

YESS CALL – POLITECNICO DI BARI

YESS CALL FOR INNOVATIVE BUSSINESS IDEAS – GREECE/ITALY

What is YESS

YESS is a project funded by the INTERREG V-A Greece-Italy 2014-2020 programme. Its aim is to support initiatives and ideas of high innovative potential developed by enterprising young people with a strong vocation to the market. These ideas are supported towards the creation and / or consolidation of new companies through an articulated path of development and strengthening, which includes the provision of non-financial instruments, such as a training course that consolidates the skills of potential beneficiaries and place them in the competitive scenario of reference.

The most critical phase of any new business initiative is notoriously the one that follows the idea stage. The purpose of YESS is to collect ideas regarding business projects, even if they have not yet been executed and enshrined in a company, and guide them in their first operational steps, through agreed milestones, so that these start-ups may be ready to meet the world of investors or interact with bigger companies.

YESS acknowledges the best young innovative entrepreneurial initiatives by supporting them with an acceleration path designed to match the needs of business proposals considered to be most deserving.

Young innovative entrepreneurial initiatives include ideas for projects by informal groups (minimum 2, maximum 4 people) that aim to create new businesses, as well as initiatives that give rise to product, service or process innovations in companies registered for less than three years, through the generation of spin-offs that can also help the development of the traditional enterprise. In both cases, informal group or company established for less than 3 years, ideas must be feasible, sustainable and based on a solid business model that is scalable, repeatable and able to be internationally competitive in order to significantly contribute (in terms of innovation and research) to the advancement of the entrepreneurial ecosystem of the Italian and Greek regions involved.

Innovative Business Ideas

The submitted ideas shall be characterized by significant innovative content. Products, services, processes and organizational models must be original and predicated upon the ability and skills of the applicants – at the risk of being excluded – to generate a positive change in their local social and economic system in terms of job growth and/or direct or indirect economic growth in both medium and long term perspectives.

Projects shall be presented as ideas and will contain a description of the elements necessary to define a business plan.

The candidates shall:

- describe their project and indicate the timeframe for rolling it out;
- indicate what type of value will be created in economic terms and, if possible, provide an approximate quantitative value;
- outline the economic needs required for start-up and itemize the relevant costs.

Any element conducive to a better understanding of the business idea is welcomed. Such elements shall be evaluated and may be rewarded within the performance criteria. Should spin-offs from existing companies be envisaged, a description will be provided of the positive impact they will have on the original company and on the competitive framework in which it operates.

An additional performance criterion to be considered in the evaluation is the potential ability of the business idea to engender beneficial effects for the local business network and the Italian and Greek economic systems.

Careful consideration will be given to Ideas that are self-sustaining and yet can be integrated into the activities of companies operating in traditional sectors of their region in a sort of "symbiotic innovation". In this model, start-ups that propose their business idea and are self-dependent become drivers of innovation for traditional enterprises by providing services, harnessing customers, fostering vertical and horizontal integration both upstream and downstream, and solving its operational, logistical, commercial and strategic problems.

Beneficiaries

Proposals can be submitted by:

- Informal groups consisting of at least two and no more than four individuals aged between 18 and 55 years, who want to start a new innovative company with legal and/or operational headquarters in the Puglia Region;
- Companies that have been active for less than three years at the time of application and with legal and / or operational headquarters in Puglia Region

In the case of an informal group, each individual may submit multiple applications as long as in different groups while the same group of individuals can submit only one application.

Eligible applicants shall not

- have received aid and failed to repay it or have deposited it into a blocked account subject to an outstanding recovery order, as per a prior decision by the European Commission in which said aid was declared unlawful and incompatible with the internal (common) market;

- Applicants shall not have any outstanding claims registered against them in the *Registro Informatico dei protesti* [Computerized Register of Protests]

Applicants that have already incorporated a company shall not:

- operate in sectors that have not been included in this call;
- have failed to fulfil the obligation to pay contributions and comply with the regulations on workplace health and safety as per Legislative Decree 81/2008 and subsequent amendments and additions;
- have any insolvency proceedings against them or be in a state of bankruptcy, liquidation (also voluntary), administration by the court, composition with creditors or in any other equivalent situation according to current legislation.

Since it is part of a pilot activity, this call does not fall under the European regulation on the de minimis regime.

Areas where proposals can be submitted

The initiative supports enterprise start-up projects whose business focuses on one or more of the following:

- Tourism
- e-Health
- Blue Growth
- Design
- Social Innovation

Application submission

Potential beneficiaries shall submit their applications by using the special form available on the website <https://forms.gle/eUWcLRdLKJVVcHMD8> and provide the following information/documents:

- [Annex1](#) appropriately filled in (both in .pdf and .docx format)
- Valid identity documents for each team member (.jpg or .pdf)
- Optionally, participants can also attach a business plan of the business idea (free format).

Any other method of submission is excluded, otherwise the application will be considered inadmissible. Applications that are incomplete or do not contain the mandatory fields or the required annexe and attachments will be inadmissible.

In order to upload application files, it is necessary to dispose of a common Gmail account; the system allows the upload of files only to those who possess a Gmail account and log in before submitting their project.

Applications can be submitted from Friday 12th of February 2021 to Sunday 28th of February 2021, postponed to 10th March 2021, 23:59 (CET).

STEPS

YESS Incubation Call consists of two phases:

1. Innovative Business Ideas Selection: applicants submit their applications as above; the selection will be based on the quality of the idea presented;
2. Acceleration - Incubation Services: the 5 best selected projects will be accompanied by expert professionals in their incubation/acceleration path with mentoring, coaching, training, guidance and networking. Project applicants will be able to discuss their business ideas with the experts to fine-tune and organize them, and thus set up a business model, a business plan and a pitch presentation to be launched on the market after the conclusion of the incubation period.

Step 1 – Innovative Business Ideas Selection

Candidates shall apply following the details described in the “Application Submission” paragraph. Eligible applications, i.e., those that have been correctly submitted, are then evaluated by an independent Committee, appointed ad hoc and composed of experts. Evaluation shall be based on the following criteria:

- team characteristics;
- innovative project idea;
- solidity of the business revenue idea;
- clear description of the business project;
- sustainability of the initiative;
- effects on the regional economic/business system.

During the evaluation phase, the Committee reserves the right to request additional documentation or to call an applicant for an interview. The Committee’s evaluation is final and unappealable.

The outcome of the evaluation phase will be announced by e-mail to the contact person of each applicant/startup project. The evaluation outcome will also be available on the project’s website (<https://yessincubation.eu/>)

The best **5** proposals will be admitted to the next steps in order of ranking.

At any time, the Polytechnic of Bari reserve the unquestionable right to reduce, in excess or in defect, the number of proposals that can move on to Step 2 and to not admit applications deemed inconsistent with the aims and objectives of the initiative.

Step 2 - Acceleration - Incubation Services

The projects selected in the previous step will be admitted to a mentoring, coaching, training, guidance and networking activity that will start approximately 15 days after the conclusion of the Step 1 - Innovative Business Ideas Selection. Step 2 will end approximately within two months and will be structured according to a non-continuous schedule. The schedule of activities will be announced in due time to the beneficiaries.

Confidentiality

By submitting your application, you fully accept the terms of this competition and the procedures for its implementation. All documents submitted by potential beneficiaries for participation in this call will be processed in full compliance with the Italian laws on the confidentiality of information and personal data. As such, they will neither be disclosed nor transferred to third parties.

Members of the evaluation committee (as well as mentors, coaches and trainers) will also be bound by the same confidentiality obligations for the protection of intellectual property and the confidentiality of information.

All YESS Partners and all involved parties referred in the previous paragraph will not be held responsible under any circumstances for any disputes regarding the content of the business plan or the outcome of the evaluation.

For any further information:

The person in charge of the procedure is Prof. Eugenio Di Sciascio.

Italian applicants can contact Rita Cometa by sending an e-mail to the following address:

info@napslab.it