



SusTech4Africa

Edition Rwanda 2019

Terms & Conditions

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| Annex 1: definition micro and small enterprise | Fout! Bladwijzer niet gedefinieerd. |

1. Background and introduction

Ondernemers voor Ondernemers (OVO), Chancen International, Thomas More University and VITO (the “**Partnership**”) join forces to stimulate the sustainable economy in Africa. The partnership invites African companies and entrepreneurs with a great idea for a sustainable economy to participate in its “Sustainable Technologies for Africa” competition (the “**Competition**”).

With the SusTech4Africa competition, VITO, Thomas More University, Chancen International and OVO will accelerate the founding and growth of the cleantech industry in African Countries, by connecting local African and Belgian cleantech companies.

Selected teams will participate in a boot camp, where they will polish their ideas for a cleaner planet to perfection. At the end, teams will compete in a pitch contest.

The Competition is run primarily via <https://www.facebook.com/SusTech4Africa/> (the “**Competition Website**”).

These terms, conditions and any rules for the Competition on the Competition Website (together the “**Terms and Conditions**”) operate for the benefit of the Partnership, and Partners who contribute to or are involved in the administration, operation and maintenance of SusTech4Africa. References to “we”, “us” and “our” in these Terms & Conditions shall refer to the Partnership and its Partners.

Please read these Terms & Conditions carefully before you enter the Competition. By submitting an entry, you accept these Terms & Conditions and agree to comply with them.

A copy of these Terms & Conditions can be provided to you if you send us an email.

2. Eligibility

- African nationals living in Rwanda with a promising business idea;
- A Rwandan start-up or scale-up with **maximum 5 employees** on the pay roll and with **at least 50% ownership by African nationals**.

Either of the descriptions above makes the applicant eligible. However, you can only enter the competition if **all** of the conditions below apply:

- You have a (preliminary) business plan;
- The new business idea includes the use of sustainable technology (*resource conservation, reuse and recycling, energy efficiency, minimizing environmental impact, pollution reduction...*), or contributes to a transition to a more sustainable society or economy (*access to affordable healthcare for everybody, access to education...*) through the use of technology;
- The company is profitable or foresees profitability preferably within 3 years after establishment;
- The company creates or is willing to create social impact (*create jobs, employ disadvantaged groups, offer needed services/goods for the lower class...*)
- The location of the (desired) economic activity must be in Rwanda;
- The desired investment in your business is below 50,000 EUR;
- You or your company will at least invest 25% of the of the needed investment capital.

If you are unsure about your eligibility to enter the Competition, please contact us before submitting your application.

3. Participation fee

Only if your business idea is selected, your team will be asked to pay a fee of **70.000 RWF** to participate in the Boot Camp and Final Pitch Event.

All selected teams are required to participate with **2 people** to the Boot Camp.

Participation fees need to be paid **before August 28, 2019**.

4. Submitting a valid entry

a. You can submit your entry online via the following URL:

<https://forms.gle/HKASExzhazGF4Lyc6>

Or by sending the application form to contact@ondernemersvoorondernemers.be

b. You must fill in all mandatory fields and answer all questions within the SusTech4Africa application form.

c. Entries shall be in English. Please note that the Boot Camp and Final Pitch Event will be **in English**.

d. Submission opens on 22nd of April 2019 and closes 06th of July 2019.

e. We cannot be held liable for possible deficiencies of the platform. Please note that we are not responsible for problems with computers, networks or any other reasons that may lead to lost, damaged or late entries.

5. What happens next – timeline

After the submission deadline, the Competition will be run in accordance with the following indicative timeline. We reserve the right to change the timeframes which will be indicated on the Competition Website.

- **July 31, 2019:** Announcement selected projects
 - If your project is selected, you will get a personal notification. You will be invited to participate in the boot camp.
- **September 17, 2019 (8:00PM–10:00PM):** Meet & Greet with all the participants and coaches
- **September 18-20, 2019 (9:00AM-6:00PM):** Boot Camp @ Nobleza Hotel, Kigali
 - During the Boot Camp you will be immersed in entrepreneurship for 3 days. With the help of (junior and senior) coaches you will further develop your idea and develop a business pitch.
 - The program starts up with an inspiration session on technology (the do's & don'ts) to shift to the making of a business model canvas in day one. The two other days by large follow the curriculum of the ClimateLaunchpad (<https://climatelaunchpad.org/>)

which includes all aspects of a business plan plus an OVO module on sustainable entrepreneurship. It aims at the creation of a clear framework for the novice entrepreneur and does not require the start-up team or entrepreneur to have a lot of information prior hand: the aim is to accelerate the team from idea to business.

Most important objectives of the boot camp program are (1) that the teams have learned how to use the toolkits in favour of their idea and (2) that they have phrased all the open questions that need to be answered in order to consolidate their business idea in a viable plan for an enterprise.

The collective progression of business ideas (teams helping each other, innovating in an open spirit) is paradigm throughout the boot camp program. That is why the boot camp always concludes with an open-ended, visionary pitch celebration.

- **September 20, 2019 (4:00PM-7:00PM) : Final Pitch Event @ Nobleza Hotel, Kigali**
 - At this event you will present an elaborated pitch of your business idea to an audience of potential investors. A jury will choose the winners.

Important note: if your application is selected you will be asked to confirm your participation to claim your spot in the Competition. When accepting your spot in the programme you sign up for compulsory attendance of the full three days of Boot Camp, as well as the Final Pitch Event. If you do not comply, you can be excluded. You will not receive a refund of your registration fee under any circumstances.

6. Selecting the Winner

- a. In the run-up to the announcement of the selected projects, a jury will decide which 10 business ideas and project owners have the most potential to succeed and best meet the assessment criteria. These 10 project owners will be assisted in optimising their business concept during the Boot Camp.
- b. At the Final Pitch Event, the jury – consisting of representatives of the partners and independent jury members – will elect the final winners (top-3).
- c. Decisions, made by the jury are final and shall not be disputed. No correspondence will be entered into between both parties.
- d. OVO has the right to postpone the giving of the loan if it is convinced that the project is not yet investment ready. In this case it will further assist the project owner to come to this stage.

7. The Prize

- a. From idea to reality - The top-10 best projects gain access to the Boot Camp, and Final Pitch Event, which will improve, refine and boost your entrepreneurial dream.
- b. Social loan - The Top-3 winners are eligible to a social loan from the OVO Acceleration Fund for a maximum of 25% of the required investment for a period of 3 to 5 years. The annual interest rate

will be 7% for the winner of the Final Pitch Event, 8% for the runner up, and 9% for the business project that comes in third place. Other conditions to the loan will be negotiated case-by-case.

Disclaimer: providing the loans from the OVO Acceleration Fund is subject to enough money being raised by the partners prior to the Final Pitch Event.

- c. Access to technology & Expertise - VITO will offer expert advice re. sustainable technology and transition to a sustainable world for energy, materials, chemistry, land- & water use, air quality, health, sustainable smart cities, agriculture, earth observation, drones... and has budgets earmarked.
- d. Access to capital providers - OVO is committed to seeking private investors for the remaining investment amount of the Top-3 projects in line with its operational guidelines.
- e. Mentoring - OVO is also committed to follow up the project and give appropriate in-kind support after the investment is made.
- f. Post-competition conditions to get access to the prize - The Top-3 winners are eligible to a social loan and in-kind support. **To access this support package, they still have to pass the due diligence performed by OVO Team Investment (social and economic sustainability assessment) and a local legal firm (legal risk assessment).** In brief, the winners gain the commitment from OVO that it will do whatever is in its power to make them investment ready and help them grow the coming years. We aim for long-term relationships.
- g. The prizes and supportive actions are non-transferable.

8. Freedom to operate

You confirm by entering the Competition that, to the best of your knowledge, you have freedom to operate. This means that you own all Intellectual Property Rights (“IPRs”) subsisting in your entry to the Competition and that your entry does not infringe any third party’s IPRs. You are responsible for obtaining any necessary licence or permission in writing from third parties to use their IPRs in your submission. We reserve the right to disclose your identity to any third party claiming a violation of their IPRs, or their confidentiality/privacy rights. We reserve the right to ask for additional evidence or documents to validate that all information you supply is true and complete.

Subject to the terms of this clause 8, we recognize your ownership of the IPRs subsisting in your entry to the Competition.

9. Changes and cancellation

- a. We may cancel the Competition or vary these Terms and Conditions at any time at our discretion. We will post any changes to these Terms and Conditions on the Competition Website.
- b. We reserve the right to suspend the Competition at any time and to change the form and substance, dates for deadlines and events, locations or specification of the Competition and/or Prize.

c. We reserve the right not to award the Prize.

10. Personal Data

By submitting your entry to the Competition, you give us permission to use the information provided by you in your entry and during your participation in the Competition (including your personal details, logos and photos uploaded by you and taken during events) for the purposes of administering and judging the Competition, for any purpose connected to the Competition and for promotional purposes. We may share this information with our Jury members, our partners, and anyone who is involved in the Competition.

11. Governing Law and Jurisdiction

These Terms and Conditions shall be governed by and construed in accordance with the Belgian laws. Any dispute arising under these Terms and Conditions shall be subject to the exclusive jurisdiction of the Belgian courts.

12. Questions

Information about the Competition is available on the Competition Website. In the event of a conflict between these Terms and Conditions and information on the Competition Website, these Terms and Conditions will prevail.

If you have any further questions about the operation of the Competition, please contact the local OVO representative **Audresse Girarike** (audresse.girarike@ovo.be or +250 789 899 992).