

# TERMS & CONDITIONS CALL FOR START-UPS

START-UP PAVILION. IOT SOLUTIONS WORLD CONGRESS 2024

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### 1. EVENT OVERVIEW

The Startup Pavilion at IOT Solutions World Congress (IOTSWC) provides a unique platform for startups and scale-ups from the technological sector to showcase their innovative solutions. Participants will have the opportunity to network with industry leaders, investors, and other key stakeholders.

By applying to participate in the Startup Pavilion, you agree to adhere to the terms and conditions set forth below.

### 2. ELIGIBILITY CRITERIA

To participate in the Startup Pavilion, applicants must meet the following conditions:

- Company Stage: Only startups and scale-ups are eligible. Startups are defined as early-stage companies with a product or service in development, while scale-ups are businesses that have demonstrated a sustainable business model and are in the growth phase.
- Industry Focus: Applicants must operate within the following sectors:
  - Healthcare
  - Energy and Utilities

- Space Tech
- Food Tech
- Oil and Gas
- Power Tech
- Internet of Things (IoT)
- Cybersecurity
- Data Solutions
- Biotechnology (Biotech)
- Financial Technology (Fintech)
- Real Estate Tech (Proptech)
- Other
- Company Registration: The applicant must be a legally registered business entity.
- Innovation Focus: The applicant must offer an innovative technological solution or product relevant to their sector.

### 3. SELECTION PROCESS

Participants will be selected based on the following evaluation criteria:

1. Innovation and Disruption (25%):
  - The degree of innovation, uniqueness, and potential disruption of the solution or product.
2. Scalability (20%):
  - The potential for the company to grow and expand its business model in national and international markets.
3. Market Viability (20%):
  - The feasibility of the product or service in terms of market fit and commercial potential.
4. Team Composition (15%):
  - The skills, expertise, and experience of the team members in relation to the project's goals.

5. Social and Environmental Impact (10%):
  - How the product or service contributes to sustainable development, such as reducing environmental impact or improving quality of life.
6. Sector Relevance (10%):
  - Alignment of the solution or product with the industry focus of the IOTSWC.

## 4. PARTICIPATION BENEFITS

Selected startups and scale-ups will receive:

- Exhibition space at the Startup Pavilion including:
  - Podium with your logo + 2 stools
  - Poster 80 cm x 120 cm (width by length)
  - Logo and name exposure on the Exhibitor List
  - 1 Full Congress Pass (value: 1.095 €/each)
  - 10 Expo+ Passes (Value: 200 €/ each)
- Access to exclusive networking opportunities with industry leaders, investors, and potential clients.
- Branding exposure through event marketing materials.
- Participation in pitch sessions at StartupXchange Program
- The chance to win awards or recognition during the event.
- The chance to participate at the Strategic Boost Program

## 5. COMMITMENTS OF PARTICIPANTS

By participating in the Startup Pavilion, startups and scale-ups agree to the following:

- Exhibition Setup: Participants are responsible for setting up and maintaining their exhibition booths during the entire event.
- Compliance with Event Rules: Participants must adhere to all logistical and operational rules provided by IOTSWC, including health, safety, and environmental guidelines.
- Communication and PR: Participants agree to actively promote their participation in the event via their own communication channels.

- Payments: Selected startups must pay the participation fee of 1395€ (VAT not included), 15 days after their receive the formal acceptance from the organization

## 6. APPLICATION PROCESS

Interested participants must complete the official Startup Pavilion application [form](#).

Late or incomplete applications will not be considered, the call is open until we fill all available spots based on first comes first served basis.

## 7. ACCEPTANCE OF TERMS

By applying to participate in the Startup Pavilion, applicants acknowledge that they have read, understood, and agree to abide by these terms and conditions.

Privacy Policy and Information on Data Protection. Data Controller: FIRA INTERNACIONAL DE BARCELONA, Tax Code (CIF) Q-0873006-A, and registered address Av. Reina Maria Cristina, s/n, 08004, Barcelona and its investees ALIMENTARIA EXHIBITIONS, S.L.U. and FIRA BARCELONA INTERNATIONAL EXHIBITIONS AND SERVICES, S.L.U. Purpose◀To process your data in relation to your participation as a speaker in the Event. Lawful basis◀Legitimate interest in the processing of your personal data and in your presentation as a speaker as part of the activities of the Event. Recipients◀Your data is not transferred to third parties except for legal obligation. Your rights: the right to access, rectify and erase your personal data, as well as the rights of data portability and restriction by writing to the above mentioned postal address (attn. DPO) or by e-mail to [dpo@firabarcelona.com](mailto:dpo@firabarcelona.com). Additional information: You can view the additional detailed information on Data Protection on our website <https://www.firabarcelona.com/en/privacy-policy-2/>