

Rules Book

Startup contest

3rd edition

Contest rules and phases



To respond to our community's growing need to be an active part in the development of **Open Innovation**, every year we organize an exclusive contest dedicated to startups: an excellent showcase for those who want to present their proposal and come into direct contact with the Purchasing function of large companies active in the Italian panorama.

Access requirements: the initiative is aimed at all national and international startups with an innovative solution capable of supporting the purchasing function in its processes, or the company in general towards sustainability, innovation and technological growth objectives.

The startups that have joined our "**Startup Window**" format, active in our 2022/2023 congresses (Supply chain & Logistic Congress; Procurement & Innovation Congress; Sustainable Procurement Summit; Breaking News) will have the possibility of **automatically accessing the contest**. Applications must be approved by The Procurement.

The competition is open to: Startups at any stage of life (Pre-seed; Seed; Early stage; Early growth; Growth); university spin-offs; Innovative SMEs.

The **competition**, which will aim to offer the participating startups the opportunity to **get in touch with a qualified audience of purchasing managers and logistics and supply chain managers**, will be divided into the following phases and will end with the exclusive access to the gala dinner of **The Procurement Awards 2023**.

- **June 26: project presentation deadline**

Max 3 slides in ppt/pptx + a video of a maximum 3 minutes duration with a brief presentation of your solution to be sent to g.barresi@theprocurement.it, cc. redazione@theprocurement.it

- **July 6: Solutions evaluation**

A **jury** composed of procurement and innovation managers from companies in The Procurement community meets to **evaluate the proposals presented**

- **End of September Milan (date to be defined): presentation of the finalist projects and Award Ceremony**

On the occasion of the presentation day of the finalist projects at The Procurement Awards, the startups selected by the jury will present their solution to the The

Procurement community which will vote for the winning startup. The **finalist startups will be awarded** at The Procurement Awards 2023 ceremony.

1. Evaluation criteria

The **selected jury** will evaluate (by attributing a score from 1 to 10) the startups participating in the contest and will select the finalist startups to be launched in the 2nd phase on the basis of the following **criteria**:

- **Innovation**: the uniqueness of the solution in terms of technology and/or business model will be evaluated;
- **Applicability**: the consistency of the solution with any needs/requirements of the companies will be evaluated;
- **Pitch/Team**: the quality of the documentation provided, the team and the presentation of the pitch will be evaluated;
- **Maturity**: the maturity of the proposing team and of the startup will be assessed (understood as the ability to deliver the proposed service on time and in the manner).

In this phase, the jury reserves itself the right to recontact all the startups in order to ask for further information.

2. Selection by The Procurement Community

Startups that will move on to the second step will be given the opportunity to present their solution to a wide audience of Procurement, Supply Chain and Logistics professionals.

In fact, the members of the The Procurement community will vote for the **three finalists** who will participate in the award ceremony of "The Procurement Award 2023". During the event, the winning startup of the contest will be announced live.

An in-depth interview will be dedicated to the three finalists and published in "The Procurement magazine".

3. Intellectual property, indemnities and guarantees

By participating in this initiative, each participant expressly declares that every product/service proposed is original and does not violate in any way, either wholly or in part, the intellectual or industrial property rights of third parties, thereby relieving as of now the organizer and any

partners from any and all liability, request for compensation for damages and/or penalties advanced by third parties in this regard.

Contest participants will be contacted by The Procurement regarding the outcome of the selection. Selected finalists will be invited to attend and collect their award during The Procurement Awards Ceremony; alternatively, prizes may be shipped at the recipient's expense. Any accommodation and travel expenses are to be paid by the participant. Furthermore, we invite the finalists who cannot participate in person to send a short video message to be broadcast during the award ceremony.

Important: We ask you to provide us with your logo with the relative consent to use it on our channels and for the purposes of this contest.

Fill out the form below to apply for the contest.

PART TO BE FILL OUT AND SENT BY PARTICIPANTS TO:

g.barresi@theprourement.it | CC: redazione@theprourement.it

Business Name:

Vat Number:

City, address:

Company Type

Startup

University Spin off

Innovative SME

Other

If you are a Startup, indicate the current life stage (e.g. Pre-seed; Seed; Early stage; Early growth; Growth)

Tell us when you were born and on what occasion:

Your brief introduction:

The answer you are seeing on the market today:

Attach your company logo and give your consent to use it on our channels and for the purposes of this contest.

I agree