

# **TERMS OF REFERENCE**

## **Industrial Hi-Tech Projects Competition**

### **HardTech Round**

#### **1. General provisions**

These Terms of Reference apply to Industrial Hi-Tech Projects Competition HardTech Round (hereinafter, "the Competition") and define the functions, rights, obligations and responsibilities of its organisers and participants, the procedure and timeline for its holding, and the criteria for and process of evaluation of the entries submitted.

*HardTech Round* is an open projects competition organised by fund Rusnano Sistema SICAR S.A. (hereinafter, "the Organiser"), at the end of which awards will be given for the most promising solutions in industrial technologies. The Operator of the Competition (hereinafter, "the Operator") is the IT Innovations Development Fund.

Purpose of the Competition: finding, selecting and supporting the most promising projects in industrial technologies for possible financing by the Organiser.

*The Competition is held with the support from partners:*

- RUSNANO Group;
- Sistema Group;
- PJSC MTS, one of Russia's leading telecom operators.

*Information partners of the Competition:*

- magazine and web site Popular Mechanics [www.popmech.ru](http://www.popmech.ru);
- Telecom Idea – programme of PJSC MTS for finding, selecting and accelerating innovative projects in information and communication technologies and services initiated by young people.

The Organiser may expand the list of partners/ information partners of the Competition.

The official information source of the Competition where the valid version of these Terms of Reference, including integral annexes and/or amendments to it, news and other information related to the Competition will be published is web site [www.gotech.vc/hard](http://www.gotech.vc/hard) (hereinafter, "the Web Site of the Competition").

#### **2. Main terms and definitions**

*Organisation Committee* – the collective body established for holding the Competition, which consists of representatives of the Organiser (and/or persons nominated by it) and the Operator of the Competition.

*Participant* – a representative of a legal entity or a full-aged legally capable individual (personally or through a duly authorised representative) or a group of individuals, regardless of the country of residence and/or registration of the legal entity, which has submitted an entry to the Competition that was accepted/approved by the Organisation Committee.

*Entry* – an application form from the Web Site of the Competition filled out and sent by a Participant to the Organisation Committee, which includes all the required information on the technological project.

*Finalist* – a Participant whose Entry was selected by the Expert Council for evaluation by the Jury Panel and participation in the Competition's final.

*Expert Council* – the group of persons evaluating the Participants' Entries and determining the Competition's Finalists. The list of members of the Expert Council is published on the Web Site of the Competition.

*Jury Panel* – the group of persons evaluating the Finalists' Entries that were previously selected by the Expert Council and determining the winners of the Competition. The Jury Panel may include representatives of the Partners and persons nominated by them. The list of members of the Jury Panel is published on the Web Site of the Competition.

#### **3. Criteria for selection of projects and nominations**

Projects to be evaluated by the Expert Council and Jury Panel will be selected by the Organisation Committee of the Competition in accordance with the following requirements:

*Industry:*

- robotics;

- B2B software;
- innovative solutions for the oil and gas industry;
- comprehensive security solutions;
- energy efficiency;
- IoT solutions;
- communication equipment;
- microelectronics;
- special communications systems.

*Key criteria for selection of winners of the Competition:*

- unique and protected technology (possibility to protect the technology in the whole world or in the maximum possible number of jurisdictions in accordance with the applicable regulations);
- problem and solution (how significant is the problem that the project solves, how interesting and how well developed is the offered solution);
- breakthrough technologies in major industries;
- project has export potential;
- project is represented by a strong team with expertise in technologies and the relevant industry;
- current results (clients or pilot projects, investments, revenue, other significant results confirming viability of the project);
- current commercial success of the project;
- scalability of the project/business (including presence in growing and new markets).

*Categories and awards:*

- **Grand Prix:** a project or projects in which Rusnano Sistema Sicar S.A. will be willing to invest based on the results of evaluation and after completion of all relevant corporate procedures by the Organiser. The potential investment in the project (-s) of the winner (-s) may amount up to \$10m in accordance with the investment thesis of Rusnano Sistema Sicar S.A.
- **Best Idea:** a project with high visionary potential (areas of application, implementation, market growth and appeal) and with development prospects according to the judgements and consensus of opinions of the Expert Council and the Jury Panel. The award is a cash prize in the amount of RUB 1m (before taxes and levies). The award may be given in a non-cash form upon request of the winner in the specified category and subject to approval of the Organiser. The recipient of the award should be a resident of the Russian Federation.
- **Smart technologies for smart cities:** digital solutions to improve the urban environment. The projects in this category will be selected by a partner who set up this category: PJSC MTS. The winner in this category will get an opportunity to take part in the programme of PJSC MTS aimed at supporting innovative technological startups and will be eligible for a subsidised pilot project to develop and launch its solution in partnership with PJSC MTS.

Additional categories may be set up by the Competition partners throughout the period until the last date of the Competition and the announcement of its winners. In the event of adding new categories the Terms of Reference will be amended accordingly. The partners sponsoring specific categories will be responsible for granting awards in such partner categories (including the "Smart technologies for smart cities" category).

The Organiser of the Competition reserves the right to redistribute and grant awards at its discretion depending on the quality and number of projects submitted to the Competition subject to partners' approval.

#### **4. Competition timeline and procedures**

The competition will be open for entries on 12 March 2018 on the Web Site of the Competition.

To take part in the Competition you need to complete and send an Entry form available on the Web Site of the Competition. Within 24 hours after receiving an Entry the Organisation Committee will check if the Entry complies with the requirements and conditions of the Competition and will send an electronic confirmation of acceptance to the Participant from the official address of the Organisation Committee.

Entries for the Competition will be accepted until 23:59 Moscow time, 18 May 2018. The deadline for submission of entries may be extended by the Organisation Committee of the Competition. In the event of extending the deadline for submission of entries the Terms of Reference will be amended accordingly.

A Participant will be deemed registered if he/she/it completed all the mandatory fields in the electronic entry form and submitted it before the deadline for submission of Entries. The Competition will be open only to those Participants whose entries were approved by the Organisation Committee as meeting the goals of the Competition and the requirements applied to projects.

The approved Entries will be submitted to the Expert Council for review. The Expert Council will conduct an online evaluation of the Entries and may invite the Participants in person or via video/audio communication means in order to get additional information about the projects. After the evaluation is completed, the Organisation Committee will determine the Finalists of the Competition and refer the Finalists' projects to the Jury Panel for review.

The Jury Panel will determine the winners in the approved categories (either by meeting them in person or remotely).

The results of the Competition will be announced not later than on 31 October 2018. The results will be announced and the winners will be awarded at the final of the Competition. Information about the venue, date, time and format of the Final will be published by the Organisation Committee on the Web Site of the Competition.

## **5. Organisation Committee, Jury Panel and Expert Council**

In order to implement these Terms of Reference and ensure the fair results of the Competition, the Organisation Committee, the Expert Council and the Jury Panel are formed.

Coordination of the Competition is entrusted to the Organisation Committee, which includes representatives of Rusnano Sistema Sicar S.A. (and/or persons nominated by it) and the Operator of the Competition. The Organisation Committee forms the Expert Council and the Jury Panel of the Competition, and the lists of their members are published on the Web Site of the Competition.

*Functions and powers of the Organisation Committee include:*

- making a decision on holding the Competition;
- developing these Terms of Reference of the Competition and a package of other documents required for the Competition;
- defining the terms and procedure for holding the Competition and its final;
- forming and approving the membership of the Expert Council;
- forming and approving the membership of the Jury Panel;
- finding various types of Partners;
- informing the Participants of the procedure and the main stages of the Competition;
- preparing the Finalists for giving the presentation during the final of the Competition;
- announcing additional categories;
- organising the final of the Competition;
- awarding prizes to the winners and runners-up of the Competition;
- making other organisational decisions aimed at achieving the objectives of the Competition.

*The Organisation Committee may:*

- refuse to accept any applicant on the grounds of non-compliance with the requirements of these Terms of Reference;
- disqualify the Participant for violating the rules of the Competition, non-compliance with the requirements and terms of the Competition, or submission of incomplete and/or false information in the Entry;
- transfer the information contained in the Entries of the Participants to the members of the Expert Council / the Jury Panel and the partners, who have established their own categories, for the purpose of conducting expert examination and selection of projects;
- process personal data of the Participants in accordance with the Policy for the processing of personal data and the terms of the Competition accepted by the Participants;
- use for advertising purposes names, logos and links to the sites of the Partners and the Participants of the Competition, as well as brief descriptions of the projects participating in the Competition and feedback from the Participants;
- release to the public summarised statistical data based on the analysis of the received Entries.

*The Organisation Committee shall:*

- ensure the selection and analysis of the received Entries;
- hold the Competition in accordance with these Terms of Reference;
- create equal conditions for all the Participants;
- ensure the transparency of the Competition;
- not allow the disclosure of information about the results of the Competition before their official announcement.

*Functions and powers of the Expert Council of the Competition include:*

- carrying out an expert evaluation of projects of the Participants and a preliminary selection of the Finalists;
- participating (if necessary) in meetings and/or audio/video calls with the Participants at the stage of selection of the Finalists;
- making public comments on the reviewed projects (after agreeing them with the Organisation Committee).

*Functions and powers of the Jury Panel of the Competition include:*

- evaluating the Finalists' projects and selecting the winners/runners-up of the Competition;
- participating in the final of the Competition and awarding the winners/runners-up of the Competition;
- making public comments on the purposes and results of the Competition (after agreeing them with the Organisation Committee).

## 6. Rights, obligations and responsibility of the Participants of the Competition

*The Participants may:*

- receive information about the terms and procedure of the Competition;
- contact the Organisation Committee for clarification of the provisions of these Terms of Reference;
- send to the Organisation Committee the Entries for participation in the Competition;
- withdraw the Entries by giving a notice to the Organisation Committee via email;
- receive awards in case of a victory in one of the categories of the Competition.

*The Participants shall:*

- promptly provide presentations and other additional materials about the project upon request of the Organisation Committee;
- upon request of the Organisation Committee, give a presentation on the project for the Expert Council and/or the Jury Panel;
- if recognised as the Finalist of the Competition, prepare a presentation and a speech for the final of the Competition in coordination with the Operator's representatives;
- comply with prohibition on publication and dissemination of information containing threats, discrediting, offending, defaming honour, dignity and business reputation, violating privacy of other Participants, members of the Organisation Committee, members of the Expert Council, members of the Jury Panel or other third parties, containing restricted information including, but not limited to, trade secrets of the Organiser, the Participants, members of the Organisation Committee and third parties, or violating other rights and interests of individuals and legal entities or requirements of the applicable laws of the Russian Federation;
- comply with the requirements and provisions of these Terms of Reference;
- not disclose information on the results of the Competition before the official announcement of the results;
- give comments and promotional interviews about the participation in the Competition, including for radio and television, as well as other media, or participate in promotional photo shoots for the Competition only upon prior agreement of the Organisation Committee and without any compensation for it.

Aside from that, at the Entry submission stage, the Participants consent to processing of their personal data in accordance with the Policy for the processing of personal data and the terms of the Competition accepted by the Participants. The Participants also consent to receiving information letters on the Competition from the Organisation Committee. All rights to such advertising and information materials belong to the Organiser. Representatives of the Organisation Committee are entitled to communicate with the Participants using the personal data specified by them in their Entries, including email addresses, phone numbers and social network accounts, for the purposes of the Competition.

*The Participants shall be liable for:*

- violation of the requirements to accuracy of the information included in the Entries;
- non-compliance with the terms of participation in the Competition, as well as the procedure and timeline stipulated in these Terms of Reference;
- violation of copyright, including in the Entries or presentation and other materials on the project prepared for the Competition.

The Organisation Committee may ban the Participants from participating in the Competition in case they commit any of the above violations. The Organisation Committee will send the notice on disqualification to the email address specified by the relevant Participant in his/her/its application.

## 7. Confidentiality

The Participant acknowledges and agrees that all information that it receives or that is generated/created within the framework of the Competition is confidential, being commercially valuable and confidential information of the Organiser that is not to be disclosed, since it constitutes a business and/or trade secret, has existing and potential commercial value through not being known to third parties and is not freely accessible on a legal basis (hereinafter, "the Confidential Information").

The Participant shall take all reasonable and required measures that are necessary and practical to prevent unauthorised disclosure of Confidential Information.