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to make innovation happen



PryInnova

The Prysmian Group Open Innovation Call for Ideas

Regulation

Introduction

Prysmian Group (hereinafter also referred to simply as “**Prysmian**”) is an Italian company, specialising in the production of electrical cables and accessories for use in the energy and telecom sectors and for optical fibres. Prysmian has always had innovation and sustainability at the core of its activities.

Corporate Hangar is an innovation factory active in scouting high-potential technologies and implementing innovative projects with a strong focus on sustainability. Corporate Hangar has been founded in partnership with Prysmian to develop new businesses and services also outside the core business of Prysmian and in partnership with third parties.

In this framework, and to scout for innovative, out-of-the-box ideas outside Prysmian perimeter, Corporate Hangar engaged with **PoliHub S.c.a.r.l.**, the Innovation Park & Startup Accelerator of Politecnico di Milano (hereinafter also referred to as “**PoliHub**”) to develop **PryInnova** - the Prysmian Group Open Innovation Call for Ideas (hereinafter also referred to simply as “**Call for Ideas**” or “**Call**” or “**Programme**”).

The call for ideas is **aimed at the scouting and selection, and development of high potential ideas according with the objectives stated in the present document.**

In particular, the present document is aimed at describing the **Call for Ideas**, the participation rules and eligibility criteria, the selection process, and the award for the selected project.

Objectives of the Call

The Prysmian Group Open Innovation Call for Ideas is a **project**, aimed at scouting and selecting **innovative ideas related to Prysmian Group areas of activity**, namely **energy** and **data transmission**, or focusing on **improving Prysmian’s environmental footprint**.

In particular, the Call is aimed at finding innovative products/technologies and business models related to:

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- **Future of Energy grids:**
 - **Grid Resilience:** Solutions to improve the reliability and resilience of the energy grid; solutions to monitor and address effectively catastrophic events; solutions to timely and effectively address faults or potential faults; solutions to monitor the condition and eventual faults of grid accessories and substations.
 - **Grid monitoring:** Grid monitoring solutions; solutions to monitor energy flows (e.g. Real Time Thermal Rating – RTTR...); solutions to improve grid efficiency and sustainability; solutions to power grid monitoring devices; solutions to extend the length of fiber optic sensing achievable.

- **Future of Telecommunications:**
 - **Datacenters and data transmission technologies:** Strategies to integrate sources/detectors and optical fibers in datacenters; sensing and monitoring inside datacenters (SCADA); solutions to improve datacenters efficiency and energy consumption.

- **Sustainability:**
 - **Scope 1:** Alternatives to gas SF₆; factory electrification; energy management solutions (Smart energy fluxes management; optimization of energy consumptions with production data).
 - **Scope 2:** Renewables integration (business models or technologies for direct renewables consumptions); factory renewable energy consumption (small solar panels and solutions for manufacturing); thermal energy recovery; solutions for direct access to clean energy (PPA: Purchase Power Agreements).
 - **Scope 3:** Solutions relative to materials circularity and waste tracking; innovative and sustainable materials for the cable industry; separation of co-extruded materials and solutions to effectively recycle optic fibers; solutions to make cable drums more sustainable; sustainable packaging for the industry; solutions to limit grid losses.
 - **Social:** Solutions to address the digital divide gap.

- **Health & safety:**

- **Worker's safety:** Solutions to improve safety in plant operations; advanced PPEs (People Protection Equipments); safe handling of heavy loads and movimentation systems.

Eligibility

One of the key objectives of Prysmian Group and Corporate Hangar is to **foster and support the national and international innovation and entrepreneurial landscape**, with a specific focus on seed ideas with a **high technological core**.

Therefore, the Call for Ideas is open to projects presented by:

- Students and researchers from national and international universities.
- Entrepreneurial teams and individuals.
- Startups established after the 1st of January 2018.

Submission of the proposals

The proposals will be collected through a dedicated platform (www.pryinnova.com), no later than April 30th, 2023, 11.59 pm CET and should consist of:

1. **General information** about the project, the team leader and the company (if established).
2. A **maximum 10 slide presentation** explaining the innovative product/process/service proposed, the potential development and how it can be integrated in Prysmian Group business strategy.
3. **Description of the idea proposed**, containing the following information:
 - Description of the idea
 - Problem-solution fit
 - Market segmentation and analysis
 - Competitive analysis (if applicable)
 - Technology

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- Level of maturity
- Information about Intellectual Property
- Status of the project and envisioned development roadmap
- Financial aspects
- Needed support from Prysmian Group
- Team composition and competencies

Selection and evaluation criteria

The collected ideas will be **evaluated by a Jury, composed by a panel of experts** from Prysmian Group and Corporate Hangar, with the support of PoliHub.

The evaluation will be provided assigning **a score from 1 to 10 to each of the following evaluation criteria**. The final score will be the **arithmetical sum of the single scores**.

The evaluation criteria are:

1. Problem – solution fit

The collected ideas should clearly address a specific issue, providing evidence that the proposal solves the issue. An extensive explanation of the specific issue and its impact is expected.

Typical questions that need to be answered are: what is the problem? Who is experiencing the problem? Are there existing solutions? How the proposed solution is better than the existing ones?

2. Economic feasibility

The economic feasibility of each idea will be evaluated basing on the financial information provided. The ideas will be scored basing on the investment needed for the proposal development, and the envisioned economic returns achievable in medium/long term.

3. Fit in Prysmian Group vision

The proposed ideas will be evaluated based on their coherence with Prysmian Group business and long-term vision. The proposed ideas should clearly state why Prysmian Group would be the best partner to develop and scale up the idea.

4. Environmental and social impact

A key criterion will be the environmental and social impacts of the idea. The proposals will be scored based on their envisioned impact in terms of both their sustainability from a resources and environmental point of view, and their positive impact on the society.

5. Team competencies

The proponent team will be evaluated based on the background and competencies of its members. The team should clearly prove its capabilities to develop and potentially scale the proposed idea.

During the evaluation phase, the Jury could decide to request one-to-one meetings with the candidate teams in order to clarify specific aspects of the application.

Phases of the initiative

The initiative is divided into the following phases and timelines, as listed and detailed below:

- Call opening and collection of applications: from March 1st, 2023, to May 17th, 2023.
- Evaluation of applications: from May 18th, 2023, to May 31st, 2023.
- Demo Day and award ceremony: in June¹.

Demo Day and awards

Once the applications are closed, the **top 5 entrepreneurial ideas will be selected**, and they will be invited to participate in a live Demo Day with Prysmian Group executives and panel experts.

Among the finalists:

- **one project** will be selected by the Jury as winner of the competition and will receive a **5.000 € (five thousand EUR) award**.

¹ Further details about the Demo Day will be communicated later.



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- **All finalists** may have the possibility to discuss a **co-development contract** with Prysmian Group and Corporate Hangar to further develop and scale up the project².
- **All finalists** may receive **mentoring & support** from Corporate Hangar, through a dedicated network of mentors and business experts to develop and scale the entrepreneurial idea.

Intellectual property and confidentiality

Each Applicant Team expressly declares that each prototype, idea, project or part thereof presented as part of the Programme is original and does not violate in any way, in whole or in part, the intellectual property rights of third parties, undertaking to indemnify the Partners and all parties involved in any capacity in the Programme against any liability, claim for damages and/or compensation that may be advanced by any third party to this effect.

The intellectual property rights inherent in the concepts developed and/or the proposals submitted by the Applicant Teams shall continue to be held by the same Applicant Teams, which shall be fully responsible for the protection of these rights through the legal means available (registration, filing the patent application, etc.).

The Applicant Teams acknowledge that Prysmian may currently or in the future be developing information internally, or receiving information from other parties, that is similar in principle to the information received under the Call for Ideas. Accordingly, nothing will prohibit Prysmian from developing or having developed for its products, concepts, systems, or techniques that are similar to or compete with the products, concepts, systems or techniques contemplated by or embodied in the information received by the Applicant Teams.

The Partners and in any case all parties involved in any capacity in the Programme shall bear no responsibility in any disputes that may arise regarding the originality and authorship of the Projects, or parts thereof, due to possible limitations by third parties of the same Projects.

Prysmian Group, Corporate Hangar and PoliHub are formally committed to maintain the information obtained through the Call for Ideas strictly confidential.

The Jury will carry out its functions in full autonomy and discretion, respecting the rules of confidentiality and the provisions of these Regulation.

² The co-development contract will be discussed with the selected proponents, and it is outside the scope of the present document.

Participants expressly agree, as of now, not to raise objections to the composition of the Jury, the decision-making process and/or the decision taken, which shall therefore be final.

The project evaluations carried out by the Jury are confidential and may not be disclosed outside the Jury.

It is therefore not possible to ask the Jury for visibility of the scores assigned by the jurors to the projects.

Guarantees and Indemnities

The Applicant Teams participating in the Programme guarantee that the content submitted:

- Does not contain material that infringes the rights, positions or claims of third parties (with reference to copyright and industrial property law and other applicable laws or regulations).
- Does not contain material that is unlawful, prohibited by law or contrary to these Regulations.
- Can be freely and legitimately used in compliance with the provisions of these Regulations, insofar as the Applicant Team is the owner of the rights of use of such content, or insofar as it has acquired the use of the same from all the rightholders, having fully complied with and/or satisfied the rights, also of an economic nature, due to the authors of the content and/or works from which such content is derived and/or extracted, i.e. to other rightholders, or due for the use of connected rights pursuant to the law.

The Applicant Teams declare that they are aware that they bear sole and exclusive responsibility, including criminal liability, for the content of the Projects, for the purpose of participating in the Programme governed by these regulations, and that they hereby indemnify the Organizers against any third-party claims.

The members of the Jury shall bear no responsibility whatsoever for any disputes that may arise concerning the originality and authorship of the Projects, parts thereof or any limitations on the Projects by third parties.

Personal data processing

The privacy policy pursuant to Article 14 of Regulation (EU) 2016/679 is available on the PryInnova website <https://pryinnova.com/>.

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