

From Start-to-Table | 5th Edition

English Version

General Rules and Regulations

Preamble

The acceleration programme From Start-to-Table is an initiative set forth by Startup Lisboa, with the institutional support of Turismo de Portugal.

The main purpose is to promote innovation within the restaurant ecosystem in Portugal, so as to improve qualification by tackling the challenges and increased demands resulting from the strong dynamic of

growth and qualification of tourism in Portugal, through:

- a) **RESTAURANT TECHNOLOGY** - Food loves tech. That's right, restaurants need more than great food, great locations and great customers: they need tools that help managing human resources, waste, stock, deliveries, orders, menus, reservations, payments, marketing and even customers' reviews. Here we refer to apps, software and robotics to get smart kitchens, more efficient, more sustainable, more customer- and planet-friendly restaurants. We also refer to products that are used in the kitchen and at the table, like appliances or backup equipment. Everything tech-based that makes the sector more modern and helps freeing up those who work in the industry — from the chef to the waiter — to make them focus on what's more important: the customer and the food.
- b) **NEW SUSTAINABLE F&B PRODUCTS** – Real innovation often goes beyond technology. And if you think restaurants are "always the same", it is because you don't know those innovative entrepreneurs and projects that aim to put brand-new F&B products with a positive impact on environmental, social, and economic sectors. This category is designed for those who seek to create products that make a difference locally and globally. We are looking for products with a responsible and sustainable nature, new ways of consuming and producing, or even alternative ingredients. Concepts that make us better people and make us do better — projects with a purpose and responsibility that inspire the community.

These General Rules and Regulations refer to the fifth edition that will take place in 2022.

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Article 1

Objectives

The goals of this initiative are as follows:

- a) To promote innovation within the restaurant sector in Portugal;
- b) To foster and support the implementation of innovative projects that allow for a unique, differentiating experience for the customer;
- c) To contribute to the innovation and competitiveness of the supply in this sector, with its environmental and social sustainability in mind;
- d) To foster and give identity to a food tech ecosystem in Portugal that sets its attention on the development of solutions for the entire value chain (front office, back office and customer experience);
- e) To promote debate on the main challenges in the sector, namely: convenience, delivery, automatisisation and robotics, payment, big data, experience, hospitality, sustainability, among others.

Article 2

Recipients

- a) Individuals over 18 years of age, of any nationality, applying independently or as a team with an innovative project within the restaurant sector may apply to this initiative;
- b) Companies up to 5 years of formal existence may apply as well — by formal existence we mean the date of legal constitution of the company;
- c) Projects with the intention of accommodating into or that are already accommodated into franchising networks are not electable to apply.

Article 3

Application Process

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- a) Applications must be submitted through the form available on the programme's website: www.fromstart-to-table.com;
- b) The application period takes place between August 11th and September 25th 2022 (until 11:59 PM);
- c) The organisation reserves the right to unilaterally, and by posting a notice on the programme's website, extend the application period;
- d) The organisation is not responsible for any misplacement or non-reception of applications, even if such may result from network or website disruptions or failures;
- e) Each promoter/company may submit one application only;
- f) The promoter (or team of promoters) should be the owner of the idea to be presented under this initiative;
- g) Regarding teams, should be appointed a promoter who will represent the team to the organisation and be the contact and spokesperson throughout the process. The contact details on the application form must be active and up-to-date throughout the period of the initiative.

Article 4

Application Assessment

- a) Applications will be analysed beforehand for verification of formal electability requirements of the promoters and the project;
- b) Applications will be subjected to a preliminary assessment according to the goals of the programme for the purpose of a pre-selection;
- c) Promoters/projects that do not meet the requirements mentioned in paragraph a) of this article, or whose projects have not been pre-selected or display enough information, will be informed, via e-mail, that they are not going forward to the next assessment stage;
- d) The assessment is based on the information on the application form;
- e) After the previous analysis, promoters will be able to present their projects before a panel of judges with the purpose of selecting the projects that will take part in the acceleration programme, being that 20 projects are to be chosen among the total participants within the indicated categories;
- f) The judges' session will consist of a 5-minute presentation that shall be supported by digital mediums or others the promoters deem appropriate;

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- g) This judges' session will take place on October 10th and 11th and the judge assessment shall take into consideration the following criteria:
 - I. Project/company with innovative and differentiating business model
 - II. Team quality and ability to implement the project
 - III. Feasibility of the idea
 - IV. Innovation as far as the process, the product or the marketing strategy go, in relation to established businesses
 - V. Potential impact on the restaurant and foodtech sector
 - VI. Have potential for growth and/or scalability
 - VII. In the case of new sustainable F&B products, the environmental, social and economic impact they provide
- h) The judge panel mentioned in the previous paragraph will include members of Startup Lisboa and guests;
- i) The decision on the selection of projects will be sent by e-mail to the promoters;
- j) The organisation will make every effort to ensure the selection of 20 projects; however, it shall not be deemed responsible in case the selection of that number of projects is not possible.

Article 5

Methodology

- a) The definition of “acceleration programme” is a programme that supports the validation of ideas/business models within the context market, as well as the implementation and growth strategies for the participating projects;
- b) An acceleration programme will be put available to the finalist projects, which participation is mandatory for at least one of the founders of the project;
- c) The acceleration programme will be held mainly in English;
- d) The acceleration programme will predominantly take place remotely, except for the first and last day of the programme, where on-sight participation is mandatory;
- e) The programme is composed of workshops, mentorship meetings and follow-up for each project, networking events, inspirational talks, and a final public presentation of the projects to partners, potential clients, investors, and media;
- f) The programme will begin on October 23rd and will last for 8 weeks, taking place during business hours. On average, the programme will take up 3 working days per week.

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Article 6

Demo Day

- a) The Demo Day - final public presentation of the projects - will take place on December 15th, 2022 in a place and time to be disclosed;
- b) In the Demo Day it is intended to select the winning projects from each of the programme categories;
- c) The Demo Day consists of a public presentation of each project with a duration of under 5 minutes. The pitch must be supported by digital means or others that the promoters consider appropriate; however, presence is mandatory. In addition to presenting their project and main factors of differentiation factors in the market, they must report on the evolution and main developments during the programme;
- d) In the Demo Day it is intended to select the winning projects from each of the programme categories
 - I. Project/company with an innovative and differentiating business model
 - II. Quality of the team and its capacity to implement the project of the idea presented
 - III. Innovation at the level of the process, product or associated marketing concerning business already installed
 - IV. The potential impact on the restaurant and foodtech sector
 - V. Potential for growth and/or scalability
 - VI. In the case of new sustainable F&B products, the environmental, social and economic impact they provide
 - VII. Project performance and progress during the course of the programme
- e) The selection of the winners will be made by a jury that will consist of members of Startup Lisboa, partners and guests.

Article 7

General Conditions of Participation

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- a) Participants are responsible for all information and contents of the project they present;
- b) Participants shall act in a cordial manner and with respect for the rules and procedures of operation, programme and security of the organization and partners;
- c) Inappropriate or abusive behaviour, including the use of obscene language, shall not be tolerated;
- d) The organization reserves the right to exclude any participant who, during the initiative, does not comply with the rules set out in these rules or does not participate in the initiatives planned for the programme.

Article 8

Prizes

- a) The winners in the two categories to be selected on Demo Day will be given the following prizes:
 - I. 10,000 euros in prize money for each project;
 - II. Direct access to incubation at Startup Lisboa;
 - III. Free incubation at Startup Lisboa for the first 6 months;
- b) Each participating project will benefit from:
 - I. Possibility of validating and prototyping the project with potential customers and within context market;
 - II. Access to benefits and services provided by the partners;
 - III. Access to a vast network of mentors (founders, investors, experts in the sector, among others);
 - IV. Access to Startup Lisboa's and its partners' network;
- c) The prize money to be given to the winners will be accompanied by an invoice, according to the Portuguese law;
- d) An IBAN shall be provided in order to pay the prizes via bank transfer.

Article 9

Confidentiality

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The parties agree to keep the content of all information they access to within this initiative confidential, including intellectual property and industrial property, even after its completion, except if it is absolutely necessary for the execution of this initiative or the promotion of the programme.

Article 10

Intellectual Property

- a) The industrial property and the intellectual rights of the submitted ideas/projects belong to the promoter(s);
- b) The promoters bestow the organisation the authorisation to use non-confidential information for promotion and marketing purposes;
- c) The organisation of this initiative shall not be deemed responsible for any violation of intellectual property, misuse or plagiarism by other promoter or any other individual.

Article 11

Data Protection

The privacy and personal data protection of our users is extremely important to Startup Lisboa. By applying to the programme and filling out the application form, you are accepting Startup Lisboa's Privacy Policy, which can be accessed [here](#).

Article 12

Final Provisions

- a) The organisation reserves the right to change these General Rules and Regulations by giving notice of said alterations to promoters that are applying/participating in any of the categories;

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- b) All circumstances that have not been contemplated in these General Rules and Regulations shall be duly analysed and established by the organisation;
- c) The participation in the Programme implies the promoters' explicit acceptance of the terms and conditions of the General Rules and Regulations.