

FutureScope

Programme Competition Terms

Build Track

September 2021

“Build UK India”

1. Programme Description

1.1. The Programme

19th Build Track supports startups to develop prototypes or Minimum Viable Product aiming at answering industrial challenges. Build UK India is focused on industrial net zero and advanced digital technologies innovation in the UK and India. This programme is supported by the UK Government's The Foreign, Commonwealth & Development Office (FCDO), Science & Innovation Network and UKRI. Selected Applicants will build demonstrators against industrial challenges with the help of the Programme Corporates as well as receive business case, design and pitching support.

1.2. 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.

1.3. The Programme Partners

1.3.1. Programme Collaboration Partner - UKRI

UK Research and Innovation (UKRI) is the largest public funder of research and innovation in the UK, with a budget of over £8bn. It is composed of seven disciplinary research councils, Innovate UK and Research England. It operates across the whole country and work with our many partners in higher education, research organisations businesses, government and charities.

The UKRI vision is for an outstanding research and innovation system in the UK that gives everyone the opportunity to contribute and to benefit, enriching lives locally, nationally and internationally. Its mission is to convene, catalyse and invest in close collaboration with others to build a thriving, inclusive research and innovation system that connects discovery to prosperity and public good.

UKRI continues to support the research and innovation community to navigate the transitions associated with the exit of the UK from the EU.

1.3.2. Programme Collaboration Partner - FCDO

FCDO Services provides a range of integrated, secure services worldwide to support diplomacy, development and defence for the UK government. We also offer services and expert advice to foreign governments and international organisations closely linked to the UK.

1.3.3. Programme Corporates

Corporates from across Indian Manufacturing will interact with the successful Applicants on a regular basis, helping scaffold the development of their demonstrators. Additionally, they will contribute to shared sessions for the whole cohort of Participants, providing context to the Indian market from a corporate perspective. The Corporates have expressed the relevance of one or more of the Industrial Net Zero themes to their operations and will be present for the demonstrator showcase at the programme's end.

1.3.4. External Partners

A range of partners have been engaged to support the programme, especially to ensure cross-cultural understanding and collaboration between UK and Indian stakeholders. Selected partners will also help deliver the industry roundtables and external experts engaged for specific workshops.

1.3.5. Programme Judges

The judges will be responsible for scoring the Build UK India applications according to the criteria set out in these Programme Competition Terms. This internal panel of judges will consist of a variety of experts from Digital Catapult. The judges will be chosen based on their technical and business expertise.

1.3.6. Programme Consultants

Consultants may include among others business analysts, pitching experts and product consultants who will work with the Participants on the Programme. These consultants may work for the Catapult, or be sourced externally.

1.4. Applicants & Participants

1.4.1. You are considered an **"Applicant"** if you apply to this competition and are bound by these terms and conditions.

1.4.2. You are considered a **"Participant"** if you are successful with your application and complete all pre-Programme activities, and will be additionally bound by the terms of the Programme Agreement (subject to contract).

2. Programme Benefits

2.1. Funding

A total of £45,000 is available as cash grant funding for each Participant on the Programme.

Three payments will be made during the Programme upon completion of key delivery milestones as follows:

Payment Milestone #	Amount	Requirement	Anticipated Date
1	£11,250 (25%)	25% paid at the start, as long as applicants provide a business plan including distribution and exploitation plan, finance and budget plan, timeline, confirmation of final team, technical and creative information, confirmation of match funders and investors, granting terms, contracts or contracting terms.	December 2021
2	£27,000 (60%)	60% paid after a demonstration of work in progress displayed during a pre-arranged meeting with Digital Catapult.	January 2022

3	£6,750 (15%)	15% final payment of funding on the provision of an updated business plan detailing distribution and exploitation strategies (including the possible business models) and demonstration of the final experience to a public audience.	March 2022
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2.2. Workshops

A range of workshops are provided throughout the Programme to support the delivery of the Demonstrator. These workshops will be delivered or informed by our technical experts in the Advanced Digital Technology Stack and will provide support to the Participants on the following topics: business case preparation; human-centred design, and; pitch training.

2.3. Digital Catapult technology support

Participants will receive support from Digital Catapult technology teams in order to build their demonstrators successfully.

2.4. Peer to peer learning

The Participants will have the opportunity to interact with each other on the Programme, sharing learnings and insights gained from the Programme as well as previous expertise.

2.5. Showcase event

Participants will have the chance to talk about their company and demo their demonstrator at a showcase event, in front of investors and industry.

2.6. 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. [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.

3.1.1 Attend 80% of the workshops and/or webinars hosted by Digital Catapult from October 2021 – March 2022

3.1.2 Attend, present and demonstrate at the Showcase event in March 2022.

3.1.4 Participant agrees to be visibly (name and logo) associated with FutureScope whilst on the Programme, 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 yearly surveys sent out by Digital Catapult

4. Applicants

4.1. Minimum Requirements

- 4.1.1. You will need to illustrate technological expertise that can be applied to the industry challenges set in a way that has the potential to pivot these challenges forward.
- 4.1.2. The solutions proposed will need to sit within at least one of our “**Advanced Digital Technology Stack**”: Artificial Intelligence, Immersive, Internet of Things, Distributed Ledger Technologies and 5G.
- 4.1.3. You must be a UK based registered company – or prove you have an establishment in the UK and undertake the majority of your activity in the UK.
- 4.1.4. You must have a UK business bank account.
- 4.1.5. You must be able to develop a demonstrator for the industrial net zero sector, enabled by advanced digital technologies.
- 4.1.6. You must be able to attend 80% of the activities online and/or in-person (workshops, programme activities and final Showcase) for the duration of the programme.
- 4.1.7. Experience within the industrial net zero sector is not essential, however knowledge of how to apply this to industry and relevance to the challenge is required.
- 4.1.8. The team has to have 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.
- 4.1.9. [Must be eligible to receive up to a maximum of £77,025 of de minimis aid (see Competition Terms – Specific paragraph 8.2 “State Aid”)]

4.2. What we’re looking for

- 4.2.1. Applicants that can adapt their current capabilities to develop a suitable demonstrator against the Industrial Net Zero Challenges. Whilst we are stage-agnostic, we prefer Applicants that have already developed a product and/or service and not those still at the prototyping stage. The Programme is cross-tech, with Applicants coming from a range of technology areas within the Advanced Digital Technology Stack.
- 4.2.2. Applicants that can work with Indian manufacturers, but whilst manufacturing experience, is appreciated, it is not mandatory as applications from outside the manufacturing sector have strong merit.

5. Key Dates

- 5.1. Open Call – Applications Open 13th September 2021
- 5.2. Open Call – Application Deadline 10th October 2021
- 5.3. Intended notification of all applicants: Week commencing 18th October 2021
- 5.4. Programme Start Date: Week commencing - October 2021
 - 5.4.1. Kick off event: October 2021
 - 5.4.2. Intended public announcement of successful applications: w/c 1st November 2021
 - 5.4.3. Technology demonstrator development: November 2021 - March 2022
 - 5.4.4. Programme Showcase: March 2022
- 5.5. Programme End Date: 31st March 2022

6. Application

- 6.1. What information should my application contain?

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

6.2. Who will see my Application?

6.2.1.Relevant Digital Catapult representatives will see your application to assess the application, and otherwise in the administration of your application and participation on the Programme.

6.2.2.Programme Judges - The applications will be disclosed to the programme judges, except for Applicant's personal information fields which will not be disclosed. Judges will be bound by confidentiality regarding the assessment of Applicants' applications.

6.2.3.Programme Collaboration Partner – may have access to the application but will not have access to the contact information (personal data) section or sensitive business information unless permitted by the successful Applicant.

6.2.4.Programme Corporates may have access to the application but will not have access to the contact information (personal data) section or sensitive business information unless permitted by the successful Applicant.

6.2.5.External Partners - Catapult will not provide External Partners with access to Applicants' applications, contact information (personal data) section or sensitive business information throughout the duration of the programme, unless permitted by the successful Applicant.

6.3. Key contact information

6.3.1. Applicant 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.

1.1.1.Digital Catapult will use this personal information for the purpose of undertaking due diligence on Applicants and to notify Applicants on the outcome of their applications. 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.

6.4. Submitting your application

6.4.1.You must first register your interest on our website.

6.4.2.An email will subsequently be sent to the email address provided in the registration of interest with the link to the application form.

6.4.3.You must then complete and submit your application form ("**Submission Method**").

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

6.4.5.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.

6.5. Application Data

6.5.1.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.

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

6.6.1. 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

All Applications meeting the qualifying criteria will be reviewed, scored and ranked by the Programme judges to create an index allowing the highest scoring applications to be accepted on the programme.

7.3. Scoring

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.**Relevance to chosen challenge** (*weight: 1*): The idea demonstrates an understanding of the challenge and is relevant to the chosen challenge against several or all of the key aspects: market, technology, target user, context, timing/stage of maturity, value alignment/aims and vision. A key dimension of this is the context of the Indian manufacturing sector and market.
- 7.3.2.**Originality and the strength of the idea** (*weight: 1*): The idea is unique and novel in a way that meets the industry challenge. The demonstrator is innovative and original whilst also demonstrating strong vision
- 7.3.3.**Scalability and growth potential** (*weight: 1*): The idea is scalable and has the potential to succeed in its full range of capabilities at a growing scale.
- 7.3.4.**Appropriate team experience** (*weight: 1*): The team is equipped to deliver the proposed demonstrator and has appropriate technology and business skills, demonstrating a good team structure that will deliver a first tested prototype to showcase in March
- 7.3.5.**Technology feasibility and relevance** (*weight: 1*): The idea presented demonstrates applicability of one or more of the advanced digital technologies from our technology areas to the challenges taking into account the idea is technically feasible to deliver within the scope of the programme
- 7.3.6.**Technology readiness level** (*weight: 1*): The idea demonstrates a potential advancement in the technology readiness level (TRL 6 and above) and will advance Corporates' existing solutions within the Industrial Net Zero Themes
- 7.3.7.**Environmental impact** (*weight: 1*): The idea considers sustainability alignment and environmental factors.

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 and to be admitted onto the Programme.

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's Programme Agreement ("**Programme Agreement**").

8. Competition Terms – Specific

8.1. Benefits

Any cash grant provided under the Programme is provided by our funding partner(s) ("**Funding Partner**") and are subject to the Funding Partner's terms and conditions, which will be stated in the Programme T&Cs.

All the benefits provided under the Programme by third-party organisations ("**Suppliers**") are subject to the Supplier's terms and conditions stated in the Programme Agreement.

[Any optional benefits provided by third party organisations whose terms and conditions are not contained in the Programme 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 a maximum of £77,025. 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 third parties (if and where appropriate).

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.