
FutureScope
Programme Competition Terms
Accelerate Track
SEPTEMBER 2021

1. Programme Description

Delivered by Digital Catapult, as part of the FutureScope cross-technology acceleration programme, the Accelerate Track supports early-stage businesses developing innovative and commercially focused digital solutions. Up to twenty Applicants will be selected to join the programme which will provide them with business and investment mentorship, workshops and support to confidently pitch their ideas directly to industry and investors.

1.1. The Digital Catapult

Digital Catapult is the UK authority on advanced digital technology. Through collaboration and innovation, we accelerate industry adoption to drive growth and opportunity across the economy. We bring together an expert and enterprising community of researchers, startups, scaleups and industry leaders to discover new ways to solve the big challenges limiting the UK's future potential. Through our specialist programmes and experimental facilities, we make sure that innovation thrives, and the right solutions make it to the real world.

Our goal is to accelerate new possibilities in everything we do and for every business we partner with the journey – breaking down barriers, de-risking innovation, opening up markets and responsibly shaping the products, services and experiences of the future.

Digital Catapult works with organisations on projects involving at least one of the technologies from its “**Advanced Digital Technology Stack**”: Artificial Intelligence, Immersive, Internet of Things, Distributed Ledger Technologies and 5G.

1.2. The Programme Partners

1.2.1 Programme Investment Partners

Programme investment partners will include venture capital funds as well as angel funds that actively support the programme through delivery of investment workshops and/or office hours. Note that the Programme investment partners will not have access to the Applicants' applications, contact information (personal data) section or sensitive business information, unless permitted by the successful Applicant.

1.2.2 Programme Industry Partners

Programme industry partners will include industry organisations that support the programme through delivery of relevant workshops and/or through providing discounted services or products. Note that the Programme industry partners will not have access to the Applicants' applications, contact information (personal data) section or sensitive business information, unless permitted by the successful Applicant.

1.2.3 Programme Judges

The judges will be responsible for scoring the applications according to the criteria set out in these Programme Competition Terms. The internal panel of judges will consist of a variety of experts from Digital Catapult. The judges will be chosen based on their business and investment experience and expertise. The Applicant's personal information fields will not be disclosed to the judges. Judges will be bound by confidentiality regarding the assessment of applications.

1.2.4 Programme Mentors

Mentors will provide feedback on the existing product and/or service offerings of the Participants. The mentors will be identified and approached by Digital Catapult based on their specific investment, industry and/or technology expertise and invited to mentor relevant Participants on the Programme. Note that the Programme mentors will not have access to the Applicants' applications, contact information (personal data) section or sensitive business information, unless permitted by the successful Applicant.

1.3. Applicants & Participants

1.3.1. You are considered an **"Applicant"** if you apply to this competition.

1.3.2. You are considered a **"Participant"** if you are successful with your application and complete all pre-Programme activities.

2. Programme Benefits

The Accelerate Track of FutureScope offers access to the following:

2.1 Mentorship

Dedicated mentorship support network of mentors with investment and/or technical expertise to help Participants grow their businesses, develop market ready solutions and prepare them to start their fundraising process. Mentors to be matched and agreed during the onboarding process.

2.2 Workshops

At least ten workshops, delivered or informed by our technical experts in the Advanced Digital Technology Stack, to help develop Participants' solutions on topics such as value proposition, product market fit, investment landscape, sales and marketing.

2.3 Peer to Peer Learning

Be part of a cohort of up to 20 companies made up of talented entrepreneurs from across a different range of sectors with an opportunity for knowledge exchange through at least three (optional) sessions.

2.4 Showcase event

Potential opportunity to participate, pitch and host demos in a final showcase in March 2022. Date subject to change.

2.5 Alumni Network

Participants that successfully complete the Programme may have the opportunity to join the Digital Catapult's Alumni Network, which keeps them informed of opportunities and relevant

updates from the Digital Catapult and grants additional opportunities to engage with Digital Catapult and other Alumni.

3. Programme Obligations

3.1 On the Accelerate Track of FutureScope, Digital Catapult does not seek to take ownership or any interest in your company or your Intellectual Property, besides a strong desire to help accelerate your journey. However, Participants must be willing to commit to the following obligations:

3.1.1 Attend the kick-off event hosted by Digital Catapult.

3.1.2 Attend 80% of the workshops and/or webinars, hosted by Digital Catapult from December 2021 – March 2022

3.1.2 Attend, present and/or demonstrate at the Showcase event – Friday 18 March 2022

3.1.3 Attend all sessions with Programme Mentors as agreed from December 2021 – March 2022

3.1.4 Participant agrees to be visibly (name and logo) associated with the FutureScope programme, whilst on the Accelerate Track, and afterwards as a former participant and beneficiary. This includes marketing collateral, such as website, print and digital materials.

3.1.7 For a maximum period of five years following the Programme End Date, Participant shall use its reasonable endeavours to answer specific questions from Catapult relating to its growth and progress to assist Catapult demonstrate the impact of its activities. This shall include:

- Participation in an annual telephone conversation of one hour.

- Participation in two early survey sent out by Digital Catapult

4. Applicants

4.1. Minimum Requirements

- 4.1.1 Applicant must be a UK based registered company – or prove they have an establishment in the UK and undertake the majority of the activity in the UK.
- 4.1.2 Applicant must develop solutions enabled by at least one of the technologies from the Advanced Digital Technology Stack: Artificial Intelligence, Immersive, Internet of Things, Distributed Ledger Technologies and 5G.
- 4.1.3 Applicant must have a software, hardware or a product based business at the minimum viable product stage (i.e. at least TRL5 on **Technology Readiness Level**)
- 4.1.4 The Applicant must have a team comprising of two or more team members with expertise with at least one of the Advanced Digital Technology Stack and at least one director working actively on the programme.
- 4.1.5 Applicant must be considered as an early-stage business, i.e. business that received under £1,000,000 in private investment or public funding
- 4.1.6 Applicant must be looking to raise pre-seed or seed investment in the next 12 months
- 4.1.7 Applicant must be able to commit to the obligations as stated in section 3

4.2. What we're looking for

The Accelerate Track of FutureScope supports any of the following:

- 4.2.2 Early-stage companies developing innovative and commercially-focused digital solutions to accelerate the transformation of UK industry to Net Zero.

- 4.2.3 Companies developing solutions for the following industries:

- Sustainable Supply Chains: sustainable supply chain management and optimisation in areas like food, construction, fashion, fast-moving consumer goods, electronics and automotive.
- Circular economy: digitalisation applied on reuse, recycling, remanufacturing and zero waste.

5. Key Dates

- 5.1. Open Call – Applications Open Monday 13th September
- 5.2. Open Call – Application Deadline Sunday 31st October at 23:59 pm
- 5.3. Intended public announcement of successful applications: Friday 19 November 2021
- 5.4. Programme Start Date: Friday 10 December 2021
 - Kick Off: December week from 13th to 17th
 - Workshops: weekly January –March 2022
 - Mentorship: ongoing from Monday 3rd January 2022 – Friday 18 March 2022.
 - Showcase: Friday 18 March 2022

5.5 Programme End Date

Friday 18 March 2022

6. Application

6.1. What information should my application contain?

Applicants must answer all required questions in the full online application form.

Who will see my Application?

- 6.2.1 Relevant Catapult representatives will see the application in order to assess it, and otherwise in the administration of your application and participation on the Programme.
- 6.2.2 For successful Applicants admitted onto the Programme (“Participants”), Programme Industry Partners and Programme Investment Partners and Programme Mentors will see part of the applications in order to provide bespoke support during the Programme including mentorship, workshops and/or webinars, such as:
 - The Company’s Product Characteristics
 - The Company’s Market Characteristics
 - The Company’s Financial Characteristics
 - The Company’s Team Characteristics

Programme Industry Partners and Programme Investment Partners and Programme Mentors will not have access to the contact information (personal data) unless permitted by the successful Applicant.

6.2. Key contact information

- 6.2.1. Applicants will appoint a main contact for the Programme (“**Key Contact**”). This person will be Digital Catapult’s (as data controller) main point of contact for the competition and, if successful, jointly defining the shape of your Programme activities, workshop and event commitments, team members’ availability, ongoing activities, and assessment of progress during and after the Programme.
- 6.2.2. Digital Catapult will use this personal information for the purpose of carrying out due diligence on Applicants prior to the point of selection onto the Programme and to notify successful and unsuccessful Applicants over their submissions. The personal data we collect may be shared with and processed by Programme Partners for the purpose of

assessing the Applications and providing benefits to the Participants on the Programme, as set out in these T&Cs.

6.3. Submitting your application

6.3.1. You must submit your application via submittable ("**Submission Method**").

6.3.2. All applications must be submitted via the Submission Method by the Application Deadline.

6.3.3. Once your completed application has been received, Digital Catapult will send you a confirmation receipt by email. If you do not get a receipt within twenty four (24) hours of the next working day, please email us at futurescope@digicatapult.org.uk with the subject "Accelerate Track Application Submission".

6.4. Application Data

6.4.1. Digital Catapult (the data controller) will collect your full name and your email address from your application for the purpose of carrying out due diligence on Applicants prior to the point of selection onto the Programme and to notify successful and unsuccessful Applicants over their submissions. Digital Catapult will store your application and the assessment it has conducted on your application for the entire duration of the Programme.

6.5. Digital Catapult's Equality Diversity and Inclusion Survey data

6.5.1. In addition to your application, you will be required to complete Digital Catapult's Equality Diversity and Inclusion Survey ("**Survey**"). Whilst the completion of this Survey is mandatory, please note that your responses to this Survey will be kept separately from your application and will have no effect whatsoever on your application to the Programme.

Digital Catapult (as the data controller) will collect and process your personal data, including the following special category data to help Digital Catapult improve its services in respect of equality, diversity and inclusion:

1. Racial or ethnic origin
2. Sexual orientation
3. Health (including disability)
4. Religious or philosophical beliefs

The data collected and processed may be shared with relevant third parties and/or published but only in an aggregated form, which means you will not be personally identifiable. Your personal data will be kept for 15 months from the time you respond to the Survey. Should you apply to another of Digital Catapult's opportunities within the 15 month period, we will provide you with the option to allow us to re-use the data we already hold, to resubmit the Survey or to delete your Survey data. If you choose to complete the Survey again, we will keep your updated data for 15 months from the time you resubmit the Survey.

Please note you are responsible for the accuracy of the data you share with Digital Catapult and you will inform us if your data needs to be updated. For more information on Digital Catapult's collection, use and protection of your personal data and your rights in regards to your personal data, please see Digital Catapult's privacy policy (<https://www.digicatapult.org.uk/privacy-policy>) or contact us at privacy@digicatapult.org.uk. If you have specific queries on our use of your Survey data (including a request to delete your Survey data), please contact us at edisurvey@digicatapult.org.uk.

7. Selection

7.1. Qualification

The Catapult will undertake an initial assessment of the Applicants against the Programme Requirements.

7.2. Selection process

7.2.1. All qualifying applications will be reviewed and scored by the FutureScope Programme judging panel to create a shortlist. Shortlisted Applicants may be invited to interviews to enable ranking of Shortlisted Applicants based on the Applications and interviews, with the highest ranked Applicants being accepted onto the Programme.

7.3. Scoring

7.3.1 Application Scoring criteria and weighting:

The scoring criteria will be assessed based on statements in the areas below. Each criterion will be scored on a range from 0 to 5. 0 being an “Unacceptable or No submission” Score for each criterion and 5 being an “Excellent” Score for each criterion. This scoring will be applied to all applications and will be equally weighted.

7.3.1.1 Idea (weight: 1) – The product/service idea is compelling, original and it demonstrates strong vision.

7.3.1.2 Value Proposition (weight: 1) – The product/service solves a real problem that customers face.

7.3.1.3 Maturity (weight: 1) – The product/service has been developed to the point that is ready to or has already started to commercialise.

7.3.1.4 Technical assessment (weight: 1) – The product/service uses suitable advance digital technology or a mix of those as its core proposition.

7.3.1.5 Business strategy and Growth potential (weight: 1) – The product/service has a clear plan to generate money and make the business sustainable. The product/service has the potential to succeed beyond the Accelerate track and receive further funding opportunities and keep on growing.

7.3.1.6 Market potential and product / market fit (weight: 1) – The market size is significant and the market is ready for this product/service application.

7.3.1.7 Differentiation (weight: 1) – The product/service is different to other existing ones in the market.

7.3.1.8 Traction (weight: 1) – There is evidence of existing sales and distribution channels or a clear plan for the future sales and distribution strategy.

7.3.1.9 Team quality (weight: 1) – The team is of adequate size and is equipped with the right technical, financial and business skills, and has the ability to deliver the solution successfully.

7.3.1.10 Financial consideration (weight: 1) – There is a plan on investment and funding of the company. The risk and profitability should have been assessed.

7.3.2 Scoring panel composition and experience

The panel of judges will entirely consist of individuals from Digital Catapult based on their experience and expertise in advanced digital technologies, investment, and innovation management.

7.4. Due diligence

7.4.1. We will carry out due diligence on Applicants prior to the point of selection onto the Programme. Applicants must be willing to submit further information or documentation upon request for their application to be assessed.

7.5. Successful applicants

7.5.1. Successful applicants will be notified and provided with a standard Programme Agreement for review and execution. These contracts are standard and not negotiable. We do try to ensure these contracts are fair and reasonable.

7.5.2. In order to be accepted onto the Programme, successful Applicants must sign Digital Catapult Programme Agreement ("**Programme Agreement**").

8. Competition Terms – Specific

8.1. Benefits

There is no cash funding provided at a benefit under this Programme.

Any free or discounted commercial goods or services provided as a benefit under the Programme by third-party organisations ("**Suppliers**") are subject to the Supplier's terms and conditions stated in the Programme participation agreement.

Any optional benefits provided by third party organisations whose terms and conditions are not contained in the Programme Participation Agreement will be agreed between the Participant and the Supplier directly

Digital Catapult reserves the right to amend the list of benefits at its sole discretion.

8.2. State Aid

Digital Catapult is operating this Programme on a de minimis aid basis. The de minimis aid regulations (COMMISSION REGULATION (EU) No 1407/2013) permits an organisation ("Participant") to receive up to €200,000 Euros across a rolling three fiscal year period (i.e. this year (April – March) and the previous two years, subject to conditions.

This Programme has been assessed as providing up to £26,706. Before signing the Programme Agreement, you will therefore be asked to sign a declaration confirming that you are eligible to receive the de minimis aid.

Digital Catapult reserves the right to amend the State aid basis of this Programme in line with legislation at the time of contracting (including updating State aid to Subsidy Control, with Special Drawing Rights superseding de minimis aid).

8.3. Applicants

Digital Catapult reserves the right to accept any application which does not fulfil the minimum requirements.

8.4. Key Dates

Digital Catapult reserves the right to change the Key Dates at its sole discretion. No extension to deadlines will usually be granted, with very limited exceptions where the Applicant requests an extension due to reasonable extenuating circumstances, beyond the

Applicant's control and unforeseen to them, subject to the Applicant providing evidence that proves the extenuating circumstance; and the applicant informing Digital Catapult as soon as reasonably practicable following the extenuating circumstance becoming apparent. Digital Catapult reserves the right to consider the factors and decide whether such circumstances are extenuating and whether granting an extension is fair to other applicants. No extension granted will be for greater than two working days.

8.5. Applications

All information and documents requested must be submitted. Failure to submit all requested information and documents may result in the application being rejected. Catapult will not use outside information in respect of your application unless otherwise indicated, other than to undertake due diligence. Catapult reserves the right to not work with people or an organisation which could impact its reputation.

8.6. Previous Applications

Catapult reserves the right to either (i) reassess an application from a previous competition (together with information gained from an update meeting), or (ii) accept as a successful applicant an organisation that was previously successful in a previous competition, but whose participation was deferred to a later Programme.

8.7. Key Contact Information

In submitting the Application, the Applicant confirms that it has made the Key Contact (and any other person whose personal data has been submitted, aware of, and has the lawful grounds to enable Digital Catapult, the Data Controller, to process the personal information of the Key Contact (and any other person) as set out in these Competition Terms and Digital Catapult's privacy policy (<https://www.digicatapult.org.uk/privacy-policy/>).

8.8. Programme Agreement

Digital Catapult reserves the right to make amendments to the Programme Agreement it issues up until the point of execution by both parties.

8.9. Participant Programmes

Digital Catapult reserves the right to offer Participants access to its Participant Programmes, such as, but not limited to, its Platinum Awards and Alumni Programme.

9. Competition Terms – General

9.1. Data Collection, Storage & Use

Digital Catapult will store your application and the scoring it has received for the entire duration of the Programme and for a period of up to 18 months thereafter. If you are a successful Applicant, we shall also store your Application for a period of up to five (5) years following the end of the Programme. For administration purposes, contracts may be stored for up to seven (7) years, contracts providing State aid for up to eleven (11) years, and deeds for up to thirteen (13) years from the end of the Programme.

9.2. Confidentiality

9.2.1. The information provided in your Application will be kept confidential and only used and disclosed as reasonably necessary for the purpose of assessing Applications, and, if admitted onto the Programme, for working with you on the Programme. This may include our Programme Partners as indicated above.

9.2.2. For practical reasons, NDAs will not be signed by Digital Catapult or the Partners as part of this Programme Competition. The activities we provide can only be achieved through trust of the tech community. It is therefore not in our interest to release your sensitive information. Mutual confidentiality provisions are included in the Programme Agreement for activities directly between a Participant and Digital Catapult. With respect to optional benefits on the programme, you may wish to put NDAs in place directly between you and, for example, the Programme Mentor.

9.2.3. The scoring of your Application will also be treated as confidential information.

9.2.4. As your Application will be transmitted over the Internet, ultimately Digital Catapult cannot guarantee its security.

9.3. Intellectual Property

9.3.1. We respect the intellectual property of others and we ask our Applicants to do the same.

9.3.2. In submitting the Application, you promise that you have and continue to have all necessary rights, licenses, permissions and consent to provide the content in your application to us, and for Catapult to use the Application as we have set out.

9.3.3. We will not remove from Applications any proprietary labels or copyright assertions.

9.4. Disclaimers

9.4.1. We accept no liability for any consequences, whether direct or indirect, that may arise from your participation in the Programme Competition, your reliance on any statements we may have made about the Programme, or its suspension or withdrawal.

9.4.2. In any case, to the extent permitted under law, Digital Catapult's liability shall be limited to one thousand (£1,000) pounds.

9.5. Jurisdiction

9.5.1. The Programme Competition is governed by English law and the Applicant agrees that any dispute shall be exclusively resolved in the English courts.