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International Challenge-based Hackathons Report

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Deliverable 3.2

International Challenge-Based Hackathons Report

DELIVERABLE TYPE

Report on Open Call

MONTH AND DATE OF DELIVERY

Month 22, 30 June 2023

WORK PACKAGE / TASK WP 3 / T3.2 LEADER

Kaunas STP

DISSEMINATION LEVEL Public AUTHORS Tomas Černevičius (KSTP)

Programme	Contract Number	Duration S		
H2020	101005301	36 Months	September	
			2021	



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Revision History

VERSION	DATE	REVIEWER	MODIFICATIONS	
0.1	27/06/2023	Andrea Bonelli	Revision of the first draft, typos, tables and additions	
1.0	30/06/2023	Tomas Cernevicius	Review and finalization of the completed 1 st version.	
2.0	06/07/2023	Andrea Bonelli	Review of the deliverable according to PO comments, adjustments of the formatting	

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Introduction

This document summarizes results of activities undertaken by international consortium under European Union Horizon 2020 research and innovation programme in URBAN TECH project and constitutes a deliverable D3.2. International Challenge-based Hackathons Report as a deliverable of the activity T3.2. International Challenge-based Hackathons.

In more detail, the deliverable provides information about the planning, implementation, and results of a hackathon phase.

International challenge-based Hackathons were organised to help SMEs to develop a demonstration of the solution (demo solution) to the Challenges they selected.

Solutions, identified during Open Call task (T3.1), clearly addressing the challenges collected and published in URBAN TECH Virtual Library, were be selected to participate in one of the Hackathons which were organised physically with a possibility to participate remotely, depending on selected technological area. 9 Hackathons by 8 partners were organized in total.

SMEs attended a Hackathon depending on the challenge origin as Hackathons were based on geographical criteria linked to Challenge Owners.

It was planned that the best ranked participants physically attending Hackathons – around 160 SMEs and start-ups – would receive the financial support in the form of the Travel Voucher (TV), that would cover the costs of SMEs and start-ups participating in 1-1,5 days Hackathons.

Task 3.2. included the preparation of the documentation for the hackathons – hackathon guide, travel voucher agreements, MVP agreements, evaluation of proposal at the hackathons, relevant templates for the pitch deck, evaluation forms for both selection committee to evaluate the pitches as well as for participants to evaluate hackathons, letter templates with invitations to participate in hackathons with and without travel voucher support, rejection letter, non-disclosure agreement, full proposal template.

The activity started immediately after open call phase (T3.1) by inviting **323 solutions** to participate in **9 hackathons** and present their solutions to selection committees and challenge owners and benefit



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from the financial support of the programme's cascade funding scheme if presented solution passes the evaluation process.

Overall, **The URBAN TECH Programme provides up to EUR 54.350 per SME in different funding stages** to develop a new or significantly improved service or product that addresses one of the URBAN TECH Challenges.

During a competitive process, 4 evaluation and selection phases will be executed, in which 320 SMEs will start the programme and only 20 will finish. SMEs were able to apply between 22 June 2022 and 28 September 2022 by submitting a short proposal (1-pager). The list of selected SMEs passing to the next stage was announced by 31 October 2022. Invited SMEs participated in one of the hybrid Hackathons, based on the geographical proximity of the Challenge Owner, for which they proposed solutions. The best ranked SMEs were offered a Travel Voucher (TV) to attend the Hackathon.

Solution providers worked on the provided solution together with the Challenge Owner and **pitched the elaborated solution at the end of the Hackathon**. **80 best ranked projects (36 in reserve list)** were invited to submit a **full proposal** to present their action plan in order to receive **1**st **stage funding in the form of a Minimum Viable Product Voucher (MVPV)**.

In the 2nd stage, which is not covered by current report, **30** SMEs out of the **80** beneficiaries of the MVP Voucher will be selected to receive the Piloting Voucher (PV) of EUR 20.000-30.000 funding. In the last phase **20** out of the **30** beneficiaries of the Piloting Voucher can benefit from a Market Discovery Voucher (MDV) up to EUR 14.000. SMEs and start-ups that do not qualify to the next phase will finish their participation in the programme. In the overall programme, EUR 2 million grant will be awarded to SMEs in a competitive process in which altogether 160 SMEs/start-ups will receive support and 20 SMEs/start-up will receive the maximum amount of grant. An SME/start-up cannot receive more than EUR 60.000 financial support within the URBAN TECH Programme.

	Travel Voucher TV	Minimum Viable Product Voucher MVPV	Piloting Voucher PV	Market Discovery Voucher MDV 3rd funding stage	
Funding stage	Travel voucher funding stage	1st funding stage	2nd funding stage		
Grant amount per beneficiary	EUR 650-850 (EUR 325-425) ¹	EUR 9.500	EUR 20.000-30.000 EUR 14.00		
Cumulative grant amount per beneficiary	EUR 650-850 (EUR 325-425)	EUR 9.500-10.350	EUR 29.500-40.350 EUR 43.500-5		
Type of financial support	Lump sum	Lump sum	Lump sum	Lump sum	
Distribution of fund	EUR 650-850 (EUR 325-425) payment after submission of a report	EUR 7.600 pre-payment after signature of the Subgrant Agreement EUR 1.900 after final report	EUR 15.000-20.000 pre- payment after signature of the Subgrant Agreement EUR 5.000-10.000 after final report	up to EUR 14.000 pre-payment after signature of the Subgrant Agreement	

Table 1. Funding structure



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Activities that	Travel,	Travel and physical	Travel and physical	Consultancy services to enter
qualify for financial	accommodation,	participation in the MVP	participation in the	a new market
support	and subsistence at	development	piloting programme,	and travel to establish
	the challenge-based	programme, meetings	development of the	partnerships
	Hackathon	with Challenge Owners,	pilot	
		development of the		· · · · · · · · · · · · · · · · · · ·
		MVP		
Eligible participants	SMEs/Start-ups	Hackathon participants	MVPV	PV
	from EU 27, H2020		participants	participants
	associate countries			
	or UK			
Type of admission	Submission of short	Submission of full	PV	MDV
	proposal (1-page) to	proposal to describe	Application form	Application form
	propose solution	action plan		
Results by the end	Participation at the	MVP	Pilot	2 partnerships
of the Grant Period	Hackathon			
Reporting deadline	2 weeks after	1 month after MVP	1 month after the	15 working days after market
	Hackathon	development ended	piloting ended	discovery ended/at the latest
				lune 30, 2024.

1.1 International Challenge-based Hackathons task in URBAN TECH project structure

The International Challenge-based Hackathons is the second task in WP3 Ideation work package. The task execution required the completion T3.1. Open call. Some elements of the task were prepared in synchronization with the T3.1. – in order to start preparation for the hackathons, the results from T3.1 were needed to select participants of Hackathons with or without Travel Voucher.

Table 2. Overall timeline and number of beneficiaries

	APPLICATION (A)			PARTICIPATION (P)		
Phases	(A1) Short proposal phase	(A2) Hackathon phase	(A3) Full proposal phase	(P1) MVP phase	(P2) Piloting phase	(P3) Market discovery phase
Funding stages		Travel voucher funding stage		1 st funding stage MVP Voucher (MVPV)	2 nd funding stage Piloting Voucher (PV)	3 rd funding stage Market Discovery Voucher (MDV)
Dates ²	Submission: 22 June 2022 – 14/28 September 2022 Evaluation and decision on 320 Hackathon participants, including 160 TV subgrantees: 15 September 2022 – 31 October 2022	Subgrant Agreement: 1 November 2022 – 15 November 2022 Implementation: 1 November 2022-30 November 2022 Reporting: 11 November 2022 – 15 December 2022 Evaluation of TV reports and payment of TV: 15 December 2022 – 15 January 2023	Submission: 1 December 2022 – 4 January 2023 Evaluation and decision on 80 MVPV subgrantees: 6 January 2023 – 31 January 2023	Subgrant Agreement and pre-payment: 1 February 2023 – 28 February 2023 Implementation: 1 March 2023-31 May 2023 Reporting and application to PV: 1 June 2023 – 30 June 2023 Evaluation of MVPV reports and decision on 30 PV voucher subgrantees: 1 July 2023 – 31	Subgrant Agreement and pre-payment: 1 August 2023 – 31 August 2023 Implementation: 1 September 2023 – 30 November 2023 Reporting and application to MDV: 1 December 2023 – 31 December 2023 Evaluation of PV reports and decision on 20 MDV voucher subgrantees: 1 January 2023 – 31 January 2023	Subgrant Agreement and pre-payment: 1 February 2024 – 28 February 2024 – 28 Implementation: 1 March 2024 – 31 May 2024 Reporting: 1 June 2024 – 30 June 2024 Evaluation of MDV reports: 1 July 2024 – 31 July 2024

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Number	320 out of all	160 out of 320 Hackathon	80 out of 320	80 out of 320	30 out of 80 1 st stage	20 out of 30 2 nd stage
of	applicants will	participants will receive	Hackathon	Hackathon	funding	funding beneficiaries
beneficiar	be invited to	travel voucher to	participants + 36 in	participants	beneficiaries	
ies	Hackathons	participate in	reserve list			
		Hackathons				

Table 3. Timeline

DATE	ТАЅК
5-11 October 2022	Invitations to solution providers
11-31 October 2022	Signing of Travel Voucher agreements
1-30 November 2022	Organizing and implementing the hackathons
5 December 2022	Selection of 80 Best Solutions
5 December 2022 – 4 January 2023	Development and collection of Full proposals
5-26 January 2023	Signing of the MVP Vouchers
31 January 2023	Paying out of Travel Vouchers
31 January 2023	MVP Vouchers' advance payment
1 February – 30 June 2023	Hackathon report preparation
30 June 2023	Hackathon report submitted

1.2 Task planning

The whole set of documentation together with T3.1 was prepared in parallel. In the beginning of the WP3 a detailed planning was done. The aim was to provide a transparent and well-planned process among project partners for the Open Call to receive high quality applications from start-ups/SMEs and for the international challenge-based hackathons to clearly define the process and define expectations, **responsibilities**, and duties of all stakeholders – challenge owners, solution providers, project partners, jury members, etc.

In addition to the well-defined roles, Kaunas STP coordinated project partners contribution and provided continuous support to project partners in executing their own task as planned in the beginning.

To specify, the following elements of the implementation of the task were clearly identified and defined in publicly published guidelines:

- Invitation to Hackathons,
- Program of Hackathons,
- Dates of the Hackathons,
- Hackathon evaluation process,
- Regulations of the Technical and Business Validation Panel,
- Full proposal requirements and timeline of the phase,
- Travel voucher awarding procedure, including number of travel vouchers per solution provider, subgrant agreement template, amount, distance calculation, payment scheme.



Implementation and results

2.1 Roles in International challenge-based hackathons task

CE, Project Leader

Civitta as project coordinator contributed in the harmonization of the planned activities from partners for the hackathon preparation, supporting WP leader in ensuring compliance with Grant Agreement planned activities and in the supervision of evaluation procedures. CE disseminated the hackathon outcomes through the related digital channels. CE also gave contribution in the selection process supervising the TEH Hackathon and participating as member of the evaluation committee in the ESV hackathon.

Kaunas STP, Task 3.2. Leader

Kaunas STP led the process of hackathon guide preparation, contractual process for awarding Travel and MVP vouchers to beneficiary SMEs, including sub-agreement contract drafting; coordinated and ensured the following of the common framework in all hackathons: collected and prepared all the evaluations results; supervised and participated in evaluation committee in different hackathons (Gdansk, Tallinn); paid out Travel and MVP vouchers to SMEs.

TEH, contributing partner

The TEH team contributed to an overall preparation for the hackathons by presenting their inputs to hackathon guide, facilitated Travel and MVP voucher signing process with SMEs mentored by TEH.

The TEH has organised the first hackathon on 10-11 November 2022. Also, played a supporting role in hackathons in Kaunas and Gdansk by providing evaluation experts and technological area mentors.

TScP, contributing partner

TScP's project team collaborated actively in the different phases of WP3. The hackathon in Turku was organized in two phases. On 2 November an online event took place where the solution providing SMEs met the corresponding challenge owners and were able to discuss the objectives. On 23-24 November 2022 the second phase took place at Turku with participation of 10 challenge owners with 25 challenges, 25 solution providers with 35 solutions and several mentors and experts. Additional to that TScP experts also attended the hackathon organized by TEH in Tallinn.

TPLJ, contributing partner

The TPLJ team actively collaborated with the UT consortium during the preparation phase, sharing valuable input and best practices to ensure a successful execution of the hackathon. On November 22 and 23, TPLJ organized the Hybrid Hackathon with a selection of 22 challenges originating from the Slovenian ecosystem and involving 31 solution providers from all over Europe. In addition, the TPLJ team played a crucial role as part of the mentoring group and oversaw the entire evaluation process to ensure a fair and thorough evaluation of the solutions presented.

CF, contributing partner

CF established a team for the preparation and organisation of the Hackathon that took place on November 29th. The project team collaborated actively in the different phases of WP3. 11 challenges were presented, 16 Solutions Providers pitches their projects. Two parallel pitching sessions took place, one for health tech and one that combined smart city and greentech. All pitches were evaluated by an expert Panel consisting of external, independent jury members with the respective sector expertise and experienced startup consultants. During the day inspirational session took place a

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general pitch training and individual mentoring sessions. Besides the organisation of the Karlsruhe Hackathon, CF representatives were present at the Hackathon in Ljubljana and Graz.

ESV, contributing partner

ESV formed a team for the organisation of the hackathon, which actively participated and collaborated with the UT consortium during the preparation phase of the hackathons. The "International Clean Energy Hackathon" in Linz took place on 14 and 15 November 2022, following the joint agenda of the Urbantech consortium. Due to high number of submissions and solution providers the hackathon was carried out as a physical on-site event only, online participation was not possible. In the two-day-event 9 different challenge owners from Upper Austria were present with 19 challenges. As there were many challenges with multiple submissions, altogether 31 different teams of solution providers were working on the challenges. A networking event on the first evening offered additional value for all participants. On the second hackathon day, for the pitching session, additional stakeholders were invited, and a highly qualified jury evaluated the solutions/pitches of the solution providers. The ESV team had developed a sophisticated methodology to ensure equal opportunities for all solution providers during the hackathon and ensure a quick and reliable implementation of the evaluation process.

ZWI/UNICORN, contributing partner

ZWI/Unicorn provided in collaboration with the UT consortium partners ongoing support for the hackathon guide preparation and the joint process development. On the 25th and 26th of November 2022 ZWI/Unicorn organized a two one-day onsite hackathon where in total 27 Solution Providers from 15 different countries participated, engaged, and worked intensively with provided mentors. Also, the possibility of other Solution Providers team members was available to participate online during the pitches was offered. In total 19 Smart City, 7 Health Tech and 6 Greentech pitches were successfully presented in front of the jury.

PSEZ, contributing partner

PSEZ organized two-day URBAN TECH Hackathon on 29-30 November 2022 at Gdańsk Science and Technology Park. Teams also participated online if they could not come. The event was carried out in accordance with the established rules for the implementation of Hackathons by the Consortium. The activity also required a lot of administrative work before, during and after its implementation, and also promotional activities.

The PSEZ team contributed to an overall preparation for the hackathons by presenting their inputs to hackathon guide, facilitated Travel and MVP voucher signing process with SMEs mentored by PSEZ.

MDU, contributing partner

Only one solution provider accepted the Hackathon invite and the Hackathon in Vasteras was subsequently cancelled. MDU attended 3 Hackathons (Turku, Graz, Gdansk) as part of the evaluation board and supporting partner.

LOBA, Communication partner

As a communication partner, LOBA has covered the progress of each hackathon through project's social media channels. They cooperated with PR representatives of each partner to collect and unify the results, success stories, videos, etc. from each partner.





2.2 Invitation to Hackathons

Solution providers selected in the Open Call phase of the Urban Tech Project were invited to participate in Hackathons where SMEs, start-ups made their first commitment to participate in the whole programme and develop a demo solution for selected challenge.

There were two types of the invitations:

- An invitation to participate in the hackathon with Travel Voucher (see Annex 1. An invitation to participate in the hackathon with Travel Voucher), and
- An invitation to participate in the hackathon without Travel Voucher (see Annex 2. An invitation to participate in the hackathon without Travel Voucher).

The invitations to participate were sent to 323 solutions that passed the evaluation process during the Open Call (T3.1) task. 224 invited solution providers confirmed their readiness to present 266 solutions. A complete list of solution providers and a number of solutions per provider is available in the Annex 3.

Geographical distribution of solution providers is presented in Figure 1 while Figure 2 presents a number of solutions per partner organisation.



Figure 1. Geographical location of solution providers invited to the hackathons

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Figure 2. Number of solutions per partner organisation

Consortium partners were responsible for sending the appropriate letters to solution providers and collecting their responses in order to compile a final list of hackathon participants. The list served as a basis for compiling a list of participants entitled for Travel Voucher.

Additionally, consortium partners were responsible for sending the letter of rejection (see Annex 4) to those solution providers whose solutions received low evaluation scores and were not selected for participation at hackathons.

2.3 Travel voucher awarding procedure

Solution providers qualifying for participation at several hackathons were entitled to a single TV to cover participation cost at the hackathon of their choice. Such solution providers were eligible to participate in other hackathons where they qualified on their own costs.

Subgrant Agreements for the Travel Voucher (SATV) (see Annex 5. Subgrant Agreement for Travel Voucher) were signed between the solution providers and Kaunas STP on behalf of the Consortium. The signing process was facilitated by all consortium partners by providing a list of solution providers who accepted the invitations to participate in hackathons organized by respective consortium partner as well as a distance which to be used to determine the amount of the TV.

Solution providers receiving a TV support were requested to declare their SME status in accordance with the SME definition of the European Union as part of SATV as well as submit declaration of a Legal Entity as a subject of a Private Law Body and Financial identification form. Links to the respective declarations and forms were provided to solution providers.

The TV was provided as a lump sum. In case of cross-border travel, SMEs travelling from closer distance than 300 km, received EUR 650 TV and SMEs travelling from a further distance than 300 km, received EUR 850 TV. Participants from the Hackathon host country received 50% of the TV lump sum based on the same distance criteria.

It was communicated and underlined to beneficiaries receiving TV that the lump sum covers:





- travel (return flight tickets, bus/train ticket or car costs), and
- Accommodation and subsistence costs (max 4* hotel for a 3-night stay)

The ERASMUS+ Distance Calculator¹ was used to determine the exact distance between the official address of the solution provider and the venue of the hackathon.

The TV were awarded before the Hackathon and paid out after the submission and approval of final report for the TV. All participants signed the attendance list.

The TV were not offered in case of virtual participation in the Hackathon.

It was planned that payments to be made within 12 days after the hackathon and the submission of the Hackathon Participation Report (Annex 1 to the SATV), but no later than 31 January 2023. However, due to issues in providing supporting documentation by solution providers, last payments were processed in May 2023.

The travel voucher was awarded to 149 solutions while 127 utilized this opportunity. The total of EUR 91875,00 was paid in form of the travel voucher. The complete list of travel voucher beneficiaries is available as Annex 6.

The Figure 3 represents distribution of travel vouchers in terms of amounts per travel voucher paid. The majority of TVs was paid for long-distance travelling (70,9%). 100 TVs offered to solution provides meeting cross-border criteria which amount to 78,7% of all TVs.



Figure 3. Number of Travel Vouchers paid per travel voucher amount

The most of TVs was distributed to participants attending hackathons in Austria – 42 TVs were used by 24 participants in Graz and 18 – in Linz.

The usage of TVs per hackathon is presented in the Figure 4.

¹ <u>https://erasmus-plus.ec.europa.eu/resources-and-tools/distance-calculator</u>



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Figure 4. Number of Travel Vouchers per hackathon

The most participants receiving the TVs for attending the hackathons is presented in Figure 5.



Figure 5. Number of Travel Vouchers per country of solution providers

2.4 Hackathons – The program

Hackathons bring together Challenge Owner and solution provider. In general, the partners were flexible to develop a tailored program for their hackathons taking into consideration their capacities, venue details, other logistic specifics. However, certain elements were agreed between the partners, and were in line with project's application form, as mandatory to ensure the quality and similarity of events for all participants in all locations of the hackathons. The standard structure of the hackathons was set to the program presented below.

Duration of a Hackathon is 1-1,5 days and the format is flexible depending on the host organisation. However, the format will include the following:

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- Inspirational session, delivered by prominent business and/or community leader, entrepreneur, startup owner.
- **Training session**, including sessions on the pitching as mandatory and other sessions such as MVP development, strategic and financial planning, etc. as optional.
- **1-to-1 meetings** between the Challenge Owner and solution provider to get the background information and access to resources (data mostly). Hacking the business case solution provider takes the information and starts to describe/build/develop the service or product needed, to prepare a presentation of the demo solution, to create a business model for the solution to scale globally, to draft a pilot action plan together with Challenge Owner (incl. timeframe, budget, agreements on funding, needed funding from the project, KPIs that are going to be achieved).
- **Pitching** results from previous step are presented to the Technological and Business Validation Panel. The 5 minutes pitching format will be used with Q&A following the presentation. A unified pitch deck template was given to all participants (see Annex 7).

In terms of infrastructure – physical, virtual, or hybrid – partners choice of an approach in their delivery of the hackathons is presented in the table below. The table also indicates the dates and a duration of the hackathons organized by the partner organizations.

Partner organization	Dates	Duration	Infrastructure
Tehnopol Science and Business Park	10-11 Nov. 2022	2 days	Hybrid
Energiesparverband	14-15 Nov. 2022	2 days	Physical
Kaunas Science and Technology Park	18-19 Nov. 2022	2 days	Hybrid
Technology Park Ljubljana	22-23 Nov. 2022	2 days	Hybrid
Turku Science Park	23-24 Nov. 2022	2 days	Physical
ZWI/UNICORN Start-up and Innovation Hub	25-26 Nov. 2022	2x1 days	Physical (Hybrid during the Pitching session)
Gdańsk Science and Technology Park	29-30 Nov. 2022	2 days	Hybrid
CyberForum	29 Nov. 2022	1 day	Physical

Table 4. Infrastructure for the delivery of the hackathons by partners

2.5 Hackathons – evaluation process

To ensure a fair, independent, and technical evaluation of the solutions provided by the participants, a Technical and Business Validation Panel (TBVP) were formed and announced before the beginning of each Hackathon. The composition of TBVP included URBAN TECH Consortium partner representatives, selected mentors according to the Hackathon thematic area and investors. Each Challenge Owner was able to join the TBVP to express their votes only for the solutions addressing their own challenge.

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TBVPs were unique for each hackathon and consisted of at least 4 members representing Urban Tech Consortium partner, 1 mentor for each thematic area covered in the hackathon, 1 challenge owner (evaluates solutions addressing their own challenge only) and 1 investor for each thematic area.

The table below shows which partners supported which hackathon.

Table 5. Organizing and supporting partners of the hackathons

Location of the hackathon	Organizing partner	Supporting partners
Tallinn, Estonia	Tehnopol Science and Business	Kaunas Science and
	Park	Technology Park
		Turku Science Park
Linz, Austria	Energiesparverband	Civitta
Kaunas, Lithuania	Kaunas Science and Technology	Tehnopol Science and Business
	Park	Park
		Gdańsk Science and
		Technology Park
Ljubljana, Slovenia	Technology Park Ljubljana	CyberForum and Tehnopol
		Science and Business Park
Turku, Finland	Turku Science Park	Gdańsk Science and
		Technology Park
		MDU
Graz, Austria	ZWI/UNICORN Start-up and	CyberForum and MDU
	Innovation Hub	
Gdansk, Poland	Gdańsk Science and Technology	Tehnopol Science and Business
	Park	Park
		Kaunas Science and
		Technology Park
		MDU
Karlsruhe, Germany	CyberForum	ZWI/UNICORN Start-up and
		Innovation Hub

Table 6. Members of Technical and Business Validation Panels

Location of the hackathon	Technological thematic area	Member of the TBVP ²
Tallinn, Estonia	Greentech Smart City Health Tech	 Markus Vihma, Greentech and Smart City expert Kadri Haljas, Health Tech expert Andres Mellik, Health Tech expert Lev Dolgatsjev, investor Tomas Černevičius, project partner representative, Kaunas STP Martin Gorosko, TEH

² challenge owners, evaluating solutions addressing their own challenge not listed here.





Linz, Austria	Greentech	 Gerhard Dell, expert Gerald Steinmaurer, expert Andrea Bonelli, project partner representative, Civitta 	
Kaunas, Lithuania	Health Tech	 Sandra Golbreich, VC representative Mantas Jurkonis, expert Martin Goroško, project partner representative, TEH 	
	Green Tech	 Wojciech Leonowicz, project partner representative, PSEZ Ragmar Saksing, project partner representative, TEH Diana Satkutė, expert 	
	Smart City	 Radoslaw Wika, project partner representative, PSEZ Paulius Lengvenis, expert Inga Uus, expert 	
Ljubljana, Slovenia	No specific focus	 Krešo Gotovac, VC representative Ram Hren, expert Gennadi Schermann, expert 	
Turku, Finland	Health Tech	 Janne Lahtiranta, expert Paulina Czyżak, project partner representative, PSEZ Marko Puhtila Project partner representative, TScP 	
	Green Tech	 Timo Huttunen, expert Fredrik Ekstrand, project partner representative, MDU Mikko Pohjola, investor 	
	Smart City	 Johanna Puhtila, expert Jaśmina Zwierz, project partner representative, PSEZ Ville Harkke, investor 	
Graz, Austria	Smart City	 Bernhard Weber, project partner representative, ZWI/UNICORN Jacob Ilg, project partner representative, CyberForum Jasper Ettema, expert 	
	Green Tech	 Bernhard Weber, project partner representative, ZWI/UNICORN Jacob Ilg, project partner representative, CyberForum Jakob Gaugeler, expert 	



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Gdansk, Poland	Health Tech Health Tech	 Bernhard Weber, project partner representative, ZWI/UNICORN Jacob Ilg, project partner representative, CyberForum Jakob Gaugeler, expert Wojciech Leonowicz, project partner representative, PSEZ Martin Goroško, project partner representative,
		TE⊟ ■ Zdzisław Meier, expert
	Green Tech	 Fredrik Ekstrand, project partner representative, MDU Anna Zielinska, project partner representative, PSEZ Krzysztof Nadolski, expert
	Smart City	 Tomas Černevičius, project partner
		representative, KSTP
		 Agata Marszołek, project partner representative, PSEZ
		 Daniel Kulig, expert
Karlsruhe, Germany	Health Tech	 Tanja Bratan, expert Stefan Weichand, project partner representative, CF Roman Grinblat, expert Bernhard Weber, project partner representative, Unicorn
	Smart City and GreenTech	 Nicolai Droll, project partner representative, CF Steffen Buhl, expert Manuel Lösch, expert Gennadi Schermann, project partner representative, CF

To facilitate the evaluation process, the hackathon evaluation form was developed and introduced to all TBVP members. The information presented to the members is presented in Annex 8.

Kaunas STP facilitated the whole process.

The process of entering the evaluation data into the form depended on individual preference of the hackathon organizer, i.e., the initial data can also be collected in other Excel files, on printed forms, etc. However, in order to avoid possible inconsistency of the data or wrong formatting of the inputs, all scores from TBVP were requested and submitted into provided MS Forms.

In cases when there were few tracks in the hackathons, additional step before ranking was taken in the analysis process by calculating standard deviation from all tracks in the respective hackathon. The same approach will be followed in elaborating the overall global ranking list.





Top 80 solutions qualifying to the MVP phase were announced on 9 December 2022 after status meeting of all project partners. The full list was published on the official website of the project³ and is also available as an Annex 9 to this report. The process ensured that there would be not more than one solution per challenge and a single solution provider would be awarded not more than one MVP voucher.

The figures below show distribution of top 80 solutions in terms of country, cross-border criteria, technological area and per partner.



Figure 6. Distribution of solutions per country

The numbers in Figure 6 show that majority of top 80 solutions come from the countries of project partners (60 out 80; 75%) which suggests that solution providers from the same country or region as a challenge owners were able to better understand and respond to the technological challenge. On the other hand, from the perspective of cross-border criteria, solutions are distributed almost equally.





Figure 7. Proportion of solutions meeting cross-boarder criteria in Top 80 solutions



³ <u>https://www.urbantech-project.eu/wp-content/uploads/2022/12/80-Selected-SMEs-and-start-ups_Final-version.pdf</u>

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Figure 9. Distribution of Top 80 solutions per partner

2.6 Hackathon results - participation

There were **614** participants in all hackathons, including solution providers, challenge owners, mentors, experts, etc. Total number of solutions, technological area, total number of participants is presented in the table below.

Location of the	No. of	No. solutions ⁴			Total No. of	
hackathon	challenges	GT	HT	SC	Total	participants ⁵
Tallinn, Estonia	8	3	8	3	14	57
Linz, Austria	19	31	0	0	31	85
Kaunas, Lithuania	30	15	22	9	46	68
Ljubljana, Slovenia	22	10	9	11	30	71
Turku, Finland	25	23	2	9	34	88
Graz, Austria	15	6	7	19	32	51
Gdansk, Poland	18	10	0	19	29	64
Karlsruhe, Germany	11	5	8	3	16	65
Total:	148	103	56	73	228	614

Table 7. Hackathon participation data

2.7 Hackathon self-evaluation

This section provides a general overview of the of a self-assessment implemented by the partners after the implementation of respective hackathons. The self-assessment provides the insights regarding the following:

- Challenges from a perspective of: an implementation process, solution provider, challenge owner;

4 Including online presentations

⁵ excluding experts, mentors, speakers, online participants



- Expectations from a perspective of: the project partner, solution provider, challenge owner;
- Areas for improvement.

Challenges in an implementation process

Organizers of different international hackathons faced various challenges during the implementation process.

- The ESV hackathon was challenging to organize due to the large number of participants in one panel, making it difficult to handle organization, timeframe, and rooms. Different measures were taken to make the hackathon run smoothly, including colour coding and seat planning. The evaluation was done using paper and pen to avoid any technical issues due to the large number of participants. The main negative aspect from the project planning perspective was the time span between challenge identification and solution presentation, which in some cases took nearly a year. Communication with both challenge owners and solution providers by the partner organization was challenging to maintain.
- TPLJ faced unexpected challenges in the hackathon preparation phase that proved to be more demanding and time-consuming than originally anticipated. A significant amount of work was devoted to coordinating and supporting the selected teams in addressing the Slovenian challenges. This involved various organizational activities, including preparing the companies that owned the solutions, coordinating travel vouchers, assisting with route planning, and communicating effectively with the challenge owners.
- The main challenge that ZWI/Unicorn encountered was the short time span given on consortium level for announcing the selected Solution Providers after the short proposal's evaluation and organizing the hackathon. Even though the hackathon preparation started much earlier, till the last moment it wasn't definite which of the Solution Providers would participate or there were some of them who cancelled because they didn't receive Travel Voucher. Also maintaining a regular communication with Challenge Owners and Solution Providers was an intensive process, as well as collecting Hackathon documents (TV Agreement; NDAs), the Pitch Deck from Solution Providers and Annex No 1. Hackathon reports.
- Organization and preparation of the Hackathon were more challenging than expected. Coordination of such a big variety of stakeholders that need to be addressed in so different ways turned out to be very time-consuming. The fact that this event was an international and cross border one was at the same time very fruitful, but also multiplied the effort that was needed to meet all needs.

Challenges of solution providers

The feedback received from the solution providers who participated in these hackathons was generally positive, with many participants finding the experience rewarding and informative. However, there were several challenges that some solution providers faced during the event.

One of the main challenges mentioned by participants was travel issues. For instance, one team could not participate in the hackathon due to travel issues, which affected their chances of winning. This highlights the importance of ensuring that all participants have access to reliable transportation and accommodation arrangements to prevent such issues from arising in the future.





Another challenge faced by some solution providers was misunderstandings regarding the evaluation committee, evaluation system, and the overall process. This may have resulted in some participants feeling disadvantaged or unclear about how their solutions were being evaluated. It is important for organizers to provide clear and concise information about the evaluation process to ensure that all participants are on the same page.

The training sessions provided by the organizers did not fully meet the expectations of some solution providers. This may be attributed to the varying maturity levels of the participants, where some may have been more experienced than others. Providing tailored training sessions based on the level of experience of the participants may help address this issue in the future.

Hybrid hackathons, which combine virtual and in-person participation, brought new challenges to the event landscape. Solution providers who were unable to attend in person missed out on valuable networking opportunities and may have struggled to connect with challenge owners during conversations. This may have resulted in them missing critical details that could have improved their understanding of each challenge. Organizers may need to explore alternative ways of facilitating virtual participants' networking opportunities to ensure a level playing field for all participants.

Finally, the technology readiness level and experience of solution providers with these kinds of pitch events varied greatly. Consequently, the competition was tough for some solution providers. Providing additional support and resources to less experienced participants may help level the playing field and ensure that all participants have an equal chance of success.

In conclusion, international hackathons provide a unique opportunity for solution providers to showcase their innovative solutions and compete with other teams from around the world. While the feedback from participants was generally positive, there were several challenges that organizers need to address to ensure a fair and level playing field for all participants. By taking these challenges into account and implementing appropriate measures, organizers can continue to provide a valuable and rewarding experience for all participants.

Challenges of challenge owners

The challenge owners who participated in hackathons provided feedback that was quite comprehensive and highlighted several areas of concern. One of the main issues raised was that many challenge owners had multiple challenges and/or solution providers at the hackathon. While this was not a problem for most of them, as they sent dedicated persons for each challenge, one challenge owner only had one person for multiple solutions, which proved to be quite stressful for the CO's representative and annoying for the solution providers. This highlights the importance of proper planning and organization when it comes to allocating resources and personnel for each challenge.

Another area of concern for challenge owners was intellectual property protection. Not all challenge owners paid necessary attention to the issue from the beginning, and the level of their commitment to the process was unclear. This is a critical issue, as intellectual property is often the most valuable asset of many organizations, and ensuring proper protection is a must.

During the preparation phase of the hackathon, some challenges lost interest due to the long wait between identifying the challenge and the open call and hackathon. This delay caused them to either find a solution themselves, begin development, or prioritize other pressing issues within their



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organization. This highlights the importance of a streamlined and efficient process, which can keep all parties engaged and motivated throughout the entire process.

Finally, some challenge owners only learned about the final number of solution providers for their challenges on the day of the event, as some solution providers declined on very short notice. This can be frustrating and difficult to manage, and proper communication and planning are crucial to ensure all parties are aware of any changes or updates well in advance.

In conclusion, the feedback from challenge owners who participated in hackathons underlines the importance of proper planning, organization, and communication. These key factors can help ensure a successful event and foster a positive experience for all involved.

Expectations from the project partners

Hackathons were a great success and met all the expectations of the project partners. They were able to develop high-quality solutions for the challenges, which resulted in satisfied challenge owners and happy solution providers. The hackathons provided a win-win situation that was hoped for, making it a very productive and successful event.

Events contributed significantly to the visibility of the partner organizations in the innovation and entrepreneurial community. It provided an opportunity for partners to communicate their brand, as well as showcase their commitment to innovation and entrepreneurship. This exposure was very valuable for the partner organizations, and it helped them to establish themselves as a prominent player in the field.

Moreover, events like hackathons add more experiences to the team and contribute to an overall portfolio of good practices of the institution. The hackathon was a great learning experience for all the participants, and they were able to gain new knowledge and skills. The event also provided an opportunity for the participants to showcase their talents and creativity, which helped to build their portfolio and reputation.

The hackathons attracted a lot of attention within the Technology Park and the broader startup and innovation community in Slovenia. It was a great opportunity for the participants to network with other professionals and explore potential collaborations. The participating teams appreciated the opportunity to engage in technology-focused discussions and explore new ideas. This exposure to new ideas and technologies was very valuable, and it helped the participants to stay up to date with the latest trends in their field.

In addition, the hackathons proved valuable in engaging smaller organizations as challenge owners. Many of these organizations had no experience with European projects, innovation management, or hackathons. Their participation in the event facilitated the expansion of their internal knowledge base and supported their promotional efforts. The hackathon provided an excellent platform for these organizations and communities to engage with a diverse community and benefit from the shared expertise and increased awareness.

Overall, it was a great learning experience for the participants, and it helped to build their portfolio and reputation. The event was a great opportunity for the participants to network and explore potential collaborations, and it helped to establish the partner organization as a prominent player in the innovation and entrepreneurship community.



Expectations from a solution providers

One of the key takeaways from the feedback was that all participating solution providers were keen to meet the challenge owners physically at the hackathon. They wanted to have more information about the challenges and the challenge owner organization and to really understand the specifics of the challenge. This was especially important for the solution providers who submitted their solutions for health tech challenges, as the descriptions of the health tech challenges were relatively general. The feedback highlights the importance of clear communication and access to information for participants in hackathons.

Overall, all the solution providers had high expectations for a well-organized event, opportunities to participate in different workshops, and receive one-to-one mentoring/feedback from field experts and challenge owners. International events like this are extremely important when it comes to cross-border collaboration and internationalization. During the Tallinn hackathon, one Estonian and one Finnish company actually merged during the hackathon process and pitched the solution on the second day together, which highlights the potential for cross-border collaboration in these events.

The solution providers were a very heterogeneous group with different levels of experience and expertise, and this was reflected in the results and evaluation of the hackathon. However, most of the expectations of solution providers were met as the possibility of progressing to the next phase of the support was considerably high. The clearer the structure of the event, the better for a solution provider, especially arriving from different countries and different ecosystems.

Solution providers arrived with different expectations and goals. Some were curious and took the opportunity to explore the challenge owner or the region as a potential market. Others came with a desire to present their ideas and test their marketability. However, there were also participants who did not listen to the challenges and challenge owners but focused solely on adapting their existing solutions to the task set during the hackathon. The diversity of perspectives brought an exciting mix of motivations and approaches to the event, leading to a fruitful exchange of ideas and collaboration.

In conclusion, the feedback from the hackathon participants highlights the importance of clear communication, access to information, and a well-structured event for participants. The potential for cross-border collaboration and internationalization in these events is significant and can lead to exciting opportunities for solution providers.

This is more elaborated in the section 2.8. Hackathon participation satisfaction.

Expectations from challenge owners

The majority of challenge owners who participated in the event were sceptical and had no specific expectations. However, as the event progressed, they were impressed by the positive feedback and the opportunity to work directly with a start-up or SME to find a suitable solution for their challenge. In fact, many of the challenge owners who participated in the event were doing so for the first time, and they were pleasantly surprised with what they experienced.

Although the time factor was the main issue that challenge owners faced throughout the project, they were highly impressed by the quality of solutions they received from the solution providers. The challenge owners appreciated the innovative ideas and the creative solutions that were presented to them. Many of the teams made it to the next funding stage, and apart from Urbantech, some



collaboration projects were also established. This shows that the solutions presented were not only creative but also viable.

Most challenge owners expected to find a suitable solution for their challenge and clear instructions on how to participate. The challenge owners wanted to ensure that their challenges were adequately addressed, and they had clear guidelines on how to participate in the event. However, they had different expectations when it came to the solutions presented. Some challenge owners wanted an immediate solution that could be implemented quickly, while others were interested in fostering collaboration during the development process and seeking a more customized approach to ensure that the solution effectively addressed their specific challenges.

The challenge owners were happy with the event and the solutions presented to them. They appreciated the opportunity to work with start-ups and SMEs to find innovative solutions for their challenges. The challenge owners were especially impressed with the quality of solutions that were presented to them, and many of the teams made it to the next funding stage. The feedback from the challenge owners shows that the event was a success and that it met the expectations of the challenge owners.

Areas for improvement

Based on feedback received from project partners, there are several areas that need improvement:

- Time for Preparation due to a short preparation time, organizers faced difficulties in planning the hackathon. It is recommended to plan ahead and allow ample time for preparation to avoid any withdrawal from the project.
- Networking and Interactive Points it is important to plan for more networking and interactive points on the agenda to provide participants with opportunities to interact with each other. However, due to the large number of participants, it was not possible to include these in the agenda.
- Clarity in Communication despite several briefing sessions, not everything was clear to everyone. To address this issue, organizers should look for more ways to improve communication and ensure that all stakeholders are informed.
- Video Recordings of Pitching solution providers would appreciate video recordings of the pitching sessions. Organizers should plan for this to provide participants with a reference.
- Intense Communication with Stakeholders communication with challenge owners and solution providers should be more intense, with updates on the status of the hackathon. It is also important to control the pitch session timing allocated for each presentation.
- Special Area for Solution Providers during the implementation of the hackathon, it is recommended to allocate a special area for solution providers to develop their pitch decks after the first day, since they have to choose between networking and working on their pitches.
- Limiting the Number of Challenges hackathons with an excessive number of challenges can lead to chaos and organizational problems. It is recommended to limit the number of challenges to a maximum of 10. This allows for easier navigation and management of the various solution providers.

By addressing these areas for improvement, organizers can ensure that their hackathons are successful and provide participants with a productive and enjoyable experience.





2.8 Hackathon participation satisfaction

All participants were asked to participate in the hackathon participation survey. 128 responses were collected with opinions regarding a quality, takeaways, and suggestions on the hackathons they attended at. It represents 56,1% of participants' population.

As it is presented in the annex to the TV subgrant agreement, the participants were asked to provide their feedback on overall programme, how the hackathon they have attended has achieved its objectives, how they rate speakers, especially keynote as a mandatory element of each hackathon. Moreover, participants were able to reflect on the effect of the hackathon on their business and overall experience.

The summary of the results is presented in this section below.

The most of responses were collected from participants of the hackathon held in Linz (25).



Figure 10. Rating of hackathons

achieving its objectives

The most appreciated part of hackathons was keynote and other speakers with a score of 4,2.



Figure 12. Average score of the hackathons in terms of speakers

Participants had rather reserved opinion regarding an impact of the hackathon on their business while ³⁄₄ of respondents rated an overall experience of participating in the hackathons as high or excellent.



Figure 13. Average score of the hachathons in terms of impact on the participants business



Figure 14. Average score of the hackathons' overall experience



To better understand the key takeaways from hackathons and how to make them more effective, we asked the participants who attended hackathons held in different countries to provide their insights. Based on their responses, we identified the following main takeaways:

- Networking with other startups, challenge owners, and potential customers was a valuable opportunity for many participants.
- Learning about the needs of potential customers in other countries and the solutions proposed by companies with whom they could collaborate was also important.
- Improving pitching skills and business models was another key takeaway, with many participants suggesting that more time should be dedicated to workshops and individual mentoring.
- Co-designing solutions with challenge owners was instrumental in ensuring the ability to design and develop solutions that can actually create and deliver value.
- There were some concerns about the organization of the hackathon, with some participants suggesting that more preparation was needed on the challenge owner's side and that the training, mentoring, and coaching of inexperienced startups should not be mixed with real-world challenges for existing companies.

Some participants in the survey suggested several ways to improve the organization of hackathons, including clearer instructions and schedules, better communication with challenge owners, and the use of group chats instead of email for important announcements. Other suggestions included more time with challenge owners, better training and mentoring, and clearer evaluation criteria. In addition, some participants suggested that results should be provided on the same day and that there should be more internal communication and clear expectations. Another suggestion was to ensure that challenge owners are well-prepared and engaged in the process to provide the best possible experience for participants. Overall, these suggestions can help improve the experience for participants and provide a more valuable and productive event.

2.9 Full proposal requirements and timeline of the phase

80 companies with the highest score were invited to participate in the full proposal phase by elaborating the full proposal in order to receive the 1st funding, that is the MINIMUM VIABLE PRODUCT VOUCHER (MVP Voucher). It was communicated that if SME, start-up fails to submit the full proposal in due time, top ranked SMEs, start-ups from reserve list are invited to the process.

It shall describe the pilot action plan (timeframe, budget, activities, etc.) agreed with the Challenge Owner during the Hackathon.

The budget shall include only the costs of the SMEs, start-ups. The Challenge Owner is not entitled to receive financial support from the MVP Voucher.

The details of the full proposal are available in Annex 10 "Full proposal template".

The implementation process and timeline are presented in table below.



Table 8. Timeline for full proposal phase

	Description	Time	Approx. dates	Number of beneficiaries
Submission of full proposal	Selected SMEs at the end of the Hackathon must submit full proposal agreed with Challenge Owner to proceed with the piloting	1 month after the last Hackathon	1 December 2022 – 04 January 2023	80 companies
Evaluation of full proposals	Final evaluation of SMEs, start-ups' full proposals by Technical and Business Validation Panel	3 weeks	06-31 January 2023	80 companies

All 80 solution providers have fulfilled their obligations and submitted completed full proposals on time. Kaunas STP has signed MVP voucher agreements with all 80 solution providers on project's behalf.

2.10 Conclusions and recommendations

The data suggests that while the majority of top 80 solutions come from the countries of project partners, when evaluated based on cross-border criteria, solutions are distributed almost equally. This may indicate that the project partners are well-equipped to address issues within their own countries, but may need to collaborate more closely in order to tackle cross-border challenges. Additionally, it may be worth investigating whether there are any systemic barriers or biases that are preventing solutions from outside the project partners' countries from being recognized or implemented.

Based on the takeaways of participants of the hackathons, the following recommendations for future hackathons could be proposed:

- Provide more time for networking and individual mentorship to allow for more valuable connections and more in-depth coaching. Networking is a valuable opportunity for startups to build relationships with potential customers, investors, and partners. Providing more time for networking and individual mentorship can help participants build more valuable connections that can help their businesses succeed in the long run.
- Ensure that challenge owners are well-prepared and engaged in the process to provide the best possible experience for participants. Challenge owners play a critical role in hackathons, as they provide real-world problems that participants can solve. Ensuring that challenge owners are wellprepared and engaged can help participants develop solutions that are more effective and relevant to the challenges they are trying to solve.
- Clarify the purpose of the hackathon and tailor the training and mentoring to the needs of the participants, whether they are early-stage startups or more established companies. Hackathons can attract a wide range of participants, from early-stage startups to more established companies. Clarifying the purpose of the hackathon and tailoring the training and mentoring to the needs of the participants can help ensure that participants get the most out of the event.
- Improve the organization of the hackathon by providing clear instructions, schedules, and directions to avoid any confusion or chaos. Hackathons can be chaotic events, with participants





working together in teams to develop solutions in a short amount of time. Providing clear instructions, schedules, and directions can help ensure that participants stay on track and avoid any confusion or chaos.

- Encourage more co-designing of solutions with challenge owners to ensure the development of solutions that can actually create and deliver value. Co-designing solutions with challenge owners can help ensure that the solutions developed during the hackathon are relevant and effective. This can help increase the chances of success for startups and ensure that they are able to create and deliver value.
- Including more experienced entrepreneurs, investors, and professionals as mentors can also provide valuable insights and guidance to the participants. Experienced entrepreneurs, investors, and professionals can provide valuable insights and guidance to hackathon participants. Including them as mentors can help participants develop more effective solutions and build more valuable connections.
- Providing more specific and practical training on technical skills and tools can help early-stage startups compete with more established companies. Early-stage startups often lack the resources and expertise of more established companies. Providing more specific and practical training on technical skills and tools can help level the playing field and give early-stage startups a better chance of success.
- Ensuring diversity and inclusion in the participants and challenge owners can help create more innovative and inclusive solutions. Diversity and inclusion can help ensure that solutions developed during hackathons are more innovative and inclusive. This can help increase the chances of success for startups and ensure that they are able to create solutions that are relevant and effective for a wide range of people.
- Offering incentives beyond cash prizes, such as access to investors or potential customers, can motivate participants to focus on developing sustainable solutions rather than just winning the competition. Cash prizes are often the main incentive for hackathon participants, but they may not be enough to motivate participants to develop sustainable solutions. Offering incentives such as access to investors or potential customers can help motivate participants to focus on developing solutions that are sustainable and have long-term viability.
- Overall, hackathons can provide valuable opportunities for startups to network, learn, and collaborate with other companies and potential customers. By following these recommendations, future hackathons can improve the experience for participants and provide a more valuable and productive event.

Based on these **suggestions by participants**, the following are recommendations for hackathon organizers in the future:

- Provide clearer instructions and schedules to avoid any confusion or chaos.
- Ensure that challenge owners are well-prepared and engaged in the process to provide the best possible experience for participants.
- Use group chats instead of email for important announcements to ensure that all participants are well-informed.
- Provide more time with challenge owners to ensure that participants have a better understanding of the challenges they are trying to solve.
- Provide better training and mentoring to help participants develop more effective solutions.





- Ensure that the evaluation criteria are clearly defined and communicated to participants.
- Provide results on the same day to avoid any unnecessary delay or confusion.
- Ensure that there is more internal communication and clear expectations for participants.
- Encourage more diversity and inclusion in participants and challenge owners to help create more innovative and inclusive solutions.

Annexes

Annex 1. An invitation to participate in the hackathon with Travel Voucher

Subject: URBAN TECH Open Call - Results of the International Selection Committee Evaluation

Contact name Company name Contact email

Dear Applicant,

following the evaluation of the International Selection Committee, on behalf of the consortium, I am pleased to inform you that based on the information given in the application your short proposal "title of the short proposal" received an average score of (...) out of 10 and is **considered to pass to the Hackathon phase**.

You are invited to a Hackathon in (organisation, venue) on.... (date).... Detailed programme and other details about the Hackathon will be provided on RSVP no later than 28 October 2022.

You are entitled to a Travel Voucher with a value of EUR, that cover the costs of the participation of 2 persons. Kaunas Science and Technology Park will contact you with regard to the Travel Voucher.

We look forward to working with you in developing your innovation.

Your sincerely,

Project partner's name



Annex 2. An invitation to participate in the hackathon without Travel Voucher

Subject: URBAN TECH Open Call - Results of the International Selection Committee Evaluation

Contact name

Company name

Contact email

Dear Applicant,

following the evaluation of the International Selection Committee, on behalf of the consortium, I am pleased to inform you that based on the information given in the application your short proposal "title of the short proposal" received an average score of (...) out of 10 and is **considered to pass to the Hackathon phase**.

You are invited to a Hackathon in (organisation, venue) on.... (date).... Detailed programme and other details about the Hackathon will be provided on RSVP no later than 28 October 2022.

We look forward to working with you in developing your innovation.

Your sincerely,

Project partner's name



Annex 3. List of solution providers accepting the invitation to participate in the hackathons

Partner	Solution provider	Country
CF	ACTIMI GmbH	Germany
CF	BAUTA GmbH	Germany
CF	delivery-me	Germany
CF	Easy Smart Grid GmbH	Germany
CF	enabl Technologies UG (haftungsbeschränkt)	Germany
CF	Eupnoos Ltd	United Kingdom
CF	FAE Technology	Italy
CF	Fernando Augusto Carreiro de Mello	Germany
CF	Flixbeton GmbH	Germany
CF	Healthy Mind Tech ApS	Denmark
CF	HealthX Future GmbH	Germany
CF	K3Net Kft	Hungary
CF	Medicalvalues GmbH	Germany
CF	Mentalport GmbH	Germany
CF	Panda Training Oy	Finland
CF	Rhoé	Greece
CF	Ryan Bell	United Kingdom
CF	SiWeGO S.r.l.	Italy
CF	str.ucture GmbH	Germany
CF	Urban Motion, Soluções Informáticas Lda	Portugal
CF	VePa Vertical Parking	Germany
CF	Zana Technologies GmbH	Germany
ESV	3D fly e.U.	Austria
ESV	Acrux Cyber Services	Lithuania
ESV	AdvanGrid SIA	Latvia
ESV	ai-omatic solutions GmbH	Germany
ESV	Artys	Italy
ESV	BABLE.DIGITAL SRL	Romania
ESV	baseflow AI solutions GmbH	Austria
ESV	BEST – Bioenergy and Sustainable Technologies GmbH	Austria
ESV	BETTERGY SL	Spain
ESV	Campfire Solutions GmbH	Austria
ESV	ComSensus, komunikacije in senzorika, d.o.o.	Slovenia
ESV	Contiamo GmbH	Germany
ESV	DAGOPT Optimization Technologies GmbH	Austria
ESV	Embneusys PC	Greece
ESV	Fusebox OÜ	Estonia
ESV	Industrial Analytics IA GmbH	Germany
ESV	Ingeniousware GmbH	Germany
ESV	Kovina Trade d.o.o.	Slovenia
ESV	nymea GmbH	Austria
ESV	OmegaLambdaTec GmbH	Germany



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ESV	Optimems Smart Energy Solutions	Greece
ESV	Preflet, LDA	Portugal
ESV	Sensgreen	Turkey
ESV	Senzoro GmbH	Austria
ESV	Smartmonkey Scalable Computing SL	Spain
ESV	solbytech gmbh	Austria
ESV	Stam S.r.l.	Italy
ESV	Stowarzyszenie Robotyków SKALP	Poland
ESV	Superface Itd	Czech Republic
ESV	VERTLINER Private Company	Greece
ESV	Walter Scheiber	Austria
Kaunas STP	ACTIMI GmbH	Germany
Kaunas STP	Alysidia GmbH	Switzerland
Kaunas STP	Amie Technologies B.V.	Netherlands
Kaunas STP	Anna Assistance, SIA	Latvia
Kaunas STP	CHONGTECHNOLOGIES	Portugal
Kaunas STP	cloudyBoss UAB	Lithuania
Kaunas STP	Dominic Chippendale	United Kingdom
Kaunas STP	Efektyvus Saugos sprendimai UAB	Lithuania
Kaunas STP	Empirica Finland Oy	Finland
Kaunas STP	Everyrun OU	Estonia
Kaunas STP	Gedvita	Lithuania
Kaunas STP	GoSense Wireless Ltd	United Kingdom
Kaunas STP	Gridio 2.0 OÜ	Estonia
Kaunas STP	GridMetrics Itd	Bulgaria
Kaunas STP	Guven Future Saglik Teknolojileri A.Ş.	Turkey
Kaunas STP	Hattan Ltd.	Bulgaria
Kaunas STP	Hidas Technologies / Greenele Oy	Finland
Kaunas STP	In Balance grid, UAB	Lithuania
Kaunas STP	Indeform Ltd.	Lithuania
Kaunas STP	Indeform Ltd.	Lithuania
Kaunas STP	Industrial Analytics IA GmbH	Germany
Kaunas STP	LED Tailor Oy	Finland
Kaunas STP	MAYA Data Privacy	Republic of Ireland
Kaunas STP	NIB "Techninija"	Lithuania
Kaunas STP	NIB "Technologijų Konsultacijos"	Lithuania
Kaunas STP	NIB Inosportas	Lithuania
Kaunas STP	NIB VIOIEtas	Lithuania
Kaunas STP	Niecislovas Kaulakis	Litnuania
Kaunas STP	Metaprovide Holding Ekonomisk forening	Sweden
Kaunas STP	Motivation ganz anders GmbH	Germany
Kaunas STP	Uptimems	Greece
	Parguands Nikolaos & Colee (NTL Chemical Consulting)	
	Puzungus pozicionavimo sprenaimai, UAB	
	Pikulelu, UAB	
Kaunas STP	Refrieu, informacijske storitve a.o.o	Sioverila
kaunas STP	κοροτά	παιγ





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Kaunas STP	Sensgreen	Turkey
Kaunas STP	Singletonas UAB	Lithuania
Kaunas STP	Skeleton-X	Israel
Kaunas STP	Skinuvita GmbH	Germany
Kaunas STP	Stefano Coss	Austria
Kaunas STP	Stuart energy	Lithuania
Kaunas STP	SUNNYBAG GmbH	Austria
Kaunas STP	UAB "Dirbtinis intelektas pramonei"	Lithuania
Kaunas STP	UAB "Dizaino agentūra"	Lithuania
Kaunas STP	UAB "Medelcom International"	Lithuania
Kaunas STP	UAB Emplastrum	Lithuania
Kaunas STP	UAB Energy Advice	Lithuania
Kaunas STP	UAB Siemtecha	Lithuania
Kaunas STP	UAB TrustGuru	Lithuania
Kaunas STP	UAB UNISOLUTIONS	Lithuania
Kaunas STP	UAB Vilimed	Lithuania
Kaunas STP	Ultrax technology	Croatia
Kaunas STP	Wakaru Consulting Lda	Portugal
Kaunas STP	Werenode SAS	France
PSEZ	3DV Risk sp. z o.o.	Poland
PSEZ	ATAPI Sp. z o.o.	Poland
PSEZ	Citynomadi Ltd	Finland
PSEZ	CTRL Reality	Finland
PSEZ	Emisfera Soc. Coop.	Italy
PSEZ	ESCO UKRAINE, LLC	Ukraine
PSEZ	Haluk YILMAZ / Arey Light	Turkey
PSEZ	ILA MS	Finland
PSEZ	Industrial Analytics IA GmbH	Germany
PSEZ	Inero Software sp. z o. o.	Poland
PSEZ	Integra AV Sp. z o.o.	Poland
PSEZ	INV Holdings OÜ	Estonia
PSEZ	Krzysztof Kulesza	Poland
PSEZ	MCR TECH LAB SP. Z O.O.	Poland
PSEZ	Mycaii Corp.	Ukraine
PSEZ	MIPA d.o.o.	Slovenia
PSEZ	Mo'Real Universe SRL	Romania
PSEZ	Preflet, LDA	Portugal
PSEZ	Quantos Sp. z o.o.	Poland
PSEZ	Soluciones de Movilidad Especiales S.L.	Spain
PSEZ	Stam S.r.I.	Italy
PSEZ	THR SYSTEM sp. z o.o.	Poland
PSEZ	Tietorahti Oy	Finland
PSEZ	Tinkerlab d.o.o.	Slovenia
PSEZ	TRAKEN TECH DOO	Serbia
PSEZ	Waymap	United Kingdom
PSEZ	WeltEnergie OU	Estonia
Tehnopol	ACTIMI GmbH	Germany





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Tehnopol	BABLE GmbH	Germany
Tehnopol	DataCalculus OÜ	Estonia
Tehnopol	Dymaxion OU	Estonia
Tehnopol	Ergobyte Informatics S.A.	Greece
Tehnopol	Eupnoos Ltd	United Kingdom
Tehnopol	Fusebox OÜ	Estonia
Tehnopol	GridMetrics Itd	Bulgaria
Tehnopol	HeBA Clinic OÜ	Estonia
Tehnopol	iQ Payments Oy	Finland
Tehnopol	Latitudo 40 srl	Italy
Tehnopol	Make 18 Ltd	Bulgaria
Tehnopol	Minudoc OÜ	Estonia
Tehnopol	Modern Mobility OÜ	Estonia
Tehnopol	Momsanity	Bulgaria
Tehnopol	MOTIONTAG GmbH	Germany
Tehnopol	Panda Training Oy	Finland
Tehnopol	QALEON SOLUTION SL.	Spain
Tehnopol	Rhoé	Greece
Tehnopol	Rhoé	Greece
Tehnopol	TechRivo Technologies, Lda	Portugal
Tehnopol	UAB "Saulės šildymo architektūra"	Lithuania
Tehnopol	VST srl	Italy
TPLJ	Adanta d.o.o.	Slovenia
TPLJ	ADO	Slovenia
TPLJ	AppsForce B.V.	Netherlands
TPLJ	Arhitekturno projektiranje, Sara Jesihar s.p.	Slovenia
TPLJ	Cireco d.o.o.	Slovenia
TPLJ	CO2 Marketplace SL	Spain
TPLJ	ComeTogether PC	Greece
TPLJ	Energ+ d.o.o.	Slovenia
TPLJ	Fernando Augusto Carreiro de Mello	Germany
TPLJ	GHNL Global Hotspot Network LTD	Cyprus
TPLJ	Guven Future Health Technologies INC	Turkey
TPLJ	Industrial Analytics IA GmbH	Germany
TPLJ	Ingeniousware GmbH	Germany
TPLJ	LED Luks	Slovenia
TPLJ	Local Food Ltd.	Bulgaria
TPLJ	Madesign OOD	Bulgaria
TPLJ	Métrica6 Ingeniería y Desarrollos S.L.	Spain
TPLJ	Microbium d.o.o.	Slovenia
TPLJ	Ninjamoba LTD	Malta
TPLJ	Owners Partners S.L.	Spain
TPLJ	Plan Z research and development d.o.o.	Slovenia
TPLJ	Prosent	Slovakia
TPLJ	RadionOmaiset Oy	Finland
TPLJ	Reusable Technologies, d.o.o.	Slovenia
TPLJ	Ryan McClure	United Kingdom



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TPLJ	Smart Octopus Solutions d.o.o.	Slovenia
TPLJ	Soluciones de Movilidad Especiales S.L.	Spain
TPLJ	Sugarbyte, Luka Zupancic s.p.	Slovenia
TPLJ	U-Hopper srl	Italy
TPLJ	Waboost razvoj tehnologij d.o.o.	Slovenia
TPLJ	WEO SAS	Luxembourg
TPLJ	Xymbot Digital Solutions S.L.	Spain
TPLJ	Zamax d.o.o.	Slovenia
ТЅсР	1A INGENIEROS SLP	Spain
TScP	AgriTech Futura Srl	Italy
ТЅсР	Blokgarden Oy	Finland
TScP	CIMPA – Centro de Inovação em Materiais e Produtos	Portugal
TScP	CityZ S.R.L.S.	Italy
TScP	CrabSec OÜ	Estonia
TScP	DDP Supply Marcin Maliszewski	Poland
TScP	DETU TECH – Consultoria, Mobilidade e Informação, Lda.	Portugal
TScP	Empirica Finland Oy	Finland
TScP	EstiMates Oy	Finland
TScP	FB Innovation s.r.l.s.	Italy
TScP	Fidera Ltd.	Finland
TScP	Goodmill Systems Oy	Finland
TScP	Green House Effect Oy	Finland
TScP	iQ Payments Oy	Finland
ТЅсР	Jukka Suutari	Finland
ТЅсР	Kentyou	France
ТЅсР	Kradient Intelligence Oy	Finland
ТЅсР	Lauri Häme	Finland
TScP	MB Efekto elektronika	Lithuania
TScP	MEGA AS	Norway
TScP	MIPA d.o.o.	Slovenia
ТЅсР	nollaE Oy	Finland
TScP	nuvSystems srl	Italy
TScP	Owners Partners S.L.	Spain
TScP	Remoted Oy	Finland
ТЅсР	Renotech Oy	Finland
ТЅсР	Ryan McClure	United Kingdom
ТЅсР	RoadCloud Oy	Finland
ТЅсР	Sensoan Oy	Finland
ТЅсР	Shape d.o.o.	Slovenia
ТЅсР	SiWeGO S.r.l.	Italy
ТЅсР	Soluciones de Movilidad Especiales S.L.	Spain
ТЅсР	Stam S.r.I.	Italy
ТЅсР	T:mi Juho Häme	Finland
TScP	Tietorahti Oy	Finland
TScP	Traffic and Mobility Management Technologies P.C. – deeptrffic	Greece
TScP	Watec Consulting Oy	Finland
ТЅсР	Zana Technologies GmbH	Germany



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Unicorn	Acrux Cyber Services	Lithuania
Unicorn	Benete Oy	Finland
Unicorn	Enée Bussac	Germany
Unicorn	Fernando Sarría Estructuras SLP	Spain
Unicorn	Genius Smart Group GmbH	Hungary
Unicorn	Groupnow Singleperson P.C.	Greece
Unicorn	Hidas Technologies / Greenele Oy	Finland
Unicorn	Jonjan Hoxha	Italy
Unicorn	Kentyou	France
Unicorn	Koduandur OÜ	Estonia
Unicorn	Kradient Intelligence Oy	Finland
Unicorn	Latitudo 40 srl	Italy
Unicorn	Let's dev GmbH & Co. KG	Germany
Unicorn	Miivo Mobility SL	Spain
Unicorn	Miivo Mobility SL	Spain
Unicorn	Nanteo s.r.o.	Czech Republic
Unicorn	Opus Novo GmbH	Austria
Unicorn	Oversight	Israel
Unicorn	Owners Partners S.L.	Spain
Unicorn	PANOPTIKUM, MARKO CAFNIK S.P.	Slovenia
Unicorn	RE:LAB s.r.l.	Italy
Unicorn	Rebiss d.o.o.	Slovenia
Unicorn	Rhoé	Greece
Unicorn	Scopios Health S.L.	Spain
Unicorn	Smart EpiGenetX	Romania
Unicorn	Solbytech gmbh	Austria
Unicorn	Soluciones de Movilidad Especiales S.L.	Spain
Unicorn	Stam S.r.l.	Italy
Unicorn	tARvel	Lithuania
Unicorn	TechRivo Technologies, Lda	Portugal
Unicorn	TRAKEN TECH DOO	Serbia
Unicorn	UAB "Saulės šildymo architektūra"	Lithuania
Unicorn	Unternehmensberatung Norbert Rainer	Austria
Unicorn	Urban Motion, Soluções Informáticas Lda	Portugal
Unicorn	Webmark Europe	Hungary
Unicorn	Wego	Italy
Total		266



Annex 4. Rejection letter

Subject: URBAN TECH Open Call - Results of the International Selection Committee Evaluation

Contact name

Company name

Contact email

Dear Applicant,

following the evaluation of the International Selection Committee, on behalf of the consortium, I am sorry to inform you that your short proposal "title of the short proposal" received an average score of (...) out of 10 and was **considered not to pass to the Hackathon phase**.

According to the Guide for Applicants, in case of complaints, applicant needs to make the following administrative steps. You must submit your complaint via email to <u>opencall@urbantech-project.eu</u> within 5 working days following the receipt of the results. Formal requirement of the complaints:

- Complaint can be submitted only from the same email address that was given in the application as contact
- The exact title of the solution and applicant legal entity name has to be provided and shall be identical with the submitted application

Your sincerely,

Project partner's name



Annex 5. Subgrant Agreement for Travel Voucher AGREEMENT

ON GRANTING OF A TRAVEL VOUCHER

[date]

Kaunas, Lithuania

Viešoji įstaiga Kauno mokslo ir technologijų parkas, legal entity code 303562022, having its registered office at K. Petrausko g. 26, Kaunas, Republic of Lithuania (**the Organizer**), represented by its director Paulius Nezabitauskas, acting in accordance with Articles of Association of the Organizer;

and

[name of the company], legal entity code [code], having its registered office at [address], represented by [position, name, surname], acting in accordance with [grounds for representation] (the Participant);

the Organizer and the Participant each individually hereinafter also referred to as **the Party**, and both collectively - as **the Parties**,

WHEREAS:

- the Participant has been selected and invited to attend 18-19 of November 2022 Hackathon, at SMK University of Applied Social Sciences / Vilties str. 2, Kaunas 46326 Lithuania (the Event) as a part of an Urban Tech project Value chain innovations in emerging Health Tech, Smart City and Greentech industries, addressing the challenges of smart urban environment (project No. 101005301) (the Project);
- the Organizer provides the Participant with the opportunity to receive a travel voucher under the conditions specified in this Agreement;

THEREFORE, the Parties have entered into this agreement on granting of a travel voucher (**the Agreement**) on the terms and conditions set forth below.

1. Scope of the Agreement

Under this Agreement, the Organizer undertakes to provide the Participant with a one-off travel voucher (**the Travel Voucher**) of the amount specified in this Agreement, intended to cover the costs of the Participant's travel (return flight tickets, bus/train ticket or car costs) and accommodation and subsistence costs (max 4* hotel for a 3-night stay), if the Participant fulfils the conditions for receiving the Travel Voucher specified in this Agreement.

2. The Amount of the Travel Voucher

2.1. The maximum amount of the Travel Voucher shall be EUR 850.

2.2. The amount of the Travel Voucher to be paid to the Participant is calculated based on the distance from the Participant's registered office address to the Event location. The distance is calculated using Erasmus+ Distance Calculator (<u>https://erasmus-plus.ec.europa.eu/resources-and-tools/distance-calculator</u>). In the event that the above-mentioned travel distance is greater than 300



km, the Participant's Travel Voucher shall amount to EUR 850. If the Participant's travel distance is less than 300 km, the Participant's Travel Voucher shall amount to EUR 650. The above – mentioned amounts of the Travel Vouchers shall be reduced by 50% if the Participant's country of residence is the same as the country of the Event.

Bank Account Account Holder: Bank Name: Bank Address: Bank SWIFT Code: Account Number: IBAN Number: Bank Phone Number: Bank Code: City and Country: Account currency:

3. Obligations of the Participant

3.1. In order the Travel Voucher to be paid out to the Participant, the Participant must fulfil the following conditions:

to participate in the Event; and

to provide the Organizer with a report (Annex No 1 to the Agreement) no later than until 18 January 2023.

3.2. If any of the conditions set out in Clauses 4.1.1. - 4.1.2. are not met, the Participant's right to the reimbursement of Travel Voucher shall be forfeited.

3.3. The Participant must declare their SME status in accordance with the SME definition of the European Union as well as submit declaration of a Legal Entity as a subject of a Private Law Body and Financial identification form.

3.4. The Participant must ensure that the European Commission, the European Anti-fraud Office (OLAF) and the Court of Auditors (ECA) can exercise their powers of control, on documents, information, even stored on electronic media, or on the final recipient's premises.

3.5. The Participant must – for a period of five years after the payment of the balance – keep records and other supporting documentation in order to prove the proper implementation of the action.

They must make them available upon request or in the context of checks, reviews, audits, or investigations.





If there are ongoing checks, reviews, audits, investigations, litigation, or other pursuits of claims under the grant agreement (including the extension of funding), the solution provider must keep the records and other supporting documentation until the end of these procedures.

4. Obligations of the Organizer

4.1. In the event that the Participant properly fulfils the terms of this Agreement, the Organizer undertakes to pay the amount of the Travel Voucher to the bank account, specified by the Participant 14 days after submission and approval of the report (Annex No 1 to the Agreement), but no later than by 31 January 2023.

5. Miscellaneous

5.1. If any provision or part of any provision of this Agreement is found by a court or other competent authority of relevant jurisdiction to be void or unenforceable, the remaining provisions or part/s of the provision/s shall continue to have full force and effect.

5.2. This Agreement and any dispute or claim arising out of or in connection with it shall be settled in the courts of the Republic of Lithuania (applicable jurisdiction), according to the law of the Republic of Lithuania (applicable law).

5.3. The Parties can sign the Agreement by electronic means. Signing the Agreement with a qualified electronic signature shall be deemed equivalent to the original written signature of the representative of the relevant Party.

Signatures of the Parties:

The Organizer:

The Participant:



Annex 1. Hackathon participation report

Date of the report	
Company name	
Title of the challenge	e the company addressed:
Title of the solution	the company presented:

Programme evaluation (1= Inadequate, 5= Excellent)		2	3	4	5
How do you rate the programme overall?					
How do you think the Event has achieved its objectives?					
How would you rate the overall quality of the speakers?					
- Keynote					
- Training session on pitching (optional)					
 Workshop on business modelling (optional) 					
- Workshop on KPIs (optional)					
- Workshop on timeframe for MVP development (optional)					
How has your involvement in the Event affected your business?					
How would you rate the overall experience?					

What are your key takeaways from the Event?

Do you have any suggestions for improving the Event?

□ I confirm that pitch deck is sent to <u>email address of the Organizer</u>



Annex 6. List of Travel Voucher beneficiaries

Company name	Hackathon attended	Country of origin
3DV RISK sp. z o.o	Gdansk, Poland	Poland
AB Stuart Energy	Kaunas, Lithuania	Lithuania
ADO, Agencija za druzbeno odgovornost	Ljubljana, Slovenia	Slovenia
AGRITECHFUTURASRL	Turku, Finland	Lithuania
Amie Technologies B.V.	Kaunas, Lithuania	Netherlands
Arbilge Bilisim iletisim Guvenlik Sistemleri	Gdansk, Poland	Turkey
Enerji Egitim insaat Sanayi VeTicaret Limited		
Sirketi		
Arteria Technologies GmbH	Kaunas, Lithuania	Austria
ASTREO SRL	Graz, Austria	Italy
BABLE.DIGITAL SRL	Linz, Austria	Romania
Benete Oy	Graz, Austria	Finland
BETTERGY, S.L.	Linz, Austria	Spain
Campfire Solutions GmbH	Linz, Austria	Austria
CIMPA:CENTRO I MAT PROD AVANCADOS LDA	Turku, Finland	Portugal
Citynomadi Oy	Gdansk, Poland	Finland
COMETOGETHER P.C.	Ljubljana, Slovenia	Lithuania
ComSensus, komunikacije in senzorika, d.o.o.	Linz, Austria	Slovenia
Contiamo GmbH	Linz, Austria	Germany
CrabSec OU	Turku, Finland	Estonia
CTRL Reality OY	Gdansk, Poland	Finland
DDP Supply Marcin Maliszewski	Turku, Finland	Poland
DI Mag. Siegfried Schreiner	Linz, Austria	Austria
Easy Smart Grid GmbH	Karlsruhe, Germany	Germany
EMISFERA SOC. COOP	Gdansk, Poland	Italy
Empirica Finland Oy	Kaunas, Lithuania	Finland
Enee Bussac	Graz, Austria	Germany
Energ+ d.o.o	Ljubljana, Slovenia	Slovenia
Energy Advice UAB	Kaunas, Lithuania	Lithuania
Ergobyte Informatics Software and Internet	Tallinn, Estonia	Greece
Applications Development		
Eupnoos Ltd	Tallinn, Estonia	United Kingdom
Everyrun OU	Kaunas, Lithuania	Belgium
FAE TECHNOLOGY SPA - SOCIETA' BENEFIT	Karlsruhe, Germany	Italy
FB Innovation srl	Turku, Finland	Italy
Fidera Ltd.	Turku, Finland	Finland
flixbeton GmbH	Karlsruhe, Germany	Germany
FSGROUP ENGINEERING SLP	Graz, Austria	Spain
Genius Smart Group GmbH	Graz, Austria	Hungary
GoSense Wireless Limites	Kaunas, Lithuania	United Kingdom





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Green House Effect Oy	Turku, Finland	Finland
Greenele Oy	Graz, Austria	Finland
Gridio 2.0 OU	Kaunas, Lithuania	Estonia
GROUPNOW SINGLEPERSON PC	Graz, Austria	Greece
Guven Future Saglik Teknolojileri Anonim	Ljubljana, Slovenia	Turkey
Sirketi		
Healthy Mind Tech	Karlsruhe, Germany	Denmark
ILAMS Oy	Gdansk, Poland	Finland
Ingeniousware GmbH	Linz, Austria	Germany
INV Holdings OU	Gdansk, Poland	Estonia
K3Net Kft.	Karlsruhe, Germany	Hungary
Kentyou	Graz, Austria	France
Koduandur OU	Graz, Austria	Estonia
Kovina Trade d.o.o	Linz, Austria	Slovenia
LAIFE UG	Ljubljana, Slovenia	Germany
LATITUDO 40 S.R.L	Graz, Austria	Italy
LED Tailor OY	Kaunas, Lithuania	Finland
let's dev GmbH Co. KG	Graz, Austria	Germany
Local Food OOD	Ljubljana, Slovenia	Bulgaria
Ltd. Anna Assistance	Kaunas, Lithuania	Latvia
Madesign Ltd	Ljubljana, Slovenia	Bulgaria
MAKE 18 Ltd	Tallinn, Estonia	Bulgaria
MB GEDVITA	Kaunas, Lithuania	Lithuania
MB TECHLINIJA	Kaunas, Lithuania	Lithuania
medicalvalues GmbH	Karlsruhe, Germany	Germany
MEGA AS	Turku, Finland	Norway
MetaProvide Holding Ekonomisk forening	Kaunas, Lithuania	Belgium
Metrica6 Ingenieriay Desarrollos SL	Ljubljana, Slovenia	Spain
Microbium d.o.o	Ljubljana, Slovenia	Slovenia
MIPA d.o.o.	Gdansk, Poland	Slovenia
Momsanity AD	Tallinn, Estonia	Bulgaria
Mo'Real Universe SRL	Gdansk, Poland	Lithuania
nymea GmbH	Linz, Austria	Austria
nollaE Oy	Turku, Finland	Finland
nuvSystems S.r.L.	Turku, Finland	Italy
O-INNOVATIONS LIMITED	Kaunas, Lithuania	United Kingdom
OMEGALAMBDATEC GMBH	Linz, Austria	Germany
OPTIMEMS - SMART ENERGY SOLUTIONS	Linz, Austria	Greece
Oversight Technologies LTD	Graz, Austria	Israel
Panda Training Oy	Karlsruhe, Germany	Finland
PANOPTIKUM, MARKO CAFNIK S.P.	Graz, Austria	Slovenia



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Pargianas Nikolaos Co	Kaunas, Lithuania	Greece
PREFLET, LDA	Gdansk, Poland	Portugal
Prosent s.r.o.	Ljubljana, Slovenia	Slovakia
QALEON SOLUTION SL	Tallinn, Estonia	Spain
RadionOmaiset Oy	Ljubljana, Slovenia	Finland
RE:LAB s.r.l	Graz, Austria	Italy
Rebiss d.o.o	Graz, Austria	Slovenia
Remea, informacijske storitve, d.o.o.	Kaunas, Lithuania	Slovenia
Renotech Oy	Turku, Finland	Finland
RHOE URBAN TECHNOLOGIES P.C.	Graz, Austria	Greece
Robota S.r.I.	Kaunas, Lithuania	Italy
Sensgreen Bilisim Teknolojileri Limited Sirketi	Linz, Austria	Turkey
Senzoro GmbH	Linz, Austria	Austria
Shape d.o.o.	Turku, Finland	Lithuania
SIWEGO SRL	Karlsruhe, Germany	Italy
SIWEGO SRL	Linz, Austria	Greece
Skinuvita GmbH	Kaunas, Lithuania	Germany
Smart EpiGenetXSRL	Graz, Austria	Romania
Smart Octopus Solutions d.o.o.	Ljubljana, Slovenia	Slovenia
Smartmonkey Scalable Computing SL	Linz, Austria	Spain
solbytech GmbH	Linz, Austria	Austria
Soluciones de Movilidad Especiales SL	Ljubljana, Slovenia	Spain
STAM S.r.I.	Graz, Austria	Italy
Stowarzyszenie Robotykow SKALP	Linz, Austria	Poland
Sugarbyte, Luka Zupancic s.p.	Ljubljana, Slovenia	Slovenia
Tech Balance Ltd	Karlsruhe, Germany	United Kingdom
TECHRIVO TECHNOLOGIES, LDA	Graz, Austria	Belgium
Tietorahti Oy	Gdansk, Poland	Finland
Tinkerlab d.o.o.	Gdansk, Poland	Slovenia
Traken Tech Doo	Graz, Austria	Serbia
UAB "Saulės šildymo architektūra"	Graz, Austria	Lithuania
UAB ACRUX CYBER SERVICES	Graz, Austria	Lithuania
UAB DIRBTINIS INTELEKTAS PRAMONEI	Kaunas, Lithuania	Lithuania
UAB EMPLASTRUM	Kaunas, Lithuania	Lithuania
UAB MEDELCOM INTERNATIONAL	Kaunas, Lithuania	Lithuania
U-Hopper S.r.l.	Ljubljana, Slovenia	Italy
Ultrax technologies d.o.o.	Kaunas, Lithuania	Croatia
Urban Motion, Solucoes Informaticas L.da	Karlsruhe, Germany	Portugal
Vertliner	Linz, Austria	Greece
VST srl	Tallinn, Estonia	Italy
WABOOST D.O.O	Ljubljana, Slovenia	Slovenia

This p Union

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Waymap Ltd	Gdansk, Poland	United Kingdom
Wakaru Consulting Lda	Kaunas, Lithuania	Portugal
Wateraware Collective Ltd.	Turku, Finland	United Kingdom
Webmark Europe Ltd.	Graz, Austria	Hungary
wego	Graz, Austria	Lithuania
WEO SAS	Ljubljana, Slovenia	Luxembourg
Werenode SAS	Kaunas, Lithuania	France
Xymbot Digital Solutions S.L.	Ljubljana, Slovenia	Spain
Zana Technologies GmbH	Karlsruhe, Germany	Germany

Annex 7. Pitch deck template





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 Team skills & experience

 • Present the team behind the solution and how they are committed to continue working on

 the project

 16

 Vision

 • What are further steps to be taken, future KPIs

18

19





Annex 8. Hackathon Evaluation Form Hackathon Evaluation Form

General information

- 1. Microsoft Forms to be used for collecting evaluation data from hackathons
- 2. Kaunas STP to provide links and QR codes to each individual hackathon
- 3. Laptops, PCs, or mobile phones can be used to fill in the data into the forms.

The Evaluation Form

A TEST form to get acquainted with is available at https://forms.office.com/r/MSUBXwvVX5

The are 2 sections in the form.

The first section collects the background information about the evaluator.

The form starts with a drop-down list to chooses the role:

General information

1. Role of the Technical and Business Validation Panel *

Challenge Owner
Investor
Expert
Project partner representative

Depending on the role the evaluator has in Technical and Business Validation Panel (TBVP), there are 2 different options to progress in the form:

- 1. If the role is *Project partner representative, Investor,* or *Expert,* the next step is to select evaluator's name from a drop-down list:
 - 2. Member of the Technical and Business Validation Panel *

	Select your answer \land	
	Martin Goroško	
	Tomas Černevičius	
	Lev Dolgachov	
	Markus Vihma	
his riv	Andres Mellik Kadri Haljas	will be sent to rm owner. Nev
ow.	ered by Microsoft Forms I	



Please note that every partner is requested to send the list of jury members with their names and roles in the TBVP to Kaunas STP, so the drop-down list is updated with names of TBVP members. This does not include the list of challenge owners.

- 2. If the role is *Challenge Owner*, the next step is to manually fill in the *Challenge Owner's Company Name* and *Name and Surname of Challenge Owner's representative.*
- 2. Challenge Owner's Company Name *

Enter your answer	

3. Name and Surname of Challenge Owner's representative *

Enter your answer

The next step for all roles is to select the *Title of the Challenge and Name of the Solution Provider* from a drop-down list.

4. Title of the Challenge and Name of the Solution Pro



Please not that every partner is requested to send the numbered list of titles of the challenges and respective solution providers in Excel file format to Kaunas STP. The list then is uploaded to the MS Forms for respective hackathon and members of the TBVP can select the evaluated solution from the pre-filled list. Numbering order relevant to the pitching order of solutions to the TBVP is recommended thus simplifying identification of the solutions that are pitched to the TBVP and further analysis of the data.



Evaluation of the Solution

The next session in the form is the *Evaluation of the Solution*. There are 8 criterions with a scale from 1 to 10 to be evaluated by the TBVP members.

Evaluation of the Solution

5. Technological and business match between the challenge and offered solution *

Presented challenges and provided solutions should have a validated match, that is verified during the hackathons by both participating parties – the challenge owners and solution providing start-up or SME. If there is a perfect match, it gives the perspective of having a product-market-fit in wider scale and the project is potentially going to scale.

1	2	3	4	5	6	7	8	9	10

Comment boxes are optional after every criterion. General comment box is optional at the end of the form.

After completing the evaluation, the TBVP member is requested to submit the form:

Back Submit

After submitting, the TBVP member is provided with an option to submit another response:



This is the way to start new form with next solution provider. Challenge Owners with a single solution provider pitching to their challenge so not continue with next form.





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Data analysis

After evaluation is completed at the hackathon consensus session, the event organizer informs Kaunas STP who immediately exports the data into Excel for further analysis.

8	05:42	Active
Responses	Average time to complete	_{Status}
View results		🕶 Open in Excel 🛛 🚥

The generated Excel file is uploaded to Civitta's SharePoint folder with respective partner name on it:

🚬 > Civitta Eesti AS > UrbanTech - Dokumentai > WP3 Ideation > T3.2 International challenge-based hackathons > Evaluation					on
	Name ^		Status	Date modified	Туре
*	TEH		S	2022-11-11 09:31	File folder

The data then is automatically transformed into few Excel tables and pivot tables. The Master Excel is created for every hackathon.

Pivot tables for Jury members and CO are generated in the file:

	•	Final	Jury members	со	MS For
ady	50	🛠 Accessibi	lity: Investigate		

Please note that in order to get the updated information, *Refresh All* buttons need to be clicked in the *Data* menu:

Page Layout For	rmulas	Data	Review	View	Develo
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Data		Queries	& Connect	ions	

The data from Jury members and CO sheets needs to be manually copied into Final sheet:

An Average is then calculated in the column D and Ranking is done in column E:

Row Labels	▼ Average score of the Jusry members ▼	Average of the CO score 💌	Averag -	Rank 💌
1. Automated shuttles from Pärnu city center to beach elephants / Modern Mobility OÜ	4,58	5,5	5,04	3
2. Automatic calculation of the modal share of the city transport / MOTIONTAG GmbH	3,88	7,375	5,63	2
7. Matching mental health problems with precise personalized support / Momsanity	7,88	6,25	7,06	1



Additional information

Kaunas STP to facilitate the whole process if needed.

The process of entering the evaluation data into the form depends on individual preference of the hackathon organizer, i.e., the initial data can also be collected in other Excel files, on printed forms, etc. However, in order to avoid possible inconsistency of the data or wrong formatting of the inputs, all scores from TBVP are requested to be submitted into provided MS Forms.

In cases when there are few tracks in the hackathons, additional step before ranking will be taken in the analysis process by calculating standard deviation from all tracks in the respective hackathon.

The same approach will be followed in elaborating the overall global ranking list.

Annex 9. Global ranking list of top 80 solutions

Solution Provider	Country	Title of the Challenge	Average Score
3DV RISK Sp. z o.o.	Poland	Energy Storage Safety System	9,20
Acrux Cyber Services	Lithuania	Additional function to the regional mobility app: storytelling	8,69
Actimi	Germany	Patient companion app for respiratory diseases	7,46
ADO	Slovenia	Accessibility of quality prevention programs for youths	8,33
Amie Technologies B.V.	the Netherlands	Digital remote monitoring system of cancer patients	9,00
AREYLight Ai Solutions	Turkey	Lighting control in buildings and surroundings	8,13
BABLE GmbH	Germany	Communication platform for solar companies and municipalities	8,42
BLOKGARDEN	Finland	Solutions for improving biodiversity with greenery in urban areas	8,00
ChaaargeUp	Austria	Charging Station sharing (private e-cars only) @residential buildings	8,44
Cireco d.o.o.	Slovenia	One Company's Trash Is Another Business's Treasure	8,52
CO2mmon	Germany	Additional function for our regional mobility app: CO2- sharing points	8,72
Contiamo SE	Germany	Electric load forecasting tool	9,23
CTRL Reality	Finland	Mobile AR platform for tourist information at the seaport	10,00



		Enable heat pumps and EV	
EasySmartGrid	Germany	chargers to become "virtual PV batteries"	8,73
EmPlastrum	Lithuania	UV treatment device	9.06
ENABL	Denmark	Teleoperation of Forklifts	8.85
	Dennark	Reduction of microplastics and	6,00
Energ+ d.o.o.	Slovenia	water usage in laundry services	8,56
Eupnoos Ltd	United Kingdom	Remote monitoring of COPD patients	8,36
Everyrun OU	Estonia	Platform for virtual events	9,17
Fidera	Finland	Visitor tracking for smart disc golf courses	8,33
Founderhood	United Kingdom	A tailor made systems for applications in startup- support programs	7,74
Gridio 2.0 OÜ	Estonia	Dynamic EV charging service	8,83
Guven Future Health Technologies INC	Turkey	Optimizing and digitizing triage workflow for mental health patients	8,33
HealthXFuture	Germany	Barrier-free usability solution for digital health applications	7,23
Inbalance grid, UAB	Lithuania	EV charging balancing	8,00
Indeform	Lithuania	Smart surgery planning automation and resources management solution	8,27
Industrial Analytics IA GmbH	Germany	Digitalize and Optimize of Water Supply System	9,04
Inero Software	Poland	Ensuring visibility and monitoring of deliveries for the port area	9,57
IngeniousWare	Germany	Optimising central water meter evaluation of a water utility company	9,73
Inkol	Austria	Concept of RES and energy storage systems at the Port premises	6,57
INV Holdings OÜ	Estonia	Monitoring of dangerous goods on the port premises	7,18
IQ Payments Oy	Finland	Solutions for smooth traffic	7,96
Kovina Trade	Slovenia	E-charging and route optimisation for fault-clearing services	9,46
LED Tailor Oy	Finland	Disinfection solution and cross infection prevention in healthcare	9,23



Let's dev GmBH	Germany	Hey bank, how much green electricity did my investment generate today?	8,34
Local Food DLT	Bulgaria	From Farm to Fork - Connecting Farmers to Restaurants and Households	8,33
Make 18 Ltd	Bulgaria	Planning of greening of streets	6,89
MarshallAl	Finland	Solutions for smooth traffic	7,85
MB Piksinas IT	Lithuania	Smart Mobile Inventory Software	8,42
MCR TECH LAB SP. Z O.O.	Poland	system for managing and visualisation of the fire protection systems	9,71
medicalvalues	Germany	Digital cross-sector diagnosis and process optimization in geriatrics	9,00
Microbium d.o.o.	Slovenia	Monitoring and reduction of chlorine in drinking water	9,23
Minudoc OÜ	Estonia	Matching mental health problems with precise personalized support	8,36
Modern Mobility OÜ	Estonia	Automated shuttles from Pärnu city center to beach elephants	7,44
nollaE Oy	Finland	Concepts for heating/cooling industry area with local distribution	9,46
OmegaLambdaTec	Germany	Integrating electricity price forecasts into building automation	9,54
Optimems Smart Energy Solutions	Greece	External central control unit for multiple solar inverters & batteries	9,63
Opus Novo	Austria	Fall prevention system and detection for elderly care	8,16
O-Wind Turbine	United Kingdom	Small-scale wind turbine optimized for a household environment	8,96
Owners Partners S.L.	Spain	Smart tourism - mobility challenge for the city	9,10
Pargianas Nikolaos & Co EE (NTL Chemical Consulting)	Greece	Technology process for production of resin from non- fosil fuel based materials	7,96
Quantos	Poland	Optimizing the cost of energy using smart metering	7,80



Remoted	Finland	Carbon free people/material flow in developing industry area (service)	9,42
Renotech Oy	Finland	Increasing the usage of carbon dioxide in concrete slab production	8,50
Rhoé	Greece	Urban dashboard: presenting data visually to citizens+ decision-makers	8,83
Robota Srl	Italy	Smart automated management for medical resources and tools	8,72
Sensgreen	Turkey	Al-Based Building Energy Management And Control Systems	9,46
Singletonas	Lithuania	Parcel handling	8,83
SKALP Robotics Association	Poland	Real-time GPS tracking system for the delivery of pellet boilers	9,56
Solbytech gmbh	Austria	PV CRM database for solar installer	9,52
Stuart energy	Lithuania	How to avoid charging points to be used as a parking space	8,88
Sugarbyte, Luka Zupancic s.p.	Slovenia	Using digital solutions to solve the diabetes self-management puzzle	8,94
Techlinija	Lithuania	Personalized prosthetic socket adjustment automation	8,92
THR SYSTEM sp. z o.o.	Poland	Advanced Video Surveillance System	7,93
Tietorahti Oy	Finland	Mobile navigation platform supporting truck traffic in the port	9,41
TrustGuru	Lithuania	Automated GDPR compliance for accountants	8,77
UAB "Medelcom International"	Lithuania	Universal equipment for ultrasound transducers inspection	8,54
UAB "Dirbtinis intelektas pramonei"	Lithuania	Resource-efficient production in cosmetics industry	8,71
UAB Siemtecha	Lithuania	Optimization of the wastewater pump	8,97
UAB Vilimed	Lithuania	Mobile application for monitoring and diagnosing movement disorders	8,69
U-Hopper srl	Italy	Innovative informing citizens about excess air emissions	8,42



Urban Motion	Portugal	Manage urban parking: improve livability, deliveries, & air quality	8,31
VERTLINER	Greece	Measurement of large roof areas for PV by survey drones	9,75
Waboost razvoj tehnologij d.o.o.	Slovenia	Optimizing Wastewater Management with green solutions	9,04
Wakaru Consulting	Portugal	Electricity consumption improvement and monitoring in Kauno vandenys	8,35
Watec Consulting	Finland	Solutions for treatment of urban runoff waters	8,77
Waymap	United Kingdom	Tenants navigation system in office complexes	9,95
Webmark Europe	Hungary	Smart inventory for objects in public spaces - application	7,61
WEO SAS	Luxembourg	Monitoring of nature parks	8,54
Zana	Germany	Patient companion app for respiratory diseases	8,85



Annex 10. Full proposal template

Full proposal

MVP development

DATE:	
Solution provider:	
Title of the solution	
Challenge owner:	
Title of the challenge	

1 criteria. Technological and business match

Presented challenges and provided solutions should have a validated match, that is verified during the Hackathons by both participating parties – the Challenge Owners and solution providing startup or SME. If there is a perfect match, it gives the perspective of having a product-market-fit in wider scale and the project is potentially going to scale.

Provide your justification in the box below (0,5-1 page)

2 criteria. Market need

Give specific numbers about how big your company can get (often referred to as TAM - Total Available Market) and whether there are any specialties in the market. We encourage you to put some decent research into these numbers and back them with legit sources (...and add them to the presentation).

Provide your justification in the box below (0,5-1 page)

3 criteria. Business development potential

The teams entering the first stage financing should prove the business potential of the developed solution. The business potential must be presented through market size estimations, business model and value proposition, initial financial plans. The team should be capable to initiate the business model and they need to show their commitment to launch go-to-market strategy. Provide your justification in the box below (0,5-1 page)



4 criteria. Execution potential

Identify potential risks, elaborate risk management steps minimizing potential challenges. Provide your justification in the box below (0,5-1 page)

5 criteria. Market impact

Define what is the expected effect in the market when the solution is validated and introduced to the market.

Provide your justification in the box below (0,5-1 page)

6 criteria. Cross-industry and cross-sector dimension

What are linkages with other industries, i.e., where the solution originates and how it is transferable to a new industry or sector Provide your justification in the box below (0,5-1 page)

7 criteria. Team skills & experience

Present the team behind the solution and how they are committed to continue working on the project

Provide your justification in the box below (0,5-1 page)

8 criteria. Vision

What are further steps to be taken, future KPIs Provide your justification in the box below (0,5-1 page)