International INTERS Competition



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La.Pi.S. (acronym for Laboratorio Pinerolese per la città e il territorio Smart) is an association founded in Pinerolo (Italy) in April 2014 after a information and training process on "Smart city and territory issues" held for a few months.

La.Pi.S. intends to contribute to achieve a smart vision of city and territory able to create infrastructural, technological and governance conditions, produce job opportunities, increase life quality, promote social welfare and sustainable development. For La.Pi.S., the smart approach is not a purpose, a goal to reach, but a cultural process that shall involve all actors: administrations, institutions, citizens, enterprises, trade unions, associations.

The smart city and the smart territory may be considered a "glasshouse" managed through open, transparent and shared relationships, with bidirectional, bottom-up and top-down communication processes, without any type of barriers, inclusive, and non-elitist. They are the place where citizens play an active role in the governance through a responsible participation in order to reach the common well-being. In this process, the public administration is always responsible for making decisions. In particular, as specified in its Statute, La.Pi.S.'s purposes are listed hereinafter:

- to address and monitor the transformation and technological innovation processes necessary to make the town of Pinerolo and the Pinerolo area a smart land according to the European Commission's document COM 2011 808 and in compliance with the Digital Agenda for Europe;
- to promote actions, projects, educational and cultural initiatives in order to increase the citizens' life quality;
- to organize and promote conferences, meetings, educational events to share and increase the knowledge of the "Smart City & Community" paradigm;
- to promote events and projects in order to enhance local resources;
- to encourage the participation of local stakeholders in Italian and/ European calls for funding.





www.laboratoriosmart.it







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Art. 1 - Title and Purposes of the Ideas Competition

Whereas the smart paradigm:

- is a cultural approach able to generate, through an "intelligent" way, governance, technological and infrastructural conditions, to create job opportunities, to promote social welfare, to increase life quality and to encourage sustainable development;
- is not a goal to be achieved but, starting from the existing resources, a virtuous path which needs to engage all actors (administrations, institutions, citizens, enterprises, trade unions, associations, etc.);
- requires very extensive informational and educational initiatives in order to spread its knowledge far beyond the experts;

with the aim to involve the European young people to make an effort into the smart land transformation, the Association Laboratorio Pinerolese per la città e il territorio Smart (La.Pi.S.), with its head office in Pinerolo (TO) - Italy, via Saluzzo n° 11, as Promoter, with:

- the free patronage of:
 - √ Rappresentanza in Italia della Commissione Europea,
 - √ Agenzia per l'Italia digitale presso la Presidenza del Consiglio dei Ministri,
 - √ Consiglio Regionale del Piemonte,
 - √ Città Metropolitana di Torino,
 - √ ANCI Piemonte,
 - √ UNCEM Piemonte,
 - √ Società Italiana di Scienze del Turismo,

publishes the International Ideas Competition (Competition): Young people for a smart land open to Europe.

The Competition is published through an open procedure and anonymously. The Italian law on public procurement n° 50/2016, dated April 18 2016, and its amendments, is not applicable.

The purpose of this Competition is to draw forth project proposals, with a high quality standard, that:

- open the Pinerolo area to Europe;
- are developed by the European young people as main actors in their future;
- are innovative, creative, multidisciplinary, feasible, replicable, entrepreneurship and offer job opportunities, especially for the young people, also through the launch of new start-ups;
- increase the attractiveness of the Pinerolo area, its social welfare, the life quality of all citizens who live, work and spend their free time in this territory;
- are oriented to transform the Pinerolo area in an European smart land.

These Rules shall apply to the Competition procedure. The observance is mandatory for all Competitors in accordance with the following Art. 2 – Eligibility Criteria.







Art. 2 - Eligibility Criteria

The Competition is restricted to young citizens resident in the European Union¹, or holders of a valid residence permit in the Union, for at least 12 months following the date of issue of these Rules (if non-EU citizens), and who were born between January 1, 1983 and March 19, 2000. According to the above-mentioned range age, the Competition is also open to young Italian citizens registered in the "Anagrafe degli Italiani Residenti all'Estero – A.I.R.E."

The participation can be as an individual or, alternatively, as an informal or spontaneous group² (group) to cover and integrate complementary competencies, if any.

In the first case the Competitor will be the individual citizen; in the second, the group.

If the Competitor is a group, a group's member shall be appointed as Team leader in the Request for Participation Form. He/she will assume, on behalf of the group, all the responsibilities concerning the participation in the Competition.

It is mandatory, and shall result in the exclusion if not respected, that:

- each Competitor is able to submit only an idea;
- a citizen can participate in only one group;
- whoever participates individually can no longer participate in a group.

For example, only:

- a) if a Competitor submits more than one idea individually, all of the ideas put forward will be excluded;
- b) if a Competitor submits an idea individually and one or more ideas within one or more groups, all ideas will be excluded:
- c) if a Competitor submits more than one idea within more than one group, all ideas will be excluded.

The Competition is not open to:

- all kinds of associations;
- partnerships and corporations;
- consortiums;
- self-employed professionals and craftsmen, individuals and/or associates;
- joint ventures:
- European Economic Interest Grouping (EEIG)3:
- all economic operators, both public and private.

The ideas, developed by the Competitors, are not to be considered professional services. Therefore, it is understood that the participation in the Competition does not give any right to a remuneration or other rights in favor of the participants and in charge of La.Pi.S.

The Competition is not open to the members of La.Pi.S.'s Executive Board nor to their relatives or in-laws up to the second degree inclusive.

³ See Council Regulation (EEC) No 2137/85 of 25th July 1985 on the European Economic Interest Grouping (EEIG).



¹ Austria, Belgium, Bulgaria, Croatia, Cyprus, the Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, the United Kingdom.

² Informal or spontaneous group means a group, composed of people, not formally established, without an organizational structure regulated by a statute and/or procedures.





Art. 3 - Competition Subject

The subject chosen for this Competition, with which the ideas submitted by the Competitors must comply, is the accessible, innovative and sustainable tourism for the Pinerolo area according to the "Principi del Piano Strategico di Sviluppo del Turismo 2017-2022", approved by the Italian Government on February 17, 2017, and intended as a touristic offer which is:

- Accessible, physically and culturally permeable, that is, it contributes to systematically strengthen the physical and
 cultural accessibility of all territories open to touristic enjoyment. This term has several meanings with reference
 to: accessibility to touristic enjoyment for all people regardless of their age and health conditions; the accessibility of
 territories through sustainable mobility systems; the opportunity offered to visitors to understand and interpret the
 history, the complexity and the diversity of the visited heritage (cultural permeability).
- Innovative, that is, it contributes to: organize the touristic activities, the market and how to enjoy those activities; create new and more advanced competences; support the digital revolution and achieve a more integrated and interoperable tourism governance.
- Sustainable, that is, it contributes to systematically strengthen the tourism sustainability in its different aspects: environment, territory, heritage protection, social and economic system, culture and citizenship.

According to the strict application of the above-mentioned concepts of accessibility, innovation and sustainability, the ideas submitted by the Competitors shall produce a touristic project for the Pinerolo area that, without overlapping with other existing projects, but rather enhancing possible synergies through simplification and rationalization processes, is:

- technically feasible;
- an important engine for: self-sustainable economic activities, also through the launch of new start-ups, job opportunities especially for the young people, as main actors for the territorial economic development;
- open to a national and European scenario based on tourism management criteria;
- oriented to enhance the heritage of the Pinerolo area as environment, architecture, art, culture, food and wine, museums, landscape, society, sports, history, encouraging different types of guests to choose the Pinerolo area as a touristic destination throughout the year;
- designed to favor sustainable mobility;
- replicable in other areas.

It will be essential that the Competitors, in their presentations:

enhance the concept of resilient territory. (Resilience is a frequently used concept in the debate concerning the innovative approaches in the territory and strongly embedded in the European Union policies⁴. It identifies the territory capability to handle any change, induced by internal or external factors, without losing its identity. Resilience is the intelligent sign whereby a community faces its trouble without denying any transformations, keeping steady its own roots, history, the fine fabric of society, social exchange and the symbolic system supporting the whole community);

⁴ For further information see: "Building a Scientific Narrative Towards a More Resilient EU Society Part 1: a Conceptual Framework", available only in English on the following website: https://ec.europa.eu/jrc/en/publication/eur-scientific-and-technical-research-reports/building-scientific-narrative-towards-more-resilient-eu-society-part-1-conceptual-framework







COMPETITION RULES

- characterize the idea for creativity, originality innovation, the adoption of ICT (Information and Communication Technologies) technologies, identifying it in at least one of the five strategic axes specified in the "Agenda Digitale del Piemonte" (June 2015) and listed below (www.agendadigitale.piemonte.it):
 - √ digital society;
 - √ digital economy;
 - √ access and connectivity;
 - √ research and innovation;
 - $\sqrt{\text{social digital innovation.}}$

Art. 4 - Language

These Rules are an English translation from the original Rules in Italian. Nonetheless, it is understood that:

- in order to avoid any conflict between the two versions, the Italian version is the official document;
- during the procedure, any official notification issued by La.Pi.S. will solely be in Italian. In any case, the Competitors
 have the right to submit the documents inside envelopes A and B in accordance with Art. 6 Participation in Italian or,
 alternatively, in English.

Art. 5 - Geographic Area of Interest

The ideas submitted by the Competitors must have the "Zona omogenea 5 della Città Metropolitana di Torino" as a reference consisting of the following Municipalities: Airasca, Angrogna, Bibiana, Bobbio Pellice, Bricherasio, Buriasco, Campiglione Fenile, Cantalupa, Cavour, Cercenasco, Cumiana, Fenestrelle, Frossasco, Garzigliana, Inverso Pinasca, Luserna San Giovanni, Lusernetta, Macello, Massello, Osasco, Perosa Argentina, Perrero, Pinasca, Pinerolo, Piscina, Pomaretto, Porte, Pragelato, Prali, Pramollo, Prarostino, Roletto, Rorà, Roure, Salza di Pinerolo, San Germano Chisone, San Pietro Val Lemina, San Secondo di Pinerolo, Scalenghe, Torre Pellice, Usseaux, Vigone, Villafranca Piemonte, Villar Pellice, Villar Perosa. (www.cittametropolitana.torino.it/cms/urp/comuni-unioni-comuni/comuni-e-zone-omogenee).

With reference to the above-mentioned "Zona omogenea 5", it is mandatory that the ideas are applied and focused on an area inside one or more Municipalities of the "Zona omogenea 5", whether neighbouring or non-neighbouring, with an extension that can cover no more than the whole "Zona omogenea 5".

In compliance with:

- Art. 2 Eligibility Criteria;
- Art. 3 Competition Subject;

and according to

- Art. 9 Evaluation Criteria and Scores, it is appreciated that the ideas are submitted in order to develop synergies in the chosen geographic area of interest (inside the "Zona omogenea 5") and:
- territories included in the "Città Metropolitana di Torino" outside the "Zona omogenea 5", and/or
- other territories of the Piedmont Region or other Italian Regions, and/or
- territories of the other 27 Members of the European Union: Austria, Belgium, Bulgaria, Croatia, Cyprus, the Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Ireland, Latvia, Lithuania, Luxembourg, Malta, the Netherlands, Poland, Portugal, Romania, Slovakia, Slovenia, Spain, Sweden, the United Kingdom.





Art. 6 - Participation Rules

The participation in the Competition is free.

The Competitors must submit a single package no later than June 16, 2018, at 12.00 (noon), addressed to "International ideas competition: Young people for a smart land open to Europe" - Associazione La.Pi.S. - Mail Boxes Etc. Viale Mamiani, 23 - 10064 Pinerolo (TO) – Italy.

The deadline is mandatory. No requests for participation will be admitted to the Competition, if submitted after the deadline. La.Pi.S. does not assume any responsibility for delays, disagreements or loss of notifications due to third parties, accidents or force majeure as well as inaccurate or late delivery instructions.

All costs of dispatch and deposit shall be borne by the Competitors.

Inside the external package, two envelopes shall be included. They shall bear the following words:

- "Envelope A: International Ideas Competition: Young people for a Smart Land Open to Europe Explanatory Report",
- "Envelope B: International Ideas Competition: Young people for a Smart Land Open to Europe Administrative Documents".

It is mandatory that:

The external package and the two internal Envelopes A and B are sealed in such ways as to leave traces if mishandled; the external package, Envelopes A and B and the internal content of Envelope A shall be anonymous. Therefore, they must not bear family names, names, headers, signatures, stamps, logos of Competitor, file properties, metadata and name, and/or whatever can allow the Competitor's identification.

The violation of the external package, Envelopes A and B and their anonymity shall result in the exclusion causes from the Competition.

Under penalty of exclusion, Envelope A shall contain:

- One A4 paper color (or black and white) copy of the Explanatory Report.
 The copy shall be properly collated in order to ensure it is intact and complete. The Report shall not exceed 40 numbered pages (each page in A3 size, if any, will be considered as two pages in A4 size). No more than 4 numbered annexes (graphs and/or tables) can be attached to the Report. The permitted sizes for the annexes are A3, A2, A1. Size A0 is excluded. The above-mentioned annexes need to be cross-referenced into the Report:
- One USB key containing the Explanatory Report .pdf file (without metadata and properties). In order to ensure a correct comparison among the various ideas, the Report shall be organized according to the following structure:
- Cover bearing the following words:

International Ideas Competition
Young people for a Smart Land Open to Europe
Accessible, Innovative and Sustainable Tourism for the Pinerolo Area
Explanatory Report
"Title of the Idea"







- Chapter 1 "General Information".
 - In addition to all information the Competitor considers appropriate to be shown, this chapter shall contain:
 - a) the title of the idea;
 - b) the whole geographic area in which the idea is applied according to Art. 5 Geographic Area of Interest;
 - c) the strategic axes, specified in the "Agenda Digitale del Piemonte", that the Competitor intends to apply to the submitted idea.
- Chapter 2 "Idea Description".
 - In the forms and with the details the Competitor considers most appropriate and effective, this chapter shall be organized in paragraphs in order to completely and exhaustively show:
 - a) the contents of the idea according to requirements listed in Art. 3 Competition Subject;
 - b) the reasons and the environmental, cultural, economic, social, historic conditions/characteristics which have led to choose the geographic area of interest (area of "Zona omogenea 5" chosen with the possible links to other local, metropolitan, regional, national, European territories);
 - c) how the idea will be implemented in an accessible, innovative, and sustainable tourism project; its characteristics of creativity, originality, innovation and the adoption of ICT technologies;
 - d) the positive impacts on the territory of "Zona omogenea 5" in terms of enhancement of local contexts (e.g. agriculture, environment, architecture, arts, culture, food and wine, museums, religion, society, sports, history);
 - e) the necessity and/or the opportunity to set up partnerships in order to develop the idea, and the relevant modes to comply with in order to achieve the goal;
 - f) the coherence between the technical/economic feasibility of idea and the risk assessment/management during the project development and implementation; in this regard, the Competitor shall give evidence of at least the following aspects (the Competitors will have the opportunity to add other aspects to the list, if considered important): I. modes, procedures, technical tools by which the idea can become a viable project;
 - II. technical and economic feasibility with estimated costs for the project and implementation;
 - III. sources of finance assumed in order to start the project and implementation;
 - IV. business plan in order to prove the economic sustainability of the idea;
 - V. estimate of the positive effects on jobs due to the implementation of the idea, evaluated in terms of number of human resources employed, skills, employment duration;
 - VI. identification of main potential risks of failure, during both the project and the implementation, through:
 - a list of main potential risks identified:
 - and, for each identified risk:
 - the quality risk assessment through the scale of values: Low (L), Medium (M), High (H);
 - the description of mitigation measure(s) in order to reduce the risk, and the related cost estimation;
 - the quality assessment of residual risk, after applying the mitigation measure(s), through the scale of values: Null (N), Low (L), Medium (M), High (H);
 - who shall manage the potential residual risk and the related cost estimation:
 - VII. the replicability requirements of the submitted idea due to considerations specified in the above-mentioned points b), c) d), e) and f).
 - g) the data collection sources for the development of the idea.

It is understood that the term "replicability requirement" is meant to be the possibility/opportunity to apply the idea also in







contexts (to be specified) outside the geographic area of interest chosen to submit the idea.

• Chapter 3 "Conclusions".

In this chapter, the Competitor has to summarize the strengths and weaknesses of the submitted idea and the reasons for which the idea could be the winner.

Envelope B shall contain:

- A paper copy of these Rules signed on each page by the Competitor or by the Team leader, if the Competitor is a group;
- Form 1 "Request for Participation" with the following specifications:
 - \(\text{ the title of idea which must match with the title specified in the Explanatory Report:} \)
 - √ the Competitor's personal data (family name, name, date and place of birth, home address, identification document, home phone number and mobile number, non-certified email address, etc.);
 - $\sqrt{}$ the group composition, if any, with the following specifications:
 - all members' personal data;
 - Team leader:
 - $\sqrt{}$ the authorization to publish the Competitor's personal data (single Competitor or Team leader) if the ideas are ranked.
- Form 2 "Declaration of Acceptance of Rules Clauses";
- Form 3 "Declaration of Compliance with the Participation Rules Clauses" shown in Art. 2 Eligibility Criteria";
- Form 4 "Self-Certification on the Originality of Idea";
- Copy of a valid Competitor's identity document; if the Competitor is a group, all members must produce a copy of their valid identity documents;
- Valid certificate of residence, issued by the local authority where the Competitor has established his or her residence in the European Union; if the Competitor is a group, all members must produce their valid Certificate of residence;
- Valid certificate of registration to A.I.R.E, released to the Competitor (single Competitor or to all group members), according to Art. 2 Eligibility Criteria, for the Italian citizens living abroad;
- for non-EU citizens, a valid copy of the residence permit for at least 12 months after the date of issue of these Rules.
- a CD/DVD with a presentation of the idea in .ppt or slideshow format consisting of no more than 20 slides.

Inside the Envelope B, the Competitor has the right to add a DVD .mp4 video lasting no longer than 15 minutes, in order to show his/her idea.

To ensure that the Competitors are anonymous, all Envelopes B (Administrative documents) will be opened solely after:

- opening all Envelopes A (Explanatory Report),
- examining all Explanatory Reports and drawing up the provisional ranking list by the Adjudication Committee.

After opening Envelopes B and checking the administrative documents, the Adjudication Committee shall draw up the final ranking list.

To submit the above-mentioned Forms, the Competitors must fill out the annexes to these Rules and listed in Art. 20 - Annexes.







Art. 7 - Requests for Information and Clarifications

Any request for information and clarifications about the clauses of these Rules can be submitted in Italian or in English only by non-certified email. Emails shall be addressed to La.Pi.S.'s Representative (v. Art. 16 – La.Pi.S.'s Representative) concorso@laboratoriosmart.it, no later than May 15, 2018, at 12.00 (noon).

Requests for information, clarifications and replies will be published periodically on La.Pi.S.'s website (www.laboratoriosmart. it) only in Italian. They will constitute an integration of these Rules.

No replies will be given to requests for information and clarifications received after the above-mentioned deadline or submitted in languages other than Italian or English.

Art. 8 - Adjudication Committee and Secretariat

The Adjudication Committee will be composed of experts in: smart city, tourism management, technology innovation, crowdfunding, communication and tourism marketing, European young people entrepreneurship programs, innovative finance and marketing tools.

A Secretary, who has no right to vote, will integrate the Adjudication Committee. In order to organize the Adjudication Committee's activities, a Secretariat will be supported by the Secretary. La.Pi.S. will appoint the Adjudication Committee, the Secretary and the Secretariat after the deadline specified in Art. 6 – Participation Rules.

The names of the Adjudication Committee's members, the Secretary's and the Secretariat's members will be announced when the final ranking list is published.

The final ranking list publication is scheduled within 180 days of the deadline specified in Art. 6 – Participation Rules. Any extensions will be published complete with the relevant justifications on La.Pi.S.'s website (www.laboratoriosmart.it). The Adjudication Committee's members, the Secretary's and the Secretariat's members shall sign a declaration stating that they did not participate in the Competition either directly or indirectly through their relatives and in-laws up to the second degree inclusive.

Art. 9 - Evaluation Criteria and Scores

The ideas submitted by the Competitors will be evaluated by the Adjudication Committee according to the following criteria and scores:

- accessibility, creativity, innovation, originality, sustainability, replicability, simplification and rationalization processes (if the idea is focused to enhance synergies with existing projects): max 25;
- the positive impacts in terms of enhancement of local contexts: (e.g. agriculture, environment, architecture, arts, culture, food and wine, museums, religion, society, sports, history): max 20;







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- coherence between the technical/economic feasibility of idea and the risk assessment/management during the project development and implementation: max 30;
- synergies between the chosen territory of "Zona omogenea 5" and the other associated territories to implement the idea on a local, and/or metropolitan, and/or regional, and/or national, and/or European scale: max 15;
- synergies with potential European partners; max 10:

for a maximum total score equal to 100.

The Adjudication Committee's members will attribute the scores with an accuracy of two decimal places.

The score attributed to each idea will be the sum of the average scores attributed by the Adjudication Committee's members to each criterion.

The Adjudication Committee's judgment is final and binding.

Only the Competitors, who have obtained a score at least equal to 60, will be ranked.

Art. 10 - Prizes

The first idea ranked wins a prize as follows:

- € 4,000 (four thousand) + one Executive Master in Entrepreneurship (for one person only) at Infor Elea, with the value limited to € 3,000 (three thousand) + free crowdfunding campaign activation for a maximum period of 9 (nine) months, on Starteed website (SELF-PRO solution): for a score equal to or greater than 90/100;
- € 3,000 (three thousand) + one Executive Master in Entrepreneurship (for one person only) at Infor Elea, with the value limited to € 3,000 (three thousand) + a free crowdfunding campaign activation for a maximum period of 6 (six) months, on Starteed website (SELF-PRO solution): for a score between 75/100 and 89/100;
- € 2,000 (two thousand) + one Executive Master in Entrepreneurship (for one person only) at Infor Elea, with the value limited to € 3,000 (three thousand) + a free crowdfunding campaign activation for a maximum period of 3 (three) months on Starteed website (SELF-PRO solution): for a score between 60/100 and 74/100.

No prizes will be awarded to ideas ranked after the first position.

It is understood that:

- the crowdfunding campaign is designed to help with the fundraising necessary to develop the project; it will be activated only after the prize withdrawal;
- all prizes are gross of taxes (paid by the Competitor, if any) and they shall not be considered professional fees; they shall be withdrawn by the Competitor specified in Form A in accordance with Art. 6 Participation Rules; if the Competitor is an informal group, the prize shall be withdrawn by the Team leader who shall withdraw it in the name and on behalf of the whole group;
- the prizes, which are not withdrawn within 180 days of the final ranking list notification date, will no longer be awarded;
- all ideas admitted in the final ranking list, but not awarded, will be ranked ex aequo.

The final ranking list shall be published on La.Pi.S.'s website (www.laboratoriosmart.it). The prize-awarding procedures will be notified to the prize-winning Competitors.







Art. 11 - Exclusion Clauses from the Competition

The following reasons shall results in the exclusion from the Competition:

- lack of eligibility criteria specified in Art. 2 Eligibility Criteria;
- the area of interest, in which the submitted idea is applied, does not match with requirements specified in Art. 5 Geographic Area of Interest;
- the package is delivered after the deadline specified in Art. 6 Participation Rules;
- infringement of anonymity clauses;
- the Explanatory Report and its annexes do not match with clauses specified in Art. 6 Participation Rules;
- irregular, incomplete or omitted submission of administrative documents (Envelope B) listed in Art. 6 Participation Rules;
- documents submitted in a language other than Italian or English;
- Competitor's ineligibility to participate in the Competition;
- submission of declarations which are proved to be false.

Art. 12 - Use of Ideas

The Competitors remain the exclusive owners of their ideas submitted in this Ideas Competition.

If the Competitor is a group, La.Pi.S. remains outside of all agreements made by the group members with reference to the idea's intellectual property rights. This means that, by signing these Rules, the Team leader assumes the obligation to release La.Pi.S. and its Bodies from any claim submitted by any group member with reference to the above-mentioned intellectual property rights.

La.Pi.S. and the Winner will sign an agreement in order to regulate their relationships to launch and manage:

- the crowdfunding campaign and
- the research of other economic resources necessary to obtain the economic funds in order to develop the project and its implementation.

The agreement shall be signed during the prize-awarding ceremony and it shall prescribe as follows:

- any kind of funding shall be used by the Competitor for the project development and its implementation only;
- the Competitor shall produce accounting and financial reports to La.Pi.S., within deadlines to be agreed, in order to comply with the above-mentioned obligation;
- the violation of these obligations will result in the Competitor's obligation to return the prize money (respectively € 4,000 or € 3,000 or € 2,000), to pay for the Executive Master in Entrepreneurship at Infor Elea, (limited to one person) with the value limited to € 3,000, to pay for the crowdfunding campaign on Starteed website (SELF-PRO solution).

All Explanatory Reports, presentations and videos, submitted for the ideas listed in the final ranking list, shall be published on La.Pi.S.'s website (www.laboratoriosmart.it). La.Pi.S. also reserves the right to organize exhibitions, events, conferences and to publish books on the ideas listed in the final ranking list. Such exhibitions, events and conferences shall not result







in any right of the Competitors against La.Pi.S. and its Bodies. The material (hard and soft copies) submitted during the Competition procedure by the Competitors, independently of the position of their ideas in the final ranking list, shall not be returned and shall remain property of La.Pi.S.

Art. 13 - Publication Modes of Competition Rules

These Competition Rules are published on La.Pi.S.'s website (www.laboratoriosmart.it).

It must be pointed out that these Rules are published on the above-mentioned website and La.Pi.S. reserves the right to:

- publish these Rules, notifications and advertisements on other websites (e.g. Sponsors' websites), social networks (Facebook, Twitter, etc.), newspapers, radio, magazines, etc.;
- organize presentation events in the times and manners deemed appropriate to advertise the event most effectively.

Art. 14 - Rules Integrations, Extension Time, Suspension - Competition Cancellation

With its final decision and at any time of the procedure during the Competition, La.Pi.S. reserves the right to:

- integrate these Rules;
- extend and/or suspend the time specified in Art. 6 Participation Rules and in Art. 7 Requests for Information and Clarifications:
- cancel the Competition

and shall make it official to the Competitors on its website (www.laboratoriosmart.it).

Whenever this article is activated, no economic remuneration will be due either for the previously developed activities or ongoing activities, by the Competitors and/or for the documents previously submitted, whether they have been already delivered or not.

Time extensions of deadlines specified in Art. 6 – Participation Rules and in Art. 7 – Requests for Information and Clarifications are admitted.

The requests, which are properly justified, shall be submitted in Italian or in English, only by non-certified email, and sent to La.Pi.S.'s Representative (v. Art. 16 – La.Pi.S.'s Representative): concorso@laboratoriosmart.it.

La.Pi.S. will accept or reject the requests according at its incontestable discretion.







Art. 15 - Acceptance of Rules Clauses

The participation in the Competition implies the complete knowledge and the unconditional acceptance of:

- · these Rules:
- all requests for information, clarifications and relevant replies as described in Art. 7 Requests for Information and Clarifications.

Art. 16 - La.Pi.S.'s Representative

La.Pi.S.'s Representative is Mr. Massimo Oporti.

Art. 17 - Personal Data Processing

Exclusively in order to identify the Competitor, La.Pi.S. will process the Competitors' personal data. According to the Legislative Decree dated June 30, 2003 n. 196, by accepting these Rules, the Competitors give their express consent for the processing of their personal data for the purposes related to the Competition.

Art. 18 - Disclaimer Clauses

By accepting these Rules, the Competitors release La.Pi.S. from any responsibility due to:

- loss, damage and theft of all submitted documents sent and delivered to La.Pi.S. and the Adjudication Committee.
 Therefore, the Competitors assume all risks due to loss, damage and theft, which the documents may be subject to, during the delivery, the deposit at the delivery point, and/or at La.Pi.S., and/or at Adjudication Committee until the procedure has been completed. Whenever the Competitors intend to insure the documents against all risks (delivery and deposit included), they have to arrange for insurance directly and at their own responsibility and expense;
- failure to raise funds through a crowdfunding campaign and/or through the participation in calls for funding or other funding methods.

The Competitors ensure the originality of their ideas and release La.Pi.S and its Bodies from any responsibility for the infringement of intellectual property rights and plagiarism.







Art. 19 - Disputes and Jurisdiction

Should no disputes, which may have arisen between the Parties, be settled through a cross-examination before La.Pi.S.'s Representative, the Court of Turin shall have sole jurisdiction upon request of any Party.

Art. 20 - Annexes

The following Forms are an integral part of these Rules:

- Form 1: "Request for Participation",
- Form 2: "Declaration of Acceptance of Rules Clauses",
- Form 3: "Declaration of Compliance with the Participation Clauses specified in Art. 2 Eligibility Criteria",
- Form 4: "Self-Certification on the Originality of Idea".

Approved by the La.Pi.S.'s Executive Board on January 20, 2018

Pinerolo, March 19, 2018

La.Pi.S.'s President Luigi Pinchiaroglio

This is an English translation of the original Competition Rules in Italian language. Please consider that only the Italian version shall be deemed valid.

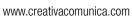


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