D2.2

TRACKS 2 AND 3:
OPEN CALL PLATFORM
AND DOCUMENTATION

INSTITUTE FOR SUSTAINABLE DEVELOPMENT AT EPLO

D2.2

TRACKS 2 AND 3: OPEN CALL PLATFORM AND DOCUMENTATION

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Abstract

This deliverable reports on the activities performed to prepare the S3E Charge and Reverse 1st Call for applications, which started on the 7th of November 2022. The official documents for the open call are published on Zenodo and are available on the website of the project https://south3e.eu/ .

Keywords

S3E, deep tech, science-based, entrepreneurship, technology commercialization, innovation ecosystem, southern Europe, open innovation, open call, innovation project, research, technology transfer officer, experts.

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PU **Public, fully open. e.g., website**	✔
CL Classified information as referred to in Commission Decision 2001/844/EC	
SEN Confidential to S3E project and Commission Services	

S3E Partners:

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Abbreviations

AUS	Australo Interinnov Marketing Lab SL
DoA	Description of Action
EPLO	The Institute for Sustainable Development is an initiative of the European Public Law Organization
HST	HiSeedTech
IDI	International Development Ireland Limited
S3E	Southern European Entrepreneurship (South3E)
SDG	Sustainable Development Goals
SME	Small and medium-sized enterprise
WP	Work Package
TTO	Technology Transfer Officer
VC	Venture Capital

1 Introduction

Deliverable 2.2. reports on the work performed by the S3E consortium in the preparation of the S3E 1st Call for applications, which opened on the 7th of November 2022. During the reporting period of the corresponding task the consortium has been engaged in the following activities:

- Definition of the stakeholder framework for the open call – that was defined on D5.1.
- Identification of the assets provided by the consortium to the applicants.
- Definition of the science fields and topics of the calls.
- Select the platform for submission.
- Definition of the criteria to select applicants and experts.
- Preparation of the documents/documentation to provide support to applicants and experts.

The first dissemination actions for the 1st open call are defined on the deliverable D5.2 "Dissemination, Communication & Exploitation Plan" with the support of D2.1 "Ecosystem map". The preparation of the open call started in July 2022 and the present report covers the work done until the end of the year (2022).

2 Report on the S3E Charge and Reverse open calls

2.1. The rationale behind S3E project

Before introducing the report on the S3E project, we must clarify and elaborate on the concept of **deep tech**, which is one of the pillars of the project. In this context, 'Deep Tech' refers to technologies that are grounded on a scientific discovery or meaningful engineering innovation. Deep tech supports the development of disruptive solutions built around unique, protected, or hard-to-reproduce technological or scientific advances, and embodies products, processes, or services that will fulfill unmet (or ill-met) market needs that can have a significant social and economic impact and contribute to achieving the United Nations Sustainable Development Goals (SDGs)[1]. Deep tech start-ups are fostered by research that, in most cases, is developed within the scientific ecosystem (e.g., universities and academic/research centers).

Over the past two decades innovation was, essentially, based on novel (and sometimes disruptive) business models anchored on digital platforms and web and mobile-based apps and, thus, became synonymous with the so-called tech industry. Investors, companies, and governments are now looking more attentively to deep technological innovations (deep tech) that will drive the next (sustainable) industrial revolution.

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[1] https://sdgs.un.org/goals

European Startups[2] is a project created by Dealroom and Sifted, supported by the European Commission and European Parliament, "aimed at facilitating informed conversation and collaboration among European tech ecosystem stakeholders to take Europe's startup economy to the next level". Its study "2021: the year of Deep Tech"[3] clearly provides evidence of the unbalance in Deep Tech VC investment (see Figure 1) between the group of countries with advanced innovation ecosystems ("Innovation Leaders" and "Strong Innovators") and the group of countries with developing innovation ecosystems ("Moderate Innovators" and "Emerging Innovators"), the only exceptions being Spain and Italy (Moderate Innovators) and Poland (Emerging Innovator).

Company	Category	University	Grants	VC funding
BIONTECH	Biotech	Mainz	European H2020 programs	€1.3b
onfido	Identity verification	Oxford	Eurostars SME Programme, Tech Nation	€192m
Aledia	Light-emitting diodes	CEA	European Innovation Council (EIC)	€171m
ICEYE	Satellites	Aalto	European Commission, Eurostars SME Programme	€123m
climeworks	Carbon sequestration	ETH Zurich	Eurostars SME Programme	€114m
XMOS	Edge AI chips	Bristol	EIC	€102m
Exscientia	AI-based drug discovery	Dundee	Bill & Melinda Gates Foundation	€96m
IQM	Quantum computing	Aalto	EIC	€68m
MAGAZINO	Intralogistics robots	TUM	EXIST	€41m
KALRAY	Intelligent microprocessors	CEA	Eurostars SME Programme	€34m
oxbotica	Autonomous vehicle software	Oxford	Innovate UK	€70m
wingtra	Professional drones	ETH Zurich	EIC	€27mp
ULTROMICS	AI-based diagnostics	Oxford	Government of the UK, NIHR	€24m
paragraf	Graphene-based electronics	Cambridge	ERDF	€23m
Recycling Technologies	Plastic recycling	Warwick	EIC, UKRI	€20m
river lane	Quantum computing	Cambridge	Government of the UK	€4m
vaccitech	Biotech (Oxford's Covid vaccine)	Oxford	UKRI	€43m
ONI	Super resolution microscopes	Oxford	n/a	€27m

Figure 1. Deep Tech VC Investment in Europe

Source: "2021: the year of Deep Tech"; European Startups; dealroom.co and Sifted; 2021)

An analysis of the Deep Tech clusters that contribute to these VC investments (right column of Figure 1) allows one to conclude that **most of Europe's top Deep Tech companies have their roots in Research and Development activities carried out in academia**. Analyzing the European Innovation Scoreboard (EIS) indicators related to each national research system; one can conclude that **this unbalance is partially justified by the lag in research intensity in the countries with developing innovation ecosystems**. However, in these countries there are pockets of outstanding research that have potential commercialization value and **what is missing is the support to uncover this potentially valuable bench research and help bring it to the market**. Additionally, from the analysis of the EIS, one can see that investment in start-ups in developing innovation ecosystems is feeble and, thus, after uncovering the research and help the research teams develop a business case supported by the ensuing deep tech products (or services), it will be necessary to showcase the resulting start-ups to investors in countries with a more advanced VC investment panorama.

For this reason, we have designed S3E – Southern European Entrepreneurship Engine. This project aims to revolutionize the southern European deep tech ecosystem.

2.2. The S3E project

S3E is a project funded by the European Commission that focuses on **accelerating deep tech projects, start-ups, and SMEs** that aim at providing solutions towards a more sustainable society and economy in line with the SDG. The S3E project mission is to develop an engine of growth that contributes to improve the connectedness and efficiency of the entrepreneurship ecosystems in Southern European countries (all of them Moderate or Emerging innovators).

Considering this, we have designed a program built around three tracks of bespoke services tailored to researchers and innovators' varying levels of maturity (i.e., early, growth, and scaling stages):

- **S3E Start:** For research teams and technology transfer officers, S3E offers a hands-on training program to hone their commercial skills and secure early funding for development.
- **S3E Charge**: For growth start-ups, S3E provides mentoring and networking to develop an investment-ready business plan and facilitate access to non-dilutable and dilutable funding.
- **S3E Reverse:** For scaling start-ups and SMEs, S3E will set up an Open Innovation ecosystem to broker, connect and match corporates to scaling start-ups through a challenge-solution duality.

Figure 2. S3E Tracks

Research teams, technology transfer officers, growth startups and scale startups will be selected through an open call. This open call targets science and technology excellence in these fields: agricultural sciences, engineering and technology, life sciences, and natural sciences. **This document focuses on the S3E Charge and Reverse Tracks and their open calls and documentation.**

2.3. S3E Charge

S3E Charge is for **growth start-ups with deep tech products, services or process concepts,** grounded in a scientific discovery or meaningful engineering innovation and at a **growth** development stage that want to take their business offerings to investors and leverage the mentoring and networking opportunities of the S3E programme, all aligned to the UN Sustainable Development Goals (UN SDGs). For this program, a growth start-up is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-dilutable and/or dilutable funding, that is, it does not have funding or have pre seed and its TRL is up to 6-7.

S3E Charge is driven by an internationally proven mentorship program that was specifically developed for growth start-ups. The mentoring and coaching of the process guides the growth start-up teams in the development of a business plan for a product, service or process that makes them investment ready and takes their validated business case to an investor attractive level. So, participants will acquire skills in technology commercialisation, science-based entrepreneurship, business development and intellectual property protection using their own business offerings through tailor-made mentorship.

When participants finish the Programme, they will have developed a business plan for a product, service or process and will have acquired skills and be investment ready to:
● link their product/service/process product with market needs,
● better communicate their offerings to potential clients and investors,

- become market ready to pitch, persuade and readapt their business offerings to different audiences, depending on market needs
- connect to 'Innovation Leaders' and 'Strong Innovators' Ecosystems
- better understand to protect IP
- prepare an investment ready business plan
- get access to funds and funding

The outcome of S3E Charge will better position them to apply for public or private funding and programs, because it will help them link their business offerings to market needs and become market ready to pitch and attract investments whilst having validated and honed their business plan and their value proposition.

2.4. S3E Reverse

S3E Reverse is designed to help SMEs and **scaling start-ups (or scale-ups)**, gain market traction through a pan-European brokerage program, that will connect them with corporate and public organisations, with specific challenges and problems, which they can work together to solve. The program invites corporates and the public sector (**Challenge Organisations**) to unveil challenges they face, related to the SDGs that could be addressed through deep tech solutions. The **Challenge Organisations** (corporates and public organisations) will submit their challenges through our open call mechanism. S3E experts (selected through an open Expression of Interest) will work as deep tech brokers by reviewing the submitted challenges and selecting those with the highest degree of potential, impact and innovation, and feasibility.

The challenges will be published on the S3E website. After that, an **Open Call for SMEs and start-ups** will be launched inviting them to submit their ideas, products, and solutions that can address those specific challenges. Our evaluators will select the most mature and appropriate start-ups to **match them with the Challenge Organisations**. The starting point of the **Reverse Program** are the challenges and/or problems that corporates face in complying with the UN SDG and creating a more sustainable business. Our **deep tech brokers** will formulate these challenges into specific problems, translating the requirements of the challenge organisations into precise specifications with which the start-ups can work.

During the program, the selected experts, i.e., the **deep tech brokers** will facilitate the process and support both the Challenge Organisations to define their specifications and frame their requirements and the solvers, the SMEs, and scale-ups that will design solutions to address these challenges. In addition, the selected SMEs and scale-ups (**The Solvers**) can benefit from a **customised innovation support program** designed specifically for them and the coaching and technology brokerage services they will receive.

2.5. Approach to S3E Charge and Reverse Open Calls

During the reported period, the S3E consortium has been involved in the preparatory work needed for the open call process to take place. First, the conceptual framework of the open call was designed to reach the global goals of the project. As mentioned, the Stakeholder framework for the open call was defined in D5.1. There we have defined the outlines of the overall stakeholder engagement strategy of the S3E project. Having a clear standard how the southern European deep tech ecosystem works (D2.1.), what our target is, how to approach them (D5.2 - Dissemination, Communication & Exploitation Plan), and what we want from them, S3E has planned two open calls, and **the first S3E open call was launched on 7th of November (12:00 CET) and is open until the 10th of February 2023 at 17:00 CET**.

Considering time efficiency, transparency and accountability, the **consortium opted to have the open call for the three tracks (Start, Charge and Reverse) on roughly the same dates** so that the impact of the project will be stronger, the roadshows, publicity and other media activities will coincide, and that all consortium partners be involved.

The S3E Open Call #1 targets research teams and technology transfer officers (**Start**), growth startups (**Charge**) and scale startups (**Reverse**) in the following science fields: agricultural sciences, engineering and technology, life sciences, and natural sciences. Their projects must envisage one of the following SDGs:

- **No Poverty** (SDG 1): End poverty in all its forms everywhere.
- **Zero Hunger** (SDG 2): End hunger, achieve food security and improved nutrition and promote sustainable agriculture.
- **Good Health and Well-Being** (SDG 3): Ensure healthy lives and promote well-being for all at all ages.
- **Quality Education** (SDG 4): Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all.
- **Gender Equality** (SDG 5): Achieve gender equality and empower all women and girls.
- **Clean Water and Sanitation** (SDG 6): Ensure availability and sustainable management of water and sanitation for all.
- **Affordable and Clean Energy** (SDG 7): Ensure access to affordable, reliable, sustainable, and modern energy for all.
- **Decent Work and Economic Growth** (SDG 8): Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all.
- **Industry Innovation and Infrastructure** (SDG 9): Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.
- **Reduced Inequalities** (SDG 10): Reduce inequality within and among countries.
- **Sustainable Cities and Communities** (SDG 11): Make cities and human settlements inclusive, safe, resilient, and sustainable.

- **Responsible Consumption and Production** (SDG 12): Ensure sustainable consumption and production patterns
- **Climate Action** (SDG 13): Take urgent action to combat climate change and its impacts.
- **Life below Water** (SDG 14): Conserve and sustainably use the oceans, seas, and marine resources for sustainable development
- **Life below water** (SDG 14): Conserve and sustainably use the oceans, seas, and marine resources for sustainable development.
- **Life on land** (SDG 15): Protect, restore, and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss.
- **Peace, justice, and strong Institutions** (SDG 16): Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels.
- **Partnership for the goals** (SDG 17): Strengthen the means of implementation and revitalize the Global Partnership for Sustainable Development.

In the beginning, the consortium planed two thematic open calls addressing different SGDs:

1st Open Call: Economic and social impact
Targeting: No Poverty (SDG 1); Zero Hunger (SDG 2); Good Health and Well Being (SDG 3), Quality Education (SDG 4), Gender Equality (SDG 5); Decent Work and Economic Growth (SDG 8); Industry Innovation and Infrastructure (SDG 9) and Reduced Inequalities (SDG 10).

2nd Open Call: Environmental and social impact
Targeting: Zero Hunger (SDG 2); Good Health and Well Being (SDG 3), Quality Education (SDG 4), Clean Water and Sanitation (SDG 6); Affordable and Clean Energy (SDG 7); Sustainable Cities and Communities (SDG 11); Responsible Production and Consumption (SDG 12); Life Bellow Water (SDG 14); Life on Land (SDG 15).

However, after we published the 1st Open Call on November 7th, 2022, and started receiving feedback from applicants, it became apparent and was thought more efficient to have all 17 United Nations SDGs in both open calls so as to attract the maximum number of applicants. Effectively the applicants' deep-tech solutions and technologies should be aligned to at least one SDG.

The first open call of the S3E project commenced on November 7th, 2022, with the launch of the S3E Roadshow in Greece where meetings with stakeholders, research centers, academia and start-ups took place along with the Open Call Launch Event at the Greek National Research Center (see figure 3).

Figure 3 S3E Roadshow in Greece

2.6. Preparation of the S3E Charge and Reverse Open Calls

In parallel with the framework of the open call, the consortium has dealt with the selection of the platform for the open call submission, defined the criteria for the selection of the applicants, experts and all the aspects related to the dissemination of the open call.

To foster inclusiveness and transparency as well as attract the maximum number of suitable candidates, **the consortium opted to use the F6S platform** (https://www.f6s.com/) as regards all S3E Open Calls. The F6S platform is the world's largest platform for founders and enables them to interact with Investors, Accelerators/Incubators, Products/tools, Talent on the platform to grow together. Additionally, the F6S platform is user-friendly and sends out emails and alerts to potential participants to our Calls. Although they do not have researchers on the platform, we reinforce this communication through our digital communication channels for all tracks of the S3E project.

A call for external experts was opened in parallel with the open call process, with the aim of creating a large pool of experts for the evaluation process and mentoring the deep tech projects. The S3E call for experts call opened on December 1st and will close at the end of January 2023. All information and documentation regarding external experts can be found in **Deliverable D3.2 "Track 1 Open Platform and Documentation".**

Finally, we have prepared support documentation for the applicants and corporations for the S3E Charge and Reverse Tracks:

- **The S3E Charge Open Call #1 Text,** that provides detailed information regarding the S3E Charge program and its first Open Call for Proposals.
- **The S3E Charge Guidelines for Applicants**, which sets out the guidelines for participation in the first open call for proposals of the S3E Charge project.
- **The S3E Charge Application form for Applicants** to the S3E Charge program and its first Open Call for Proposals.
- **The S3E Reverse Open Call #1 Text: Selecting the Challenges,** addressed to Large Companies, Corporations & Public Organisations that will set the challenges for the first round of open calls for the S3E Reverse project.
- **The S3E Reverse Guidelines for Applicants** for the first round of open calls for the S3E Reverse project.
- **The S3E Reverse Application form for Challenge Organizations** addressed to the challenge organizations for the first round of open calls for the S3E Reverse project.
- **The S3E Reverse Application form for Scaleups,** addressed to the scale-ups for the first round of open calls for the S3E Reverse project.

These seven documents are reported in sections 4 to 10 in this present documents. All are published on Zenodo - part of European Open Science Cloud (EOSC), as defined in the data Management Plan (D1.1).

It must be noted that regardless of the number of applications for **S3E Charge**, a maximum of **30 start-ups from Southern European Countries** will be selected. The selected projects will be announced on the 24th of March 2023 and the programme will start on the 10th of April 2023 and end on the 19th of July 2023.

As regards the **S3E Reverse** Track, the open call for the challenge organizations will stay open till **10 February 2023** at **17:00 CET.** Between February 10th, 2023, and March 7th, 2023, our selection committee will evaluate the challenges, which will be announced by March 7th, 2023. By **14 March 2023,** the open call for SMEs and scale-ups will open inviting them to submit solutions to the challenges till 15 May 2023. **A detailed Guide for Applicants for scale-ups and SMEs will be published at the time of the opening of the call**.

3 Conclusions and next steps

Since the reported period the consortium has carried out the technical and operational activities needed to ensure the open call takes place correctly and according to the recommendations of the European Commission.

As regards **S3E Charge,** on the 7th of November 2022 the call opened for proposals by growth start-ups and will remain open until February 10th, 2023. Selected projects will be announced on the 24th of March 2023 and the programme will start on April 10th, 2023, and end on July 19th, 2023, with the Open Day.

As regards **S3E Reverse,** the open call for the challenge organizations was launched on the 7th of November 2022 and it will stay open till February 10th, 2023. By March 14th, 2023, the open call for SMEs and scale-ups will open inviting them to submit solutions to the challenges and will stay open till May 15th, 2023. A detailed Guide for Applicants for scale-ups and SMEs will be published at the time of the opening of the call**.** The proposals from scale-ups and SMEs will be evaluated by independent experts and the selected companies will be invited for an interview by our deep tech technology brokers.

In the meantime, several dissemination actions -were and will- be carried out thoroughly (see D5.2 - Dissemination, Communication & Exploitation Plan). At the same time, also the call for experts is open, with the aim to create a large pool of experts on the topics for the open call. The open call for experts is open from December 10th, 2022, until January 15th, 2023.

4 S3E Charge Open Call #1 text

The document is published on https://zenodo.org/record/7330565#.Y6SWoS8qLfK

S3E Charge: Open call text #1

Annex 1

October 25, 2022
v.2 November 12, 2022

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v.1	25/10/2022	1st version of Open Call Text
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1. Introduction

S3E – Southern European Entrepreneurship Engine is a project, funded by the European Commission, focused on accelerating **deep tech projects, start-ups, and SMEs** that aim at providing solutions towards a more sustainable society and economy.

The S3E program is built around **three tracks** carefully designed services tailored to support researchers, research teams, start-ups, scaleups and SMEs in each track in advancing their technologies, products, processes, or services towards the market and aligned to the UN Sustainable Development Goals. Participants in the programs will be selected through open calls.

This document is focused on S3E Track 2, named **S3E Charge,** that is directed towards **growth start-ups** that will be provided with mentoring and networking to support them in the development of an investment ready business plan and facilitate access to non-dilutable and dilutable funding. The document provides detailed information regarding the S3E Charge program and its **first Open Call for Proposals** (also referred to as Open Call #1), as well as a general overview on the S3E project.

2. S3E Charge at a glance

S3E Charge is for **growth start-ups** with deep tech products, services or process concept, grounded in a scientific discovery or meaningful engineering innovation and at a growth development stage, that are already in the market and aims at fostering science-based entrepreneurship and technology commercialization. It aims at (i) engaging growth start-ups, (ii) providing them with mentoring and networking to develop an investment ready business plan and (iii) facilitating access to non-dilutable and dilutable funding (Charge).

The starting point must be a written business case characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual   and strategy, the market and the first customer, the competitive advantage and the funding needs. The selected start-ups will participate in a program that provides mentoring and networking. Regular mentor meetings will be held throughout the program to exchange experiences and the network of contacts to provide to the participating start-ups. Each participating start-up will receive high-quality mentoring through a quality assurance process of the program.

So, overall, S3E Charge is a **mentoring** experience that aims to provide skills to **growth start-ups** in knowledge commercialization and the business world to enable them to:

- link their product/service/process product with market needs,

- better communicate their offerings to potential clients and investors,
- become market ready to pitch, persuade and readapt their business offerings to different audiences, depending on market needs
- connect to 'Innovation Leaders' and 'Strong Innovators' Ecosystems
- better understand to protect IP
- prepare an investment ready business plan
- get access to funds and funding

3. S3E Charge Open Call #1

S3E Charge is launching its first open call for applications.

S3E Charge call is open to growth start-ups from Southern European countries[1] with deep tech products, services or process concepts, grounded in a scientific discovery or meaningful engineering innovation and in a growth development stage. Projects in the following scientific fields will be considered: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences.

The projects must envisage an economic and social impact, targeting one or more Sustainable Development Goals.

The S3E Charge Open Call #1 will be launched on the **31st of October 2022 (12:00 CEST)** and will close on the **10th of February 2023** at **17:00 CEST**. Regardless of the number of applications, a maximum of **30 start-ups from Southern European Countries** will be selected. Selected projects will be announced on the 24th of March 2023 and the programme will start on the 10th of April 2023 and end on the 19th of July 2023.

The F6S platform will be the entry point for all proposals' submissions to S3E Open Calls, which is directly linked from S3E website (https://south3e.eu/). Submissions received by any other channel and after the open call deadline will be automatically discarded.

Growth start-ups should apply via: https://www.f6s.com/s3e-charge/apply

For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website.

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[1] For the scope of S3E, Southern European countries include the following European countries: Bulgaria, Croatia, Greece, Italy, Malta, Portugal, Cyprus, Romania, Slovenia and Spain. And the following Associated countries: Albania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia and Turkey.

4. S3E Charge in depth

4.1.   Who is this programme for?

S3E Charge is for **growth start-ups with deep tech products, services or process concepts,** grounded in a scientific discovery or meaningful engineering innovation and at a **growth** development stage that want to take their business offerings to investors and leverage the mentoring and networking opportunities of the S3E programme, all aligned to the UN Sustainable Development Goals (UN SDGs). For this program, a growth start-up is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-dilutable and/or dilutable funding, that is, it does not have funding or have pre seed and its TRL is up to 6-7.

Growth start-ups are considered eligible for S3E Charge Open Call #1 if complying with **ALL** the following rules:

- Must be established as a start-up in the following science fields: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences. Please check the full categories here.
- The deep tech solution project must envisage to provide an impact on one (or more) UN SDGs for this call.
- Must submit a short description of the start-up and activities; a video presentation of a pitch deck focused on sustaining the value proposition for the proposed product, service or process concept; a written business case characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs, and a statement of the motivation of the team to participate in the call.
- Must be established in one (or more) of these countries: Croatia, Greece, Italy, Malta, Portugal, Cyprus, Slovenia, Spain, Bulgaria, Romania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia, Turkey, and Albania.

4.2.   What will you get from the Programme?

S3E Charge is driven by an internationally proven mentorship program that was specifically developed for growth start-ups. The mentoring and coaching of the process guides the growth start-up teams in the development of a business plan for a product, service or process that makes them investment ready and takes their validated business case to an investor attractive level. So,

you will acquire skills in technology commercialisation, science-based entrepreneurship, business development and intellectual property protection using your own business offerings through tailor-made mentorship.

When you finish the Programme, you will have developed a business plan for a product, service or process and you will have acquired skills and be investment ready to:

- link your product/service/process product with market needs,
- better communicate your offerings to potential clients and investors,
- become market ready to pitch, persuade and readapt your business offerings to different audiences, depending on market needs
- connect to 'Innovation Leaders' and 'Strong Innovators' Ecosystems
- better understand to protect IP
- prepare an investment ready business plan
- get access to funds and funding

The outcome of S3E Charge will better position you to apply for public or private funding and programs, because it will help you link your business offerings to market needs and become market ready to pitch and attract investments whilst having validated and honed your business plan and your value proposition.

4.3.   How is the programme structured?

S3E Charge offers you a 14-week tailor-made program that involves:
- **Mentoring** (by pan-European industry experts) that will guide each growth start-up through the validation of the project, the development of the investment-ready business plan and the investment process. The mentors supporting the S3E Charge edition are individuals who are connected to deep tech and entrepreneurship, and who are prepared to help start-ups solve problems that arise throughout the program. You can see an updated list of mentors on the S3E website (https://south3e.eu). Note: meetings with mentors last 1,5 hours and are held every two weeks (7 meetings in total).
- **Networking** with industry leaders and investors and showcase opportunities at the S3E Open day in which the teams will give a 7-minute pitch followed by a 10-minute Q&A period to investors. **Post Open Day** the project will have a mechanism to facilitate one-on-one meetings between investors and start-ups.

It is also important to mention that the investment ready business plan, to be delivered as the outcome of the program, will build upon the business case provided by the participating teams, and shall include detailed sections on (i) opportunity description, (ii) product concept, (iii)

technology, IP and pipeline, (iv) market analysis, (v) strategic framework, (vi) sales plan and marketing, (vii) development roadmap, (viii) financials and (ix) team. The validation of the assumptions supporting the different sections of the business plan (using external primary sources) is a key point that the mentors will need to provide support through their personal networks and enforce.

Non-dilutable funding opportunities (both national and / or European) will be permanently scouted and posted on the project web site and mentors will also provide support for the start-ups to apply to these opportunities.

It is important to note that the approach used in the **programme will be highly iterative**; in the sense that as the teams amass information from the market, they may be required to iterate back to improve previous decisions and findings. The role of the mentors is crucial in this iterative process in forcing the teams to iterate back and select the best opportunities. At the end of the programme there will be an **Open Day on the 19th of July 2023.**

5.S3E Overview

The **S3E – Southern European Entrepreneurship Engine** project mission is to develop an **engine of growth** that will contribute to improve the connectedness and efficiency of the **entrepreneurship ecosystems in southern European countries.**

S3E consortium partners are:

- **HiSeedTech** - A not-for-profit association founded by private companies that came together with the purpose of enabling the creation of value from knowledge through technology entrepreneurship and open innovation.
- **EPLO Institute for Sustainable Development** – part of an international organization dedicated to mainstreaming the UN Sustainable Development Goals and the EU Green Deal, providing capacity building, policy work and educational programs.
- **IDI** (International Development Ireland) specialises in practical day-to-day implementation for Government agencies in economies which are growing and changing rapidly
- **Australo** Interinnov Marketing Lab Sl - is a marketing agency specializing in growth hacking for research and innovation.

The S3E project is co-funded by the European Union's Horizon 2020 European innovation ecosystems under the grant agreement ID: 101072135 (see here the Cordis fact sheet).

S3E will focus on accelerating **deep tech projects, start-ups, and SMEs** that, by providing solutions towards a more sustainable society and economy, can impact social development and economic growth in these countries and contribute to the timely achievement of the United Nations Sustainable Development Goals (SDGs), in line with the EU Green Deal, the Recovery and Resilience Facility and the NextGenerationEU fund.

S3E will provide skills to researchers and technology transfer actors in science-based entrepreneurship and technology commercialization, supporting growth stage start-ups in business development and in procuring investment, and providing technology brokerage for corporates and scale-up stage start-ups and SMEs.

The program is built around **three tracks** of bespoke services tailored to start-ups' varying levels of maturity (i.e., early, growth, and scaling stages).
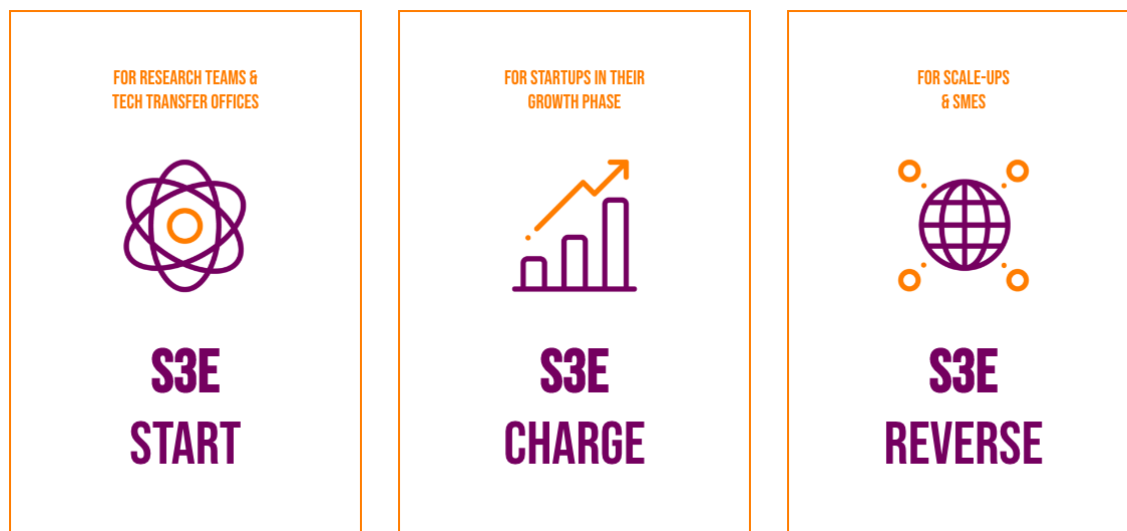
Figure 1. S3E Tracks

- **S3E Start:** For research teams and technology transfer offices, S3E offers a hands-on training programme to hone their commercial skills and secure early funding for development.
- **S3E Charge:** For growth start-ups, S3E provides mentoring and networking to develop an investment-ready business plan and facilitate access to non-dilutable and dilutable funding
- **S3E Reverse:** For scaling start-ups and SMEs, S3E will set up an Open Innovation ecosystem to broker, connect and match corporates to scaling start-ups through a challenge-solution duality

6. Support material

For updated information on S3E, in general, and S3E Charge, in particular, please check out our website (https://south3e.eu/), follow our social media accounts[2] or subscribe to our Newsletter.

Privacy Policy available at: https://south3e.eu/privacy-policy/

Open call #1 support material:
- Annex 1: Open Call #1 Text, this document.
- Annex 2: Guidelines for Applicants, which sets out the guidelines for participation in the first open call for proposals of the S3E Charge project.

For other needs, please contact the Help Desk.

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[2] Follow us on LinkedIn: https://www.linkedin.com/company/south3e/mycompany/ and Twitter: https://twitter.com/south3e

5 S3E Charge Guidelines for Applicants

The document is published on https://zenodo.org/record/7330565#.Y6SWoS8qLfK

S3E Charge

Guidelines for Applicants

26th of October
v.2 12th of November 2022

Document revision history

ion	Date	Description of change
v.1	26/10/2022	1st version of S3E Charge – Guidelines for Applicants
v.2	12/11/2022	Changes in the targeting of 17 UN Sustainable Development Goals (eligibility criteria), the dates of webinars

Table of contents

List of figures

1 Introduction

S3E – Southern European Entrepreneurship Engine is a project, funded by the European Commission, focused on accelerating **deep tech projects, start-ups, and SMEs** that aim at providing solutions towards a more sustainable society and economy in line with Sustainable Development Goals (SDG)[1].

The program is built around **three tracks** of carefully designed services tailored to support the stakeholders of each track in advancing their technologies, products, processes, or services towards the market. Participants in the programs will be selected through open calls.

This document provides a full set of information regarding the S3E Charge program, namely the **guidelines for applications**.

2 S3E overview

The **S3E – Southern European Entrepreneurship Engine** project mission is to develop an **engine of growth** that will contribute to improve the connectedness and efficiency of the **entrepreneurship ecosystems in southern European countries.**

S3E consortium partners are:
- **HiSeedTech** - A not-for-profit association founded by private companies that came together with the purpose of enabling the creation of value from knowledge through technology entrepreneurship and open innovation.
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The S3E project is co-funded by the European Union's Horizon 2020 European innovation ecosystems under the grant agreement ID: 101072135 (see here the Cordis fact sheet).

S3E will focus on accelerating **deep tech projects, start-ups, and SMEs** that, by providing solutions towards a more sustainable society and economy, can impact social development and economic growth in these countries and contribute to the timely achievement of the United

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[1] https://sdgs.un.org/goals

Nations Sustainable Development Goals, in line with the EU Green Deal, the Recovery and Resilience Facility and the NextGenerationEU fund.

S3E will provide skills to researchers and technology transfer actors in science-based entrepreneurship and technology commercialization, supporting growth stage start-ups in business development and in procuring investment, and providing technology brokerage for corporates and scale-up stage start-ups and SMEs.

The program is built around **three tracks** of bespoke services tailored to start-ups' varying levels of maturity (i.e., early, growth, and scaling stages):

- **S3E Start:** For research teams and technology transfer offices, S3E offers a hands-on training program to hone their commercial skills and secure early funding for development.
- **S3E Charge:** For growth start-ups, S3E provides mentoring and networking to develop an investment-ready business plan and facilitate access to non-dilutable and dilutable funding.
- **S3E Reverse:** For scaling start-ups and SMEs, S3E will set up an Open Innovation ecosystem to broker, connect and match corporates to scaling start-ups through a challenge-solution duality.
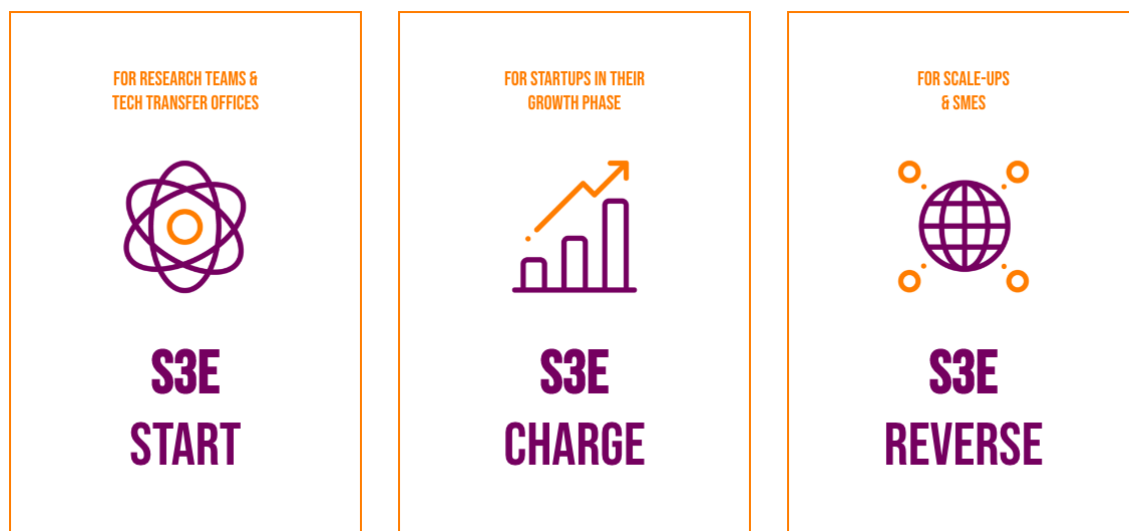

Figure 1. S3E Tracks

3 S3E Charge at a glance

3.1 Who is this program for?

S3E Charge is for **growth start-ups** with deep tech products, services, or process concepts, grounded in a scientific discovery or meaningful engineering innovation and at a growth development stage, that are already in the market.

For this program, a **growth start-up** is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-dilutable and/or dilutable funding, that is, it does not have funding or have pre seed and its TRL is up to 6-7.

3.2 What will you get from the program?

On S3E Charge you will get mentoring and networking to develop an investment-ready business plan and will have support to access to non-dilutable and dilutable funding.

The mentoring process will guide the growth start-up teams in the development of a business plan for a product, service or process that makes them investment ready and takes their validated business case to an investor attractive level. So, you will acquire skills in technology commercialisation, science-based entrepreneurship, business development and intellectual property protection using your own business offerings through tailor-made mentorship.

When you finish the program, you will have developed a business plan for a product, service or process and you will have acquired skills and be investment ready to:
- link your product/service/process product with market needs,
- better communicate your offerings to potential clients and investors,
- become market ready to pitch, persuade and readapt your business offerings to different audiences, depending on market needs
- connect to 'Innovation Leaders' and 'Strong Innovators' Ecosystems
- better understand to protect IP
- prepare an investment ready business plan
- get access to funds and funding

The outcome of the S3E Charge **will better position you to apply for public or private funding and programs,** because it will help you link your business offerings to market needs and become market ready to pitch and attract investments whilst having validated and honed your business plan and your value proposition.

3.3 How is the program structured?

The **starting point must be a written business case** characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual and strategy, the market and the first customer, the competitive advantage, and the funding needs. The selected start-ups will participate in a program that provides **mentoring and networking**. Regular mentor meetings will be held throughout the program to exchange experiences and the network of contacts to provide to the participating start-ups. Each start-up will be assigned with one mentor.

S3E Charge offers you a 14-week tailor-made program that involves:

- **Mentoring** (by pan-European industry experts) that will guide each growth start-up through the validation of the project, the development of the investment-ready business plan and the investment process. The mentors supporting the S3E Charge edition are individuals who are connected to deep tech and entrepreneurship, and who are prepared to help start-ups solve problems that arise throughout the program. You can see an updated list of mentors on the S3E website (https://south3e.eu). Note: meetings with mentors last 1,5 hours and are held every two weeks (7 meetings in total).
- **Networking** with industry leaders and investors and showcase opportunities at the S3E Open day in which the teams will give a 7-minute pitch followed by a 10-minute Q&A period to investors. **Post Open Day** the project will have a mechanism to facilitate one-on-one meetings between investors and start-ups.

It is also important to mention that the investment ready business plan, to be delivered as the outcome of the program, will build upon the business case provided by the participating teams, and shall include detailed sections on (i) opportunity description, (ii) product concept, (iii) technology, IP and pipeline, (iv) market analysis, (v) strategic framework, (vi) sales plan and marketing, (vii) development roadmap, (viii) financials and (ix) team. The validation of the assumptions supporting the different sections of the business plan (using external primary sources) is a key point that the mentors will need to provide support through their personal networks and enforce.

Non-dilutable funding opportunities (both national and / or European) will be permanently scouted and posted on the project web site and mentors will also provide support for the start-ups to apply to these opportunities.

It is important to note that the approach used in the program **will be highly iterative**; in the sense that as the teams amass information from the market, they may be required to iterate back to improve previous decisions and findings. The role of the mentors is crucial in this iterative process in forcing the teams to iterate back and select the best opportunities. At the end of the program there will be an **Open Day on the 19th of July 2023.**

4. Open Call #1

S3E Charge is launching its first open call for applications.

S3E Charge call is open to growth start-ups from Southern European countries[2] with deep tech products, services or process concepts, grounded in a scientific discovery or meaningful engineering innovation and in a growth development stage. Projects in the following scientific fields will be considered: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences.

The projects must envisage an economic and social impact, targeting one or more UN Sustainable Goals.

The S3E Charge Open Call #1 will be launched on the **7th of November 2022 (12:00 CET)** and will close on the **10th of February 2023** at **17:00 CET**. Regardless of the number of applications, a maximum of **30 start-ups from Southern European Countries** will be selected. Selected projects will be announced on the 24th of March 2023 and the program will start on the 10th of April 2023 and end on the 19th of July 2023.

The F6S platform will be the entry point for all proposals' submissions to S3E Open Calls, which is directly linked from S3E website (https://south3e.eu/). Submissions received by any other channel and after the open call deadline will be automatically discarded.

Growth start-ups should apply via: https://www.f6s.com/s3e-charge/apply
For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website.

The S3E consortium will organize, at least, two Q&A Webinars and be present at events from November 2022 until February 2023, to connect with interested applicants. Please note the following dates of our Q&A Webinars and follow us on social media and our website to get updates:

- December 5th at 3pm CET
- January 13th at 3pm CET
- February 6th at 3pm CET

Save you place at https://south3e.eu/

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[2] For the scope of S3E, Southern European countries include the following European countries: Bulgaria, Croatia, Greece, Italy, Malta, Portugal, Cyprus, Romania, Slovenia and Spain. And the following Associated countries: Albania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia and Turkey.

5. Timeline

Submission to the Open Call #1 Economic and Social impact for growth start-ups will be launched on the **7th of November 2022 (12:00 CET)** and the deadline for applications is on the **10th of February 2023** at **17:00 CET**.

Below are presented the expected dates for the different stages. The opening and closing dates of each stage can be subject to change in case of any modifications in the project's schedule.

Figure 2. S3E Charge timeline

The evaluation process will be composed by two stages:
- First, the application will be assessed by S3E project partners to validate if it conforms to the eligibility criteria.
- Second, the application will be assessed by a pan-European committee that, if required, will select the top ones for an interview.

The selected projects will be announced on the 24th of March and the program will start on the 10th of April 2023 lasting until the 19th of July 2023 with the Open Day.

6 Eligibility criteria

S3E Charge is for **growth start-ups with deep tech products, services or process concepts,** grounded in a scientific discovery or meaningful engineering innovation and at a **growth** development stage that want to take their business offerings to investors and leverage the mentoring and networking opportunities of the S3E program, all aligned to the UN Sustainable Development Goals (UN SDGs).

For this program, a **growth start-up** is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-

dilutable and/or dilutable funding, that is, it does not have funding or have pre seed funding and its TRL is up to 6-7.

Growth start-ups are considered eligible for S3E Charge Open Call #1 if complying with **ALL** the following rules:

- Must be established as a start-up in the following science fields: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences. Please check the full categories here.
- The deep tech solution project must envisage to provide an impact on one (or more) UN SDGs for this call.
- Must submit a **short description** of the start-up and activities; a **video presentation** of a pitch deck focused on sustaining the value proposition for the proposed product, service or process concept; a **written business case** characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs, and a **statement of the motivation** of the team to participate in the call.
- Must be established in one (or more) of these countries: Croatia, Greece, Italy, Malta, Portugal, Cyprus, Slovenia Spain, Bulgaria, Romania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia, Turkey, and Albania.

7 Open call submission

On the open call #1, S3E Charge will **select 30 growth start-ups to participate in the program.** All growth start-up teams should fulfil the eligibility criteria as expressed in Section 5 and submit the application form on F6S.

The application form for **growth start-ups** is available at:
https://www.f6s.com/s3e-charge/apply

See below the information needed on the application forms.

7.1 Application form questions

Growth start-ups:

- Identification of the team members,
- A short description of the start-up and activities,
- A video presentation of a pitch deck focused on sustaining the value proposition for the proposed product, service or process concept,

- A written business case characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs,
- The SDGs the project aims to address, and
- A statement of the motivation of the team to participate.

7.2 Criteria rank

The criteria to rank the applications from **growth start-ups** will include the:

- value proposition for the proposed product, service, or process concept, and
- the unique market opportunity that the product covers,
- motivation to participate in the training program and the entrepreneurial spirit of the team, as perceived from the interview, will also contribute to the applications ranking

Selected **growth start-ups** will be announced on the 24th of March and the kick-off of the program will start on the 10th of April 2023 and end on the 19th of July 2023.

7.3 Open Call #1 publication

The Open Call #1 will be published on the **7th of November 2022 (12:00 CET)**. It will be supported by:

- **S3E Charge Open Call #1 Text**, which provides a full set of information regarding the Open Call for Proposals for the S3E Charge.
- **S3E Charge Guidelines for Applicants**, this document.

Interested applicants should register at the F6S (www.f6s.com). This will be the central interface for managing the proposal applications for the remainder of the open calls.

7.4 Proposal preparation

Please follow the steps:
1. For the proposal preparation, the applicants are requested to apply online and answer all mandatory questions.
2. Be concrete and concise. Please examine all the Open Call documents and attend the various events promoted by the S3E Charge project, that will be made available at https://south3e.eu/
3. It is highly recommended to submit your proposal well before the deadline. If the applicant discovers an error in the proposal, and provided the call deadline has not passed, the applicant may request the S3E Charge team to resubmit the proposal (for this purpose please contact us at info@south3e.eu). However, S3E Charge is not committed that resubmission in time will be feasible in case the request for resubmission is not received by the S3E Charge team at least 48 hours before the call deadline.

It is strongly recommended not to wait until the last minute to submit the proposal. Failure of the proposal to arrive in time for any reason, including network communications delays or working from multiple browsers or multiple browser windows, is not acceptable as an extenuating circumstance. The time of receipt of the application as recorded by the F6S submission system will be definitive.

7.5 Proposals reception

Submissions will be done ONLY via the F6S platform. A full list of proposers will be drafted containing their basic information for statistical purposes and clarity (which will be also shared with the European Commission for transparency).

The application reception for S3E Charge will close as indicated in section 4 "Timeline" at **10th of February 2023** at **17:00 CET.**

The application form is available at:
https://www.f6s.com/s3e-charge/apply

8 General Information

8.1 Means of submission

The F6S platform will be the entry point for all proposals' submission to S3E Open Calls, which is directly linked from S3E' website: https://south3e.eu. Submissions received by any other channel and after the open call duration will be automatically discarded.

8.2 Language

English is the official language for S3E Open Calls. Submissions done in any other language will not be eligible and, thus, will not be evaluated. English is also the only official language during the whole execution of the S3E Charge program.

8.3 Data protection

The proposals are confidential, and each person involved in the program will sign and non-disclosure agreement, namely the reviewers of the proposals.

To process and evaluate applications, S3E will need to collect Data. S3E partners will act as Data Controllers of data submitted through the F6S platform for these purposes. The F6S platform's system design and operational procedures ensure that data is managed in compliance with The

General Data Protection Regulation (EU) 2016/679 (GDPR). Each applicant will accept the F6S terms to ensure coverage.

Please refer to https://www.f6s.com/privacy-policy to check F6S platform data privacy policy and security measures and to https://south3e.eu/privacy-policy/ to get informed about the S3E Charge Privacy Policy.

9 Information and support

For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website. Please check our website, follow our social media accounts[3] or subscribe to our Newsletter if you want to stay tuned with this program.

More info at https://south3e.eu/apply-now/.
For other needs, please contact the Help Desk.

Open call #1 support material:

- **S3E Charge Open Call #1 Text**, which provides a full set of information regarding the Open Call for Proposals for the S3E Charge.
- **S3E Charge Guidelines for Applicants**, this document.

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[3] Follow us on LinkedIn: https://www.linkedin.com/company/south3e/mycompany/ and Twitter: https://twitter.com/south3e

6 S3E Charge Application form

S3E APPLICATION FORM FOR GROWTH START-UPS

PRINCIPAL APPLICANT

Company Short name:

Company Full official name (As Registered):

Country the start-up is established in:

Reg. / VAT no:

Company website:

Main Contact name:

Main Contact email:

TEAM MEMBERS/ CO-APPLICANTS:

Please identify the team members that will actively participate in the S3E Charge and, as so, will attend the sessions/meetings of the Program.

Member 1*

Name:

Position:

E-mail address:

Member 2

Name:

Position:

E-mail address:

Member 3

Name:

Position:

E-mail address:

Member 4

Name:

Position:

E-mail address:

Member 5

Name:

Position:

E-mail address:

TECHNOLOGY AND / OR SCIENCE

Technology and / or science field:

Agricultural sciences
Engineering and technology
Medical and health sciences
Natural sciences
Other

The SDGs the project aims to address:

☐ No Poverty (SDG 1)
☐ Zero Hunger (SDG 2)
☐ Good Health and Well-Being (SDG 3)
☐ Quality Education (SDG 4)
☐ Gender Equality (SDG 5)
☐ Clean Water and Sanitation (SDG 6)
☐ Affordable and Clean Energy (SDG 7)
☐ Decent Work and Economic Growth (SDG 8)
☐ Industry Innovation and Infrastructure (SDG 9)
☐ Reduced Inequalities (SDG 10)

☐ Sustainable Cities and Communities (SDG 11)
☐ Responsible consumption and production (SDG 12)
☐ Climate Action (SDG 13)
☐ Life below water (SDG 14)
☐ Life on land (SDG 15)
☐ Peace, justice, and strong Institutions (SDG 16)
☐ Partnership for the goals (SDG 17)

Please provide a short description of your start-up and its activities (maximum 1,500 characters, including spaces). *

Please upload a video presentation of a pitch deck focused on sustaining the value proposition for your proposed product, service or process concept (maximum time 7 minutes). *

Please provide a written business case characterizing your product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs (maximum 7,500 characters, including spaces). *

In what way do you believe your technologies can address any of the SDGs of the call defined above? (maximum 5,000 characters, including spaces). *

What is the team motivation to attend the Program? (maximum 3,000 characters, including spaces). *

Would you like to subscribe to our newsletter?
Yes/No

How did you hear about S3E Start Program?

7 S3E Reverse Open Call #1 text

The document is published on https://zenodo.org/record/7324130#.Y6SXyy8qLfK

S3E Reverse: Selecting the Challenges

Open Call text #1
For Large Companies, Corporations & Public Organisations
v.2
13 Nov 2022

Disclaimer
The information, documentation, and figures available in this document are provided by the S3E project's consortium under EC grant agreement **101072135** and do not necessarily reflect the views of the European Commission. The European Commission is not liable for any use that may be made of the information contained herein.

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Document revision history

Version	Date	Description of change
v.1	25/10/2022	1st version of Guideline for Applicants
v.2	13/11/2022	Changes in the targeting of 17 UN SDG, changes in eligibility criteria

Table of contents

1 Introduction

S3E – Southern European Entrepreneurship Engine is a project, funded by the European Commission, focused on accelerating **deep tech projects, start-ups, and SMEs** that aim at providing solutions towards a more sustainable society and economy in line with Sustainable Development Goals (SDG)[1].

The S3E program is built around three tracks of carefully designed services tailored to support researchers, research teams, start-ups, scaleups and SMEs in advancing their technologies, products, processes, or services towards the market. Participants in the programs will be selected through open calls.

The aim of **S3E Track 3: S3E Reverse** is to create a **brokerage program** that will connect corporates and public organisations (we use **Challenge Organisations** from now on) that face certain challenges related to the SDGs, with mature, scaling start-ups that can address these challenges through their products, services, and solutions.

The overall goal is to create new collaborations between organisations with specific needs and SMEs/Start-ups that may be able to address them.

We start this track by inviting corporates and public organisations (Challenge Organisations) to submit a challenge through our Open Call Mechanism. The procedure is easy and straightforward and will not take more than a few minutes.

These calls will be evaluated and organised by S3E experts and will be published on our website and platform to invite SMEs to submit their proposals for addressing these challenges through Deep Tech.

This document provides a full set of information for all corporates and public organisations that would like to submit their challenges.

An Open Call for SMEs/Start-ups to address these challenges will be published in the first months of 2023.

This document provides detailed information regarding the S3E Reverse program and its **first Open Call for Proposals** (also referred to as Open Call #1), as well as a general overview of the S3E project.

2 S3E Overview

The S3E – Southern European Entrepreneurship Engine project mission is to develop an engine of growth that will contribute to improve the connectedness and efficiency of the entrepreneurship ecosystems in southern European countries.

S3E consortium partners are:

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[1] https://sdgs.un.org/goals

- **HiSeedTech** - A not-for-profit association founded by private companies that came together with the purpose of enabling the creation of value from knowledge through technology entrepreneurship and open innovation.
- **EPLO Institute for Sustainable Development** – part of an international organization dedicated to mainstreaming the UN Sustainable Development Goals and the EU Green Deal, providing capacity building, policy work and educational programs.
- **IDI** (International Development Ireland) specialises in practical day-to-day implementation for Government agencies in economies which are growing and changing rapidly
- **Australo** Interinnov Marketing Lab Sl - is a marketing agency specializing in growth hacking for research and innovation.

The S3E project is co-funded by the European Union's Horizon 2020 European innovation ecosystems under the grant agreement ID: 101072135 (see here the Cordis fact sheet).

S3E will focus on accelerating **deep tech projects, start-ups, and SMEs** that, by providing solutions towards a more sustainable society and economy, can impact social development and economic growth in these countries and contribute to the timely achievement of the United Nations Sustainable Development Goals (SDGs), in line with the EU Green Deal, the Recovery and Resilience Facility and the **Next Generation EU** fund.

S3E will provide skills to researchers and technology transfer actors in science-based entrepreneurship and technology commercialization, supporting growth stage start-ups in business development and in procuring investment, and providing technology brokerage for corporates and scale-up stage start-ups and SMEs.

The program is built around **three tracks** of bespoke services tailored to start-ups' varying levels of maturity (i.e., early, growth, and scaling stages):

- **S3E Start:** For research teams and technology transfer offices, S3E offers a hands-on training program to hone their commercial skills and secure early funding for development.
- **S3E Charge:** For growth start-ups, S3E provides mentoring and networking to develop an investment-ready business plan and facilitate access to non-dilutable and dilutable funding
- **S3E Reverse:** For scaling start-ups / SMEs, S3E will set up an Open Innovation ecosystem to broker, connect and match corporates and public organisations (Challenge Organisations) to more mature scaling start-ups through a challenge-solution duality.
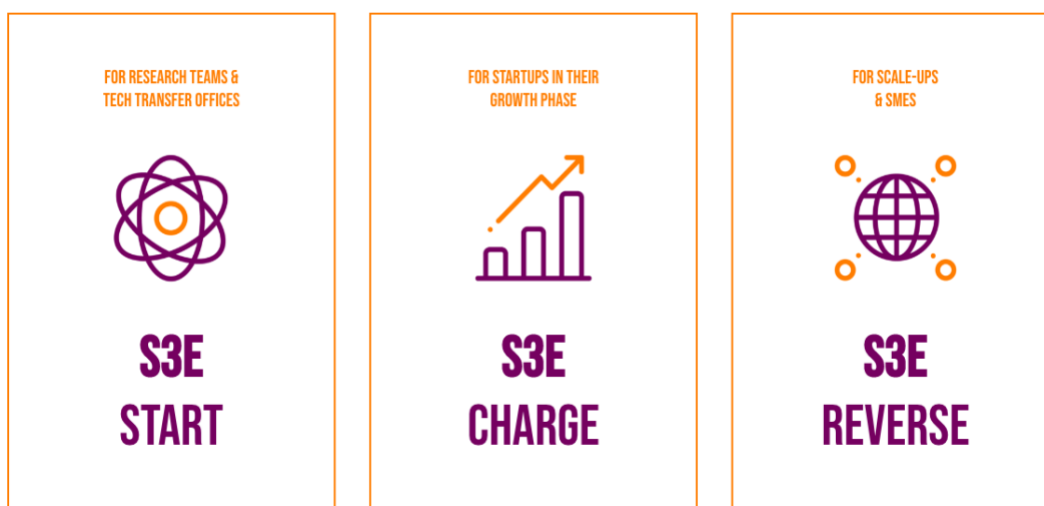
Figure 1. S3E Tracks

3 S3E Reverse at a glance

S3E Reverse is designed to help SMEs and **scaling start-ups (or scale-ups)**, gain market traction through a pan-European brokerage program, that will connect them with corporate and public organisations, with specific challenges and problems, which they can work together to solve.

The program will start by inviting corporates and the public sector (**Challenge Organisations**) to unveil challenges they face, related to the SDGs that could be addressed through deep tech solutions.

The 1st call of our program will focus on **challenges** related to any of the 17 **Sustainable Development Goals**:

1. **No Poverty (SDG 1):** End poverty in all its forms everywhere.

2. **Zero Hunger (SDG 2):** End hunger, achieve food security and improved nutrition and promote sustainable agriculture.

3. **Good Health and Well-Being (SDG 3):** Ensure healthy lives and promote well-being for all at all ages.

4. **Quality Education (SDG 4):** Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all.

5. **Gender Equality (SDG 5):** Achieve gender equality and empower all women and girls.

6. **Clean Water and Sanitation (SDG 6):** Ensure availability and sustainable management of water and sanitation for all.

7. **Affordable and Clean Energy (SDG 7):** Ensure access to affordable, reliable, sustainable, and modern energy for all.

8. **Decent Work and Economic Growth (SDG 8):** Promote sustained, inclusive, and sustainable economic growth, full and productive employment, and decent work for all.

9. **Industry Innovation and Infrastructure (SDG 9):** Build resilient infrastructure, promote inclusive and sustainable industrialization and foster innovation.

10. **Reduced Inequalities (SDG 10):** Reduce inequality within and among countries.

11. **Sustainable Cities and Communities (SDG 11):** Make cities and human settlements inclusive, safe, resilient, and sustainable

12. **Responsible consumption and production (SDG 12):** Ensure sustainable consumption and production patterns

13. **Climate Action (SDG 13):** Take urgent action to combat climate change and its impacts.

14. **Life below water (SDG 14):** Conserve and sustainably use the oceans, seas, and marine resources for sustainable development.

15. **Life on land (SDG 15):** Protect, restore, and promote sustainable use of terrestrial ecosystems, sustainably manage forests, combat desertification, and halt and reverse land degradation and halt biodiversity loss.

16. **Peace, justice and strong Institutions (SDG 16):** Promote peaceful and inclusive societies for sustainable development, provide access to justice for all and build effective, accountable and inclusive institutions at all levels.

17. **Partnership for the goals (SDG 17):** Strengthen the means of implementation and revitalize the Global Partnership for Sustainable Development.

The **Challenge Organisations** (corporates and public organisations) will submit their challenges through our open call mechanism. S3E experts (selected through an open Expression of Interest) will work as deep tech brokers by reviewing the submitted challenges and selecting those with the highest degree of potential, impact and innovation, and feasibility.

The challenges will be published on the S3E website. After that, an **Open Call for SMEs and start-ups** will be launched inviting them to submit their ideas, products, and solutions that can address those specific challenges. Our evaluators will select the most mature and appropriate start-ups to **match them with the Challenge Organisations**.

The starting point of the **Reverse Program** are the challenges and/or problems that corporates face in complying with the UN SDG and creating a more sustainable business. Our **deep tech brokers** will formulate these challenges into specific problems, translating the requirements of the challenge organisations into precise specifications with which the start-ups can work.

During the program, the selected experts, i.e., the **deep tech brokers** will facilitate the process and support both the Challenge Organisations to define their specifications and frame their requirements and the solvers, the SMEs, and scale-ups that will design solutions to address these challenges.

In addition, the selected SMEs and scale-ups (**The Solvers**) can benefit from a **customised innovation support program** designed specifically for them and the coaching and technology brokerage services they will receive. The details of this programme will be announced in the call for the SMEs in 2023.

S3E Reverse Phases

From Challenges to solutions

FIND CHALLENGES | **SOLUTIONS** | **TECH BROKERAGE** | **INNOVATION SUPPORT**

1

CHALLENGE ORGANISATIONS SUBMIT CHALLENGES

Challenge Organisations: Corporates, mature SMEs & Public sector are invited to submit problems and challenges in economic and social impact (complying with UN SDG).

2

SME & STARTS SUBMIT PRODUCTS & SERVICES IDEAS

Established SMEs & Start-ups with products or services of a TRL>6-7 submit their proposals to respond to the specific challenges.

3

TECH BROKERS MATCH CHALLENGE ORGS WITH SMES

Technology Brokers match the **Challenge Organisations** with the **SMEs** that proposed the most appropriate, feasible and impactful solutions.

4

INNOVATION SUPPORT & BROKERAGE PROGRAMME

Technology Brokers work with both **Challenge Organisations** and **SMEs** to define specifications and establish collaboration between parties. Support for pursuing further Innovation Procurement actions.

10 Feb '23 | 15 May '23 | 20 Jul '23

Open Call for Challenge Organisations | Open Call for Solutions (Start-ups & SMEs) | Deep Tech Brokers Start-ups Interviews & Matching

4 S3E Reverse Open Call #1 for Challenge Organizations

4.1 Eligibility Criteria for Challenge Organisations

S3E Reverse is launching its first open call for applications to **Challenge Organisations: Corporates and public organisations** that have one or more challenges to contribute.

Any kind of public or private organisation can participate as long as it meets the following criteria:

- Is established in any country eligible for the Horizon Europe program including associated countries.
- Is facing a challenge related to any of the 17 Sustainable Development Goals.
- Requires a Deep Tech solution.

4.2 Application Procedure

The **Challenge Organisation** will be invited to submit a simple and quick application to elaborate on the challenge it is facing. The application will be submitted through F6S platform, and it will contain the following questions:

- Challenge description.
- Technology domain/domains in need (Selection).
- Context of use.
- Technical key criteria, requirements, and constraints.
- Benefits that a solution will bring to the organisation.
- Potential commercial impact of finding a solution for the challenge.
- Relevant SDG (Selection).

4.3 Restrictions

Organisations may apply for more than one Challenge in the same Open Call, with different applications, preferably in a different area, and may also apply again in future Calls. Nevertheless, only one challenge per organisation will be selected.

It is also possible that 2 organisations submit a very similar challenge. In this case the Technology Broker will work with both of them (in full confidentiality) to combine the challenges in the best possible way and to make the best use of available resources.

4.4 Selection Process

The challenges are going to be selected by an independent committee of experts based on the following criteria:

Category	Criterion	Weight
Challenge	Degree of Innovation and novelty of the challenge	15%
	Feasibility (Technical, time, budget)	15%
	ESG (Environmental / Social / Governance) Impact	30%
	Relevance to EU priorities	10%
Organisation	Reliability & Technical Capacity of Organisation	15%
	Robustness of the Organisation	15%

The Selection Committee will be composed of three independent experts (invited through an Open Expression of Interest) and a member of the S3E consortium.

Each member will evaluate the challenges individually based on the above criteria. The final ranking will be decided on a consensus meeting of the committee. The committee will justify the final selection decision and prepare the report and the list of challenges that will be published.

In case a selected challenge requires further elaboration or justification, the selection committee will contact the challenge organizations to improve the descriptions of the challenges before the publications.

At least 15 challenges will be selected in this first call and will be published with a brief description and justification to our website to create the starting point for inviting scale-ups and SMEs to submit their solutions.

The decision of the committee cannot be appealed.

The results of the selection will be announced by 7 March 2023.

Challenge Organisations will be notified regardless the results of the selection process.

4.5   Timeline of the 1st Open Call

The open call for the challenge organizations will be launched on the **7th of November 2022**.

The call will stay open till **10 February 2023** at **17:00 CET.**

Between 10 February 2023 and 7 March 2023 our selection committee will evaluate the challenges, which will be announced by 7 March 2023.

By **14 March 2023,** the open call for SMEs and scale-ups will open inviting them to submit solutions to the challenges. **A detailed Guide for Applicants for scale-ups and SMEs will be published at the time of the opening of the call**.

The call for the SMEs and scale-ups will stay open till 15 May 2023.

The proposals from scale-ups and SMEs will be evaluated by independent experts and the selected companies will be invited for an interview by our deep tech technology brokers.

Following the final selection interview the technology brokers will work with the selected scale-ups and SMEs to match the submitted challenges with the proposed solutions.

4.6 Application Platform

The F6S platform will be the entry point for all challenges submissions to S3E Open Calls, which is directly linked to the S3E website (https://south3e.eu/apply-now). Submissions received by any other channel after the deadline will be automatically discarded.

Interested Corporates and Public Organisations applicants can apply via: https://www.f6s.com/s3e-reverse/apply

Save your place at https://south3e.eu/

5 The benefits for participation to S3E Reverse

5.1 Why a brokerage program?

Both the private and the public sector are facing countless challenges that could be addressed through innovation and technology. On the other hand, there are so many teams, entrepreneurs, and start-ups that although they have worked and develop wonderful innovative solutions, they cannot find their way to the market, or they fail to focus on the actual problems because simply they are not able to identify them. There is a clear gap of communication and collaboration between the organisations that must respond to specific challenges and those companies that could help addressing them.

S3E Reverse has a two-fold objective. First to collect challenges from corporates and public organizations and secondly to invite innovative SMEs and start-ups to contribute with Deep Tech based solutions to address those challenges. The aim of our brokerage program is to bridge this gap and match the challenge organisations with the most appropriate start-ups and SMEs that can provide solutions and address these challenges.

The brokerage program is a highly customised program that will be designed explicitly for each case.

5.2 What's in it for the Challenge Organisations?

Challenge Organisations (Corporates and Public Organisations) will apply to **S3E Reverse** Open Calls to present a challenge that will help them solve a problem that needs a deep tech approach, that impacts their contribution to the attainment of at least one of the SDGs.

The selected organisations will work with our **Tech Brokers** to better define their challenge and develop a set of solid technical specifications that will help the scale-ups design the best solutions for them.

Through our technology brokerage process the organisations will be able to better define their problems and needs and find potential solutions through their collaboration with a smaller innovative company.

Such collaborations may lead to the direct procurement of innovative solutions, that may prove much more efficient and affordable than what is currently available to the market.

Moreover, our program will help organisations to team up with innovative scale-ups to partner in a common proposal under Horizon Europe calls for Pre-Commercial Procurement (PCP) or Public Procurement for Innovative Solutions (PPIs) or other opportunities that may improve the capacity of both.

6 General Information

6.1 Means of submission

The F6S platform will be the entry point for all proposals' submission to S3E Open Calls, which is directly linked from S3E' website: https://south3e.eu. Submissions received by any other channel and after the open call duration will be automatically discarded.

6.2   Language

English is the official language for S3E Open Calls. Submissions done in any other language will not be eligible and, thus, will not be evaluated. English is also the only official language during the whole execution of the S3E Start program.

6.3   Data protection

The proposals are confidential, and each person involved in the program will sign and non-disclosure agreement, namely the reviewers of the proposals.

To process and evaluate applications, S3E will need to collect Data. S3E partners will act as Data Controllers of data submitted through the F6S platform for these purposes. The F6S platform's system design and operational procedures ensure that data is managed in compliance with The General Data Protection Regulation (EU) 2016/679 (GDPR). Each applicant will accept the F6S terms to ensure coverage.

Please refer to https://www.f6s.com/privacy-policy to check F6S platform data privacy policy and security measures and to https://south3e.eu/privacy-policy/ to get informed about the S3E Start Privacy Policy.

7 Information and support

For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website.

The S3E consortium has in place a helpdesk available for all participants and accessible from our website.

More info at https://south3e.eu/apply-now/.

Open call #1 support material:

- **S3E Reverse Open Call #1 Text**, that provides detailed information regarding the S3E Reverse program and its first Open Call for Proposals.
- **S3E Reverse Guidelines for Applicants**, this document.

8 S3E Reverse Guidelines for Applicants

The document is published on https://zenodo.org/record/7324130#.Y6SXyy8qLfK

S3E Reverse: Selecting the Challenges

Open Call text #1
For Large Companies, Corporations & Public Organisations
v.2
13 Nov 2022

Disclaimer

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Document revision history

ion	Date	Description of change
v.1	26/10/2022	1st version of S3E Charge – Guidelines for Applicants
v.2	12/11/2022	Changes in the targeting of 17 UN Sustainable Development Goals (eligibility criteria), the dates of webinars

Table of contents

List of figures

1 Introduction

S3E – Southern European Entrepreneurship Engine is a project, funded by the European Commission, focused on accelerating **deep tech projects, start-ups, and SMEs** that aim at providing solutions towards a more sustainable society and economy in line with Sustainable Development Goals (SDG)[1].

The program is built around **three tracks** of carefully designed services tailored to support the stakeholders of each track in advancing their technologies, products, processes, or services towards the market. Participants in the programs will be selected through open calls.

This document provides a full set of information regarding the S3E Charge program, namely the **guidelines for applications**.

2 S3E overview

The **S3E – Southern European Entrepreneurship Engine** project mission is to develop an **engine of growth** that will contribute to improve the connectedness and efficiency of the **entrepreneurship ecosystems in southern European countries.**

S3E consortium partners are:
- **HiSeedTech** - A not-for-profit association founded by private companies that came together with the purpose of enabling the creation of value from knowledge through technology entrepreneurship and open innovation.
- **EPLO Institute for Sustainable Development** – part of an international organization dedicated to mainstreaming the UN Sustainable Development Goals and the EU Green Deal, providing capacity building, policy work and educational programs.
- **IDI** (International Development Ireland) specialises in practical day-to-day implementation for Government agencies in economies which are growing and changing rapidly
- **Australo** Interinnov Marketing Lab Sl - is a marketing agency specializing in growth hacking for research and innovation.

The S3E project is co-funded by the European Union's Horizon 2020 European innovation ecosystems under the grant agreement ID: 101072135 (see here the Cordis fact sheet).

S3E will focus on accelerating **deep tech projects, start-ups, and SMEs** that, by providing solutions towards a more sustainable society and economy, can impact social development and economic growth in these countries and contribute to the timely achievement of the United

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[1] https://sdgs.un.org/goals

Nations Sustainable Development Goals, in line with the EU Green Deal, the Recovery and Resilience Facility and the NextGenerationEU fund.

S3E will provide skills to researchers and technology transfer actors in science-based entrepreneurship and technology commercialization, supporting growth stage start-ups in business development and in procuring investment, and providing technology brokerage for corporates and scale-up stage start-ups and SMEs.

The program is built around **three tracks** of bespoke services tailored to start-ups' varying levels of maturity (i.e., early, growth, and scaling stages):

- **S3E Start:** For research teams and technology transfer offices, S3E offers a hands-on training program to hone their commercial skills and secure early funding for development.
- **S3E Charge:** For growth start-ups, S3E provides mentoring and networking to develop an investment-ready business plan and facilitate access to non-dilutable and dilutable funding.
- **S3E Reverse:** For scaling start-ups and SMEs, S3E will set up an Open Innovation ecosystem to broker, connect and match corporates to scaling start-ups through a challenge-solution duality.
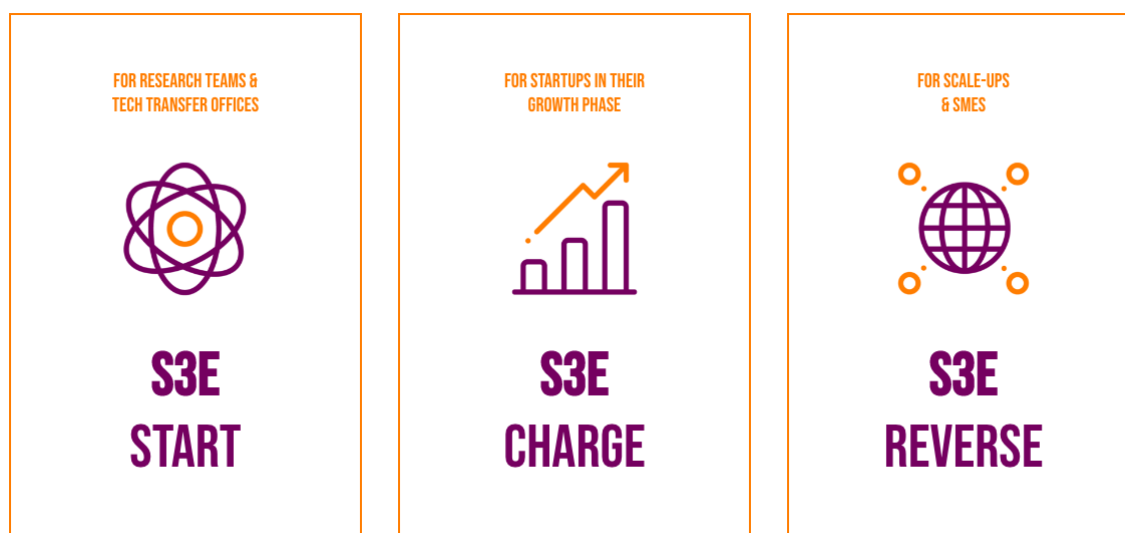

Figure 1. S3E Tracks

3 S3E Charge at a glance

3.1 Who is this program for?

S3E Charge is for **growth start-ups** with deep tech products, services, or process concepts, grounded in a scientific discovery or meaningful engineering innovation and at a growth development stage, that are already in the market.

For this program, a **growth start-up** is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-dilutable and/or dilutable funding, that is, it does not have funding or have pre seed and its TRL is up to 6-7.

3.2 What will you get from the program?

On S3E Charge you will get mentoring and networking to develop an investment-ready business plan and will have support to access to non-dilutable and dilutable funding.

The mentoring process will guide the growth start-up teams in the development of a business plan for a product, service or process that makes them investment ready and takes their validated business case to an investor attractive level. So, you will acquire skills in technology commercialisation, science-based entrepreneurship, business development and intellectual property protection using your own business offerings through tailor-made mentorship.

When you finish the program, you will have developed a business plan for a product, service or process and you will have acquired skills and be investment ready to:
- link your product/service/process product with market needs,
- better communicate your offerings to potential clients and investors,
- become market ready to pitch, persuade and readapt your business offerings to different audiences, depending on market needs
- connect to 'Innovation Leaders' and 'Strong Innovators' Ecosystems
- better understand to protect IP
- prepare an investment ready business plan
- get access to funds and funding

The outcome of the S3E Charge **will better position you to apply for public or private funding and programs,** because it will help you link your business offerings to market needs and become market ready to pitch and attract investments whilst having validated and honed your business plan and your value proposition.

3.3 How is the program structured?

The **starting point must be a written business case** characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual and strategy, the market and the first customer, the competitive advantage, and the funding needs. The selected start-ups will participate in a program that provides **mentoring and networking**. Regular mentor meetings will be held throughout the program to exchange experiences and the network of contacts to provide to the participating start-ups. Each start-up will be assigned with one mentor.

S3E Charge offers you a 14-week tailor-made program that involves:

- **Mentoring** (by pan-European industry experts) that will guide each growth start-up through the validation of the project, the development of the investment-ready business plan and the investment process. The mentors supporting the S3E Charge edition are individuals who are connected to deep tech and entrepreneurship, and who are prepared to help start-ups solve problems that arise throughout the program. You can see an updated list of mentors on the S3E website (https://south3e.eu). Note: meetings with mentors last 1,5 hours and are held every two weeks (7 meetings in total).
- **Networking** with industry leaders and investors and showcase opportunities at the S3E Open day in which the teams will give a 7-minute pitch followed by a 10-minute Q&A period to investors. **Post Open Day** the project will have a mechanism to facilitate one-on-one meetings between investors and start-ups.

It is also important to mention that the investment ready business plan, to be delivered as the outcome of the program, will build upon the business case provided by the participating teams, and shall include detailed sections on (i) opportunity description, (ii) product concept, (iii) technology, IP and pipeline, (iv) market analysis, (v) strategic framework, (vi) sales plan and marketing, (vii) development roadmap, (viii) financials and (ix) team. The validation of the assumptions supporting the different sections of the business plan (using external primary sources) is a key point that the mentors will need to provide support through their personal networks and enforce.

Non-dilutable funding opportunities (both national and / or European) will be permanently scouted and posted on the project web site and mentors will also provide support for the start-ups to apply to these opportunities.

It is important to note that the approach used in the program **will be highly iterative**; in the sense that as the teams amass information from the market, they may be required to iterate back to improve previous decisions and findings. The role of the mentors is crucial in this iterative process in forcing the teams to iterate back and select the best opportunities. At the end of the program there will be an **Open Day on the 19th of July 2023.**

4. Open Call #1

S3E Charge is launching its first open call for applications.

S3E Charge call is open to growth start-ups from Southern European countries[2] with deep tech products, services or process concepts, grounded in a scientific discovery or meaningful engineering innovation and in a growth development stage. Projects in the following scientific fields will be considered: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences.

The projects must envisage an economic and social impact, targeting one or more UN Sustainable Goals.

The S3E Charge Open Call #1 will be launched on the **7th of November 2022 (12:00 CET)** and will close on the **10th of February 2023** at **17:00 CET**. Regardless of the number of applications, a maximum of **30 start-ups from Southern European Countries** will be selected. Selected projects will be announced on the 24th of March 2023 and the program will start on the 10th of April 2023 and end on the 19th of July 2023.

The F6S platform will be the entry point for all proposals' submissions to S3E Open Calls, which is directly linked from S3E website (https://south3e.eu/). Submissions received by any other channel and after the open call deadline will be automatically discarded.

Growth start-ups should apply via: https://www.f6s.com/s3e-charge/apply
For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website.

The S3E consortium will organize, at least, two Q&A Webinars and be present at events from November 2022 until February 2023, to connect with interested applicants. Please note the following dates of our Q&A Webinars and follow us on social media and our website to get updates:

- December 5th at 3pm CET
- January 13th at 3pm CET
- February 6th at 3pm CET

Save you place at https://south3e.eu/

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[2] For the scope of S3E, Southern European countries include the following European countries: Bulgaria, Croatia, Greece, Italy, Malta, Portugal, Cyprus, Romania, Slovenia and Spain. And the following Associated countries: Albania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia and Turkey.

5. Timeline

Submission to the Open Call #1 Economic and Social impact for growth start-ups will be launched on the **7th of November 2022 (12:00 CET)** and the deadline for applications is on the **10th of February 2023** at **17:00 CET**.

Below are presented the expected dates for the different stages. The opening and closing dates of each stage can be subject to change in case of any modifications in the project's schedule.

Figure 2. S3E Charge timeline

The evaluation process will be composed by two stages:
- First, the application will be assessed by S3E project partners to validate if it conforms to the eligibility criteria.
- Second, the application will be assessed by a pan-European committee that, if required, will select the top ones for an interview.

The selected projects will be announced on the 24th of March and the program will start on the 10th of April 2023 lasting until the 19th of July 2023 with the Open Day.

6 Eligibility criteria

S3E Charge is for **growth start-ups with deep tech products, services or process concepts,** grounded in a scientific discovery or meaningful engineering innovation and at a **growth** development stage that want to take their business offerings to investors and leverage the mentoring and networking opportunities of the S3E program, all aligned to the UN Sustainable Development Goals (UN SDGs).

For this program, a **growth start-up** is a business that aims to grow and scale quickly to serve a global market and needs support to develop an investment ready business plan to access to non-

dilutable and/or dilutable funding, that is, it does not have funding or have pre seed funding and its TRL is up to 6-7.

Growth start-ups are considered eligible for S3E Charge Open Call #1 if complying with **ALL** the following rules:

- Must be established as a start-up in the following science fields: agricultural sciences, engineering and technology, medical and health sciences, and natural sciences. Please check the full categories here.
- The deep tech solution project must envisage to provide an impact on one (or more) UN SDGs for this call.
- Must submit a **short description** of the start-up and activities; a **video presentation** of a pitch deck focused on sustaining the value proposition for the proposed product, service or process concept; a **written business case** characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs, and a **statement of the motivation** of the team to participate in the call.
- Must be established in one (or more) of these countries: Croatia, Greece, Italy, Malta, Portugal, Cyprus, Slovenia Spain, Bulgaria, Romania, Bosnia and Herzegovina, Montenegro, North Macedonia, Serbia, Turkey, and Albania.

7 Open call submission

On the open call #1, S3E Charge will **select 30 growth start-ups to participate in the program.** All growth start-up teams should fulfil the eligibility criteria as expressed in Section 5 and submit the application form on F6S.

The application form for **growth start-ups** is available at:
https://www.f6s.com/s3e-charge/apply

See below the information needed on the application forms.

7.1 Application form questions

Growth start-ups:

- Identification of the team members,
- A short description of the start-up and activities,
- A video presentation of a pitch deck focused on sustaining the value proposition for the proposed product, service or process concept,

- A written business case characterizing the product concept and the opportunity (market need), the technology and the development plan, intellectual property status and strategy, the market and the first customer, the competitive advantage and the funding needs,
- The SDGs the project aims to address, and
- A statement of the motivation of the team to participate.

7.2 Criteria rank

The criteria to rank the applications from **growth start-ups** will include the:

- value proposition for the proposed product, service, or process concept, and
- the unique market opportunity that the product covers,
- motivation to participate in the training program and the entrepreneurial spirit of the team, as perceived from the interview, will also contribute to the applications ranking

Selected **growth start-ups** will be announced on the 24th of March and the kick-off of the program will start on the 10th of April 2023 and end on the 19th of July 2023.

7.3 Open Call #1 publication

The Open Call #1 will be published on the **7th of November 2022 (12:00 CET)**. It will be supported by:

- **S3E Charge Open Call #1 Text**, which provides a full set of information regarding the Open Call for Proposals for the S3E Charge.
- **S3E Charge Guidelines for Applicants**, this document.

Interested applicants should register at the F6S (www.f6s.com). This will be the central interface for managing the proposal applications for the remainder of the open calls.

7.4 Proposal preparation

Please follow the steps:

1. For the proposal preparation, the applicants are requested to apply online and answer all mandatory questions.
2. Be concrete and concise. Please examine all the Open Call documents and attend the various events promoted by the S3E Charge project, that will be made available at https://south3e.eu/
3. It is highly recommended to submit your proposal well before the deadline. If the applicant discovers an error in the proposal, and provided the call deadline has not passed, the applicant may request the S3E Charge team to resubmit the proposal (for this purpose please contact us at info@south3e.eu). However, S3E Charge is not committed that resubmission in time will be feasible in case the request for resubmission is not received by the S3E Charge team at least 48 hours before the call deadline.

It is strongly recommended not to wait until the last minute to submit the proposal. Failure of the proposal to arrive in time for any reason, including network communications delays or working from multiple browsers or multiple browser windows, is not acceptable as an extenuating circumstance. The time of receipt of the application as recorded by the F6S submission system will be definitive.

7.5 Proposals reception

Submissions will be done ONLY via the F6S platform. A full list of proposers will be drafted containing their basic information for statistical purposes and clarity (which will be also shared with the European Commission for transparency).

The application reception for S3E Charge will close as indicated in section 4 "Timeline" at **10th of February 2023** at **17:00 CET.**

The application form is available at:
https://www.f6s.com/s3e-charge/apply

8 General Information

8.1 Means of submission

The F6S platform will be the entry point for all proposals' submission to S3E Open Calls, which is directly linked from S3E' website: https://south3e.eu. Submissions received by any other channel and after the open call duration will be automatically discarded.

8.2 Language

English is the official language for S3E Open Calls. Submissions done in any other language will not be eligible and, thus, will not be evaluated. English is also the only official language during the whole execution of the S3E Charge program.

8.3 Data protection

The proposals are confidential, and each person involved in the program will sign and non-disclosure agreement, namely the reviewers of the proposals.

To process and evaluate applications, S3E will need to collect Data. S3E partners will act as Data Controllers of data submitted through the F6S platform for these purposes. The F6S platform's system design and operational procedures ensure that data is managed in compliance with The

General Data Protection Regulation (EU) 2016/679 (GDPR). Each applicant will accept the F6S terms to ensure coverage.

Please refer to https://www.f6s.com/privacy-policy to check F6S platform data privacy policy and security measures and to https://south3e.eu/privacy-policy/ to get informed about the S3E Charge Privacy Policy.

9 Information and support

For the application form and detailed guidance for applicants, please download the files available at the https://south3e.eu website. Please check our website, follow our social media accounts[3] or subscribe to our Newsletter if you want to stay tuned with this program.

More info at https://south3e.eu/apply-now/.
For other needs, please contact the Help Desk.

Open call #1 support material:

- **S3E Charge Open Call #1 Text**, which provides a full set of information regarding the Open Call for Proposals for the S3E Charge.
- **S3E Charge Guidelines for Applicants**, this document.

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[3] Follow us on LinkedIn: https://www.linkedin.com/company/south3e/mycompany/ and Twitter: https://twitter.com/south3e

9 S3E Reverse Application form for Challenge Organizations

S3E APPLICATION FORM FOR CHALLENGE ORGANISATIONS

PRINCIPAL APPLICANT

Company Short name:

Company Full official name (As Registered):

Country:

Reg. / VAT no:

Company website:

TEAM MEMBERS/ CO-APPLICANTS:

Please identify the team members that will actively participate in the S3E Reserve and, as so, will attend the sessions/meetings of the Program.

Challenge Organisation Coordinator* (Main Organisation Contact)

Name:

Position:

E-mail address:

CHALLENGE TITLE: (1 line)

……

CHALLENGE DESCRIPTION (<200 words)

TECHNOLOGY AND / OR SCIENCE

Technology and / or science field:

>Agricultural sciences
>Engineering and technology
>Medical and health sciences
>Natural sciences
>Other

CONTEXT OF USE

Where it can be used, what kind of problems this challenge creates. How do you address it today (if you do)

TECHNICAL KEY CRITERIA, REQUIREMENTS, AND CONSTRAINTS

Are there any key criteria, restrictions, constraints you would like to add?

BENEFITS THAT A SOLUTION WILL BRING TO THE ORGANISATION.

How a solution to this challenge will help your organisation

POTENTIAL COMMERCIAL IMPACT OF FINDING A SOLUTION FOR THE CHALLENGE.

If this challenge is addressed, will it have commercial opportunities for your organisation?

RELEVANT SDGs

The SDGs the project aims to address:

- ☐ No Poverty (SDG 1)
- ☐ Zero Hunger (SDG 2)
- ☐ Good Health and Well-Being (SDG 3)
- ☐ Quality Education (SDG 4)
- ☐ Gender Equality (SDG 5)
- ☐ Clean Water and Sanitation (SDG 6)
- ☐ Affordable and Clean Energy (SDG 7)
- ☐ Decent Work and Economic Growth (SDG 8)
- ☐ Industry Innovation and Infrastructure (SDG 9)

☐ Reduced Inequalities (SDG 10)
☐ Sustainable Cities and Communities (SDG 11)
☐ Responsible consumption and production (SDG 12)
☐ Climate Action (SDG 13)
☐ Life below water (SDG 14)
☐ Life on land (SDG 15)
☐ Peace, justice, and strong Institutions (SDG 16)
☐ Partnership for the goals (SDG 17)

10 S3E Reverse Application form for Scaleups

S3E APPLICATION FORM FOR SCALEUPS

PRINCIPAL APPLICANT

Company Short name:
Company Full official name (As Registered):
Country:
Reg. / VAT no:
Company website:

Main Contact name:
Main Contact email:

TEAM MEMBERS/ CO-APPLICANTS:
Please identify the team members that will actively participate in the S3E Reserve and, as so, will attend the sessions/meetings of the Program.

Member 1*

Name:
Position:
E-mail address:

Member 2
Name:
Position:
E-mail address:

Member 3
Name:
Position:
E-mail address:

Member 4
Name:
Position:
E-mail address:

Member 5
Name:
Position:
E-mail address:

TECHNOLOGY AND / OR SCIENCE
Technology and / or science field:
- Agricultural sciences
- Engineering and technology
- Medical and health sciences
- Natural sciences
- Other

The SDGs the project aims to address:

☐ No Poverty (SDG 1)
☐ Zero Hunger (SDG 2)
☐ Good Health and Well-Being (SDG 3)
☐ Quality Education (SDG 4)
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☐ Life on land (SDG 15)
☐ Peace, justice, and strong Institutions (SDG 16)
☐ Partnership for the goals (SDG 17)

How many people work in your company (in full time equivalent units)?
[FTE: Full Time Equivalent measures how many total full-time employees or part-time employees add up to full-time employees your company employs. For example: 2 part time employees working 20h a week each (instead of the 40h fulltime = 1 full time employee]

What was your annual revenues (not profits) for the last 3 years.
(2019, 2020, 2021)

Describe your portfolio of solutions and technologies, in terms of what it does rather than the technical details on how it works (maximum 7,500 characters, including spaces). *

Describe what is the uniqueness and / or innovativeness of your key products/ solutions (maximum 7,500 characters, including spaces). *

How many customers do you currently have in total? (For all your solutions) and how many paying users (Approx.) do you have per solution? (maximum 5,000 characters, including spaces). *

In what way do you believe your technologies can address any of the SDG's of the call defined above? (maximum 5,000 characters, including spaces). *

What is the team motivation to attend the Program? (maximum 3,000 characters, including spaces). *