

CALL FOR PROJECTS



**STARTUPS MEDTECH & E-SANTE  
AT THE CONQUEST OF THE EUROPEAN MARKET:  
JOIN OUR ACCELERATOR!**



**CALL FOR PROJECTS RULES  
JUNE 2020**

## PREAMBLE

Supported by **GIE Eurasanté**, the economic development agency of the Hauts-de-France region for the Health and Nutrition sector, this call for projects (hereinafter referred to as the Call for Projects) aims to include foreign Medtech projects in the Eurasanté Acceleration Programme.

The purpose of this Call for Projects rules (hereinafter referred to as the Rules) is to:

- frame the outlines of the Call for Proposals for both Eurasanté and the participating Candidates
- provide information on the timetable, organisation and participation to the Call for Projects as well as the eligibility criteria for candidates
- define the prize and reward that will be awarded to the Winner
- determine the roles and obligations of the parties in terms of mutual commitment and intellectual property

## Article 1. DEFINITIONS

The Organiser of this Call for Projects "MedTech Acceleration" is:

- **Eurasanté, Economic Interest Grouping** with a capital of €867,000.00 whose registered office is located at 310 Avenue Eugène Avinée – Loos (59120)

Contact : Clémentine Duflot, MedTech Project Manager- Phone : 03 28 55 90 60 - Email : [cduflot@eurasante.com](mailto:cduflot@eurasante.com)

Candidates are foreign companies that have submitted a file in order to respond to this Call for Proposals

Installation is within the meaning of these Rules, understood as the creation of a company having its registered office in the Hauts-de-France region

The Committees will be composed of Eurasanté and one member from each structure that provided funding or logistical support for this initiative in order to select the winners from among the shortlisted Candidates, based on their complete dossiers and oral presentations.

The Laureates are the Candidates who have been selected at the end of this Call for Projects.

The Winner is the first Laureate selected by the Commitment Committee.

## Article 2. CONTEXT PRESENTATION AND THEME

As part of its programme to support start-ups in Acceleration, Eurasanté is launching a call for projects for foreign MedTech start-ups with the objective of developing their activity in France and Europe

## **Timetable - Main deadlines**

<b>Call for Projects Launch</b>	<b>29/06/2020</b>
<b>Letter of Intent submission Deadline</b>	30/09/2020
<b>Notification of pre-selection</b>	09/10/2020
<b>Submission of the application file deadline</b>	30/10/2020
<b>Analysis of applications and presentation to the Scientific and Ethics Committee</b>	20/11/2020
<b>Analysis of applications and presentation to the Commitment Committee</b>	04/12/2020
<b>Notification of the Laureates</b>	07/12/2020
<b>Start of the acceleration programme</b>	07/12/2020

### **Article 3. PARTICIPANTS - ELIGIBILITY**

This Call for Projects is open to foreign companies wishing to set up in the Hauts-de-France region.

Each participant may be represented by only one representative, who must be entitled to submit the application.

In addition to the endowment to which each Candidate is entitled (under the conditions of these Rules), the latter remains solely responsible, legally and financially, for the implementation and final marketing of the project.

No financial compensation or expense in any form whatsoever will be claimed from the Candidates as a result of their application.

### **Article 4. DESCRIPTION OF THE ENDOWMENTS**

The Laureates will be able to access the Eurasanté's acceleration programme on condition that they sign an agreement with GIE Eurasanté and pay the costs of access to the acceleration program, a lump sum of € 15,000 excluding VAT.

The Winner will be able to benefit free of charge from the Eurasanté's Acceleration Programme, an amount of €10,000 (to be used only for the purpose of Installation) and from a Eurasanté Soft-landing Package (as defined in Appendix 1).

The amount will be paid to the Winner once the latter's Installation in the Hauts-de-France region has been established.

## Article 5. SELECTION PROCEDURES

### 5.1 Selection

Applicants must submit their letter of intent before 30/09/2020.

After reviewing this document and as part of this pre-selection, the selected Candidates will be informed on 09/10/2020 and must submit their application before 03/10/2020.

Based on these elements, Candidates meeting the eligibility criteria will be selected, after study by the Committees under the conditions mentioned below.

Candidates will be notified of this selection on 07/12/2020.

NB: The decisions of the Committees are sovereign so that they do not have to be justified and cannot be the subject of any complaint.

### 5.2 Selection criteria:

Applications will be assessed by the committees according to the following criteria:

- **Candidate's economic situation:**

- Pre-existence of a seed capital raising >300K€

*Fundraising by professional investors (seed funds, Business Angels Network, Family Offices, Crowdfunding Platform...). The eligibility of start-ups that have raised significant funds via a non-professional (love money...) or industrial investor will be examined on a case-by-case basis by the accelerator's commitment committee.*

*OR*

- Sales figures > 100K€

*Turnover related to the main activity of the project (excluding services)*

- **Financial projections and objectives:**

- Willingness to raise Series A funds >1M€

*OR*

- Anticipation of significant growth in activity over the next 3 to 5 years (>1M€ Turnover)

- **100% dedicated project leader(s) / Constituted Founding Team / Willingness to be supported**
- **First commercial PoC / first customer (except Therapeutic/Diagnostic/Implantable Medical Devices)**
- **Finished Product (except Therapeutic/Diagnostic/Implantable Medical Devices)**
- **Secured intellectual property (registered patent and/or signed license agreement)**
- **Involvement of the project leader(s) as Individual Shareholders**

### **5.3 Candidates' terms of engagement:**

Candidates undertake their full, complete and without restriction or reservation acceptances of these Rules. They certify on their honour the veracity of the information they transmit to the members of the Committee.

Will be considered null and void any requests to participate based on:

- a mailing addressed otherwise than by the form, after the deadline or from an entity not eligible to participate;
- any incomplete sending or sending in contravention of these Rules;
- any attitude contrary to applicable laws, regulations and ethical Rules;
- any act of counterfeiting or unfair competition.

#### **The Candidates undertake to:**

- participate in all meetings, meetings, milestones and events organised within the framework of the Call for Projects;
- agree to promote the Call For Projects and its results by responding to requests from the press, Eurasanté's communication services or its partners up to 6 months after the end of the grant and mention in any communication or declaration relating to the winning project that they are winners of the call for projects;
- be located in the Hauts-de-France region by 31/12/2021 at the latest.

Eurasanté reserves the right to prosecute any person who attempts to defraud or harm the proper conduct of this call for projects. Thus, in the event of manifest fraud in any form whatsoever, Eurasanté may cancel the participation of a candidate in the Call for Projects by registered letter with acknowledgement of receipt.

Eurasanté reserves the right to extend, shorten, modify or cancel this operation in the event of force majeure. Its responsibility cannot be engaged because of this fact

### **5.4 Questions**

Throughout the submission period, Candidates have the opportunity to address their questions regarding the Call For Projects to Clémentine Dufлот, Medtech Project Manager ([cduflot@eurasante.com](mailto:cduflot@eurasante.com)). Eurasanté will do its best to provide a response within a reasonable time.

## **Article 6. COMMITTEE COMPOSITION**

The SCIENTIFIC AND ETHICAL COMMITTEE of the Bio Incubator brings together experts in the different sectors of Health, whether they belong to the world of public, private or industrial research.

The COMMITMENT COMMITTEE is the body that decides on the effective entry of projects submitted to it for the programme concerned. This committee is permanently composed of representatives of the funders of the Bio Incubator, as well as Eurasanté's partners from the institutional, economic and scientific worlds.

In any event, Eurasanté reserves the right to call upon, in an advisory capacity, any person whose expertise is deemed necessary for the analysis of applications.

## **Article 7. DOCUMENTS WITHDRAWAL AND CONSULTATION OF THE RULES**

Candidates will be able to download the Rules of the Call for Projects on the website:

The Rules are available on the website indicated above throughout the validity of the call for projects and can also be consulted in the premises of Eurasanté.

## **Article 8. CONTENT AND SUBMISSION OF THE LETTER OF INTENT AND APPLICATIONS**

A letter of intent will be submitted online by each Candidate before **30/09/2020 (digital acknowledgement of receipt as proof)**, via the online form provided for this purpose available on the Eurasanté website.

An application will be sent by each Candidate before **30/10/2020 (digital acknowledgement of receipt as proof)** to the following address: [acceleration@eurasante.com](mailto:acceleration@eurasante.com) and must consist of the following elements:

- FOACCEL001 V01 – Acceleration Application File

NB: Any incomplete application at the closing date will not be accepted and will result in the nullity of the application.

The selected candidates will be invited to be auditioned on 04/12/2020 by the Accelerator Commitment Committee, which will be legitimate to judge the quality and feasibility of the projects submitted to them.

## **Article 9. PRIZE DISPOSAL**

The Laureates will be notified of the Committee's decision by 07/12/2020 at the latest after a presentation of their projects to the Selection Committee and the Winner's announcement will take place on the same day

The Laureates and the Winner will then be contacted by Eurasanté to formalize their entry into acceleration through the signing of an acceleration agreement adapted to their price.

## **Article 10. CONDITIONS RELATING TO INTELLECTUAL PROPERTY AND CONFIDENTIALITY**

### ***10.1 Confidentiality***

In the context of this call for projects, Applicants may be required to disclose sensitive or confidential information.

Eurasanté undertakes to treat this information with the utmost caution and not to disclose it without the prior authorisation of the Candidate, provided that the information has previously been identified as "Confidential" by the Candidate.

Nevertheless, within the framework of the communication associated with the Call for Projects, which can only take place at the end of the selection phases, Eurasanté is authorised:

- to communicate to the press and to publish on their website, the corporate name and the name of the Candidates;
- to make public the essential and non-confidential characteristics of the projects submitted, without compensation of any kind whatsoever.

### ***10.2 Intellectual property***

The work carried out by the Laureates within the framework of a project remains the property of the Laureate.

In any event, if the State is required, following the holding of this Call for Projects, to provide financial and/or material assistance to a prize winner, the Community guidelines on State aid will apply as of right.

### ***10.3 Image rights - personal data***

Each Candidate, in the person of his legal representative, authorises Eurasanté, free of charge, directly or indirectly, to record and exploit his image on any medium (photos, films, audio,) as well as his presentations and support of the file, within the limits of Article 10.1 of these Rules.

To this end, the Candidates authorise Eurasanté, for a period of 2 (two) years from the date of submission of the application, to represent, reproduce, disseminate, exploit, in whole or in part, directly or indirectly, through it or any third party authorised by Eurasanté, throughout the world, the image of the Candidate (as specified above), by means of the press, written, radio, television, computer, in all media and formats, and more generally by all known or future technical methods and processes, and whatever the broadcasting sectors, in particular in the context of communications associated with the organisation, information and promotion of Call for Projects. The Winners already undertake to participate in the award ceremony and assign their associated image rights under the conditions of this article.

Eurasanté is required to comply with the rules on the protection of personal data, to which they have access for the purposes of Call for Projects, in accordance with the provisions of the General Data Protection Regulations of 14 April 2016, which came into force on 25 May 2018.

## **Article 11. APPLICABLE LAW AND JURISDICTION**

These Rules are subject to French law. Any difficulty arising from the application or interpretation of these Rules or which is not provided for in them shall be settled by Eurasanté in the first and last resort. Any dispute arising from this Call for Projects that cannot be settled out of courts will be submitted to the competent courts of Lille.

# APPENDIXE 1: Soft-landing Package Eurasanté

[> DOWNLOAD <](#)