceptance or rejection of their application to take part in the Innovate Canarias programme.

8.3 Training period

The training period developed by EIT Hub Israel consists of 5/6 sessions as disseminated in this paragraph, two face-to-face and 4 online, as well as advice during the various stages by the Innovate Canarias team.

9. Innovate Canarias Team

The Innovate Canarias team is composed of the members of the Canary Islands Association of Start-ups, Technology-Based Enterprises and Angel Investors (EMERGE) and the managers assigned by The European Institute of Innovation and Technology (EIT).

- Shall be responsible for the selection of the participating companies according to the criteria specified in these terms and conditions.
- Shall be in contact with the selected companies in order to assess the training process and receive feedback.
- Shall assist innovative companies to understand and identify their needs for collaboration with national and international start-ups.
- Shall facilitate the scouting of start-ups in order to solve the challenges identified after the undertaking of the training programme.

10. Participating companies' obligations

The selected companies, corporations and institutions must assume certain undertakings which will be specified as a minimum in each of the agreements reached with the different participating entities.

- Entities must participate in the programme as per the rules and instructions provided for this purpose by those responsible for the programme and must participate in the activities organised during the training period in at least 80% of the sessions (face-to-face or telematically).
- Entities must provide sufficient equipment for the undertaking of the training programme to ensure its continuity and to keep the team of partners and promoters associated to the programme stable.
- Entities must be able to identify and disclose at least one internal challenge within their company following the training process. In an immediate stage, the programme offers scouting work with local and international start-ups which provide real solutions to the challenges presented.
- Entities must undertake an effective follow up of the start-ups which are interested in the proposed challenge.
- At the end of the programme, the entities must complete a satisfaction form as regards the undertaking of the programme, being automatically eligible to participate in a next stage of the Innovate Canarias programme designed for companies that have participated in the first edition.

11. Advertising use of the participating companies

The Canary Islands Association of Start-ups, Technology-Based Companies and Angel Investors (EMERGE), when selecting the participating companies, will obtain their express consent for the purpose of promoting the training programme, using, to that end, their name and image and a brief description of the entity, strictly subject to the obligations of the Canary Islands Association of Start-ups, Technology-Based Companies and Angel Investors (EMERGE) derivative from Organic Law 15/1999, of 13 December, on the Protection of Personal Data and Organic Law 1/1982, on the Civil Protection of the Right to Honour, Personal and Family Privacy and to one's own image).

12. Data Protection

12.1 Data Controller

The Canary Islands Association of Start-ups, Technology-Based Companies and Angel Investors (hereinafter referred to as “EMERGE”), a non-profit organisation, of Spanish nationality, holder of Corporate Tax ID (C.I.F.) number G-76220607 and registered office and postal address at Avda. Alcalde José Ramírez Bethencourt, 17 C.P. 35004 Las Palmas de Gran Canaria (island of Gran Canaria, Autonomous Community of the Canary Islands, Spain). Telephone: (+34) 928.13.18.14. Email: info@asociacionemerge.com. Entered in the Register of Associations of the Canary Islands under number G1/51/20977-15/GC.

12.2 Personal data processed

The data furnished by participants will be strictly necessary to manage participation in the Innovate Canarias programme. The participant guarantees that the data furnished are

true, accurate, complete and up to date, and shall be held liable for any direct or indirect loss or damage which may be occasioned as a result of non-compliance of said obligation.

12.3 Purposes of processing

The personal data provided shall be processed for the purposes of: (i) collecting, evaluating and carrying out registrations, (ii) processing and managing proposals, (iii) extracting programme performance indicators, (iv) contacting data subjects to follow up on the call programme, and (v) replying to responding to questions and suggestions. Where there is express consent, the data furnished may be used to forward communications in relation to future programmes organised by the Canary Islands Association of Start-ups, Technology-Based Companies and Angel Investors (EMERGE) or group companies.

12.4 Lawfulness of processing

The legitimate basis which enables us to process the personal data of the participants for the aforementioned purposes is the freely given and informed consent. The participant may withdraw his/her/its consent once same has been granted at any given moment. Upon withdrawal of consent, the lawfulness of the processing based on the consent prior to its withdrawal remains unaffected.

12.5 Data communication and international transfers

The Canary Islands Association of Start-ups, Technology Based Companies and Angel Investors (EMERGE) will process your personal data for the aforementioned purposes, as shall partners who need to know that information for the proper performance of said purposes. The personal data which you furnish will not be assigned without prior authorisation, except in those cases foreseen and authorised by law, and provided that the requirements established therein are met. The data controller does not undertake any international transfers of personal data whatsoever.

12.6 Retention periods

Personal data shall be retained for whilst consent to the processing of your data is maintained. In the event of withdrawal of consent in accordance with paragraph 8, the lawfulness of the processing based on consent prior to its withdrawal shall not be affected. The personal data furnished shall be processed and stored under strict confidentiality and appropriate technical and organisational security measures shall be taken to prevent the alteration, loss and processing and unauthorised access of said data.

12.7 Rights

You have the following rights in relation to your personal data:

- Right of access: the right to require information in relation to personal data we hold concerning yourself and which is processed.
- Right of rectification or erasure: You have the right to require the immediate rectification of inaccurate data or the completion of incomplete personal data concerning yourself which is stored by us.

- Right to erasure: You have the right to require the erasure of personal data concerning yourself which is stored by us.
- Right to restriction of processing: You have the right to require restriction of the processing of your personal data in the event of opposing the accuracy of the data.
- Right to data portability: Right to receive your personal data furnished in a structured, commonly used and machine-readable format or to require transmission to another data controller.
- Right to withdraw consent at any given moment, the lawfulness of processing based on consent prior to its withdrawal will not be affected.

For further information on how personal data is processed or to exercise any of the aforementioned rights, the participant may contact us at the following email address: info@asociacionemerge.com. If you consider that we have not processed your personal data pursuant to the data protection regulations, we are hereby advised that you can file a complaint with the Spanish Data Protection Agency: www.aepd.es/es. For further information you can consult the privacy and cookies policy a <https://asociacionemerge.com/informacion-legal/>

13. Intellectual and industrial property

By participating in the Innovate Canarias programme, applicants warrant that:

- The participants authorise the Canary Islands Association of Start-ups, Technology Based Companies and Angel Investors (EMERGE) to publish an extract-summary of the challenges identified on their official websites and accept that visitors to those sites have access to that information in accordance with the terms and conditions of use of those sites.
- The participants authorise EMERGE to (i) use the names and titles of their challenges, without any time limitation, so as to be mentioned on the websites or for any other act or event related to the Innovate Canarias programme, and (ii) mention the challenges in the historical files and in any media of EMERGE and the Innovate Canarias programme.
- EMERGE does not claim ownership of the information offered or of any industrial or intellectual property it may include therein. Participants do not assign any industrial or intellectual property rights ensuing from the challenges to EMERGE.

14. Reservations and limitations

This document sets out the terms and conditions and the procedure for selecting the participating companies in the Innovate Canarias 2022 programme. The terms and conditions stipulated in this document for the programme do not entail any contractual obligation or relationship with the Canary Islands Association of Start-ups, Technology Based Companies and Angel Investors (EMERGE) and its collaborators or the project promoters submitting

applications for admission to the programme, beyond what which is set out in these Terms and Conditions.

The companies participating in the programme will specify their particular terms and conditions in individual agreements with the collaborating corporations or external companies to regulate their commitments for future undertakings. The selected participants shall bear their own travel and accommodation expenses at the location where the programme activities take place, in the event that the activity is a face-to-face activity. Emerge reserves the right to cancel or suspend this programme or change any of its terms by notifying participants on the platform, via email or on their landing page. Any cancellation, suspension or change will not give rise to any claims by the teams behind the programme. Once the programme is underway, EMERGE and its collaborating entities reserve the right to exclude any project whose representatives or promoters do not comply with the terms and conditions for participation in the programme, as stipulated in these Terms and Conditions.

15. Enquiries and requests for clarification

For any enquiries or clarifications related to the programme or the submission of applications, interested parties may contact the managers of the Innovate Canarias programme at the following email address: info@innovatecanarias.com