

## Scale UP Pilot Programme

# Start In Poland

### Programme's goals:

Scale UP pilot programme is aimed at boosting cooperation between micro and small companies (start-ups) with large enterprises (LE), including state-owned companies, and using it as a tool for start-ups' products commercialisation at corporations. Start-ups innovative products/services are about to address the needs/problems of large enterprises. It is to be beneficial to both cooperating sides – start-ups gain large business partner and enter the scale up/growth path while large companies innovate, solve their business problems, rejuvenate their corporate culture, etc. It's a win-win situation for both.

Scale UP programme is also about testing various possible models of cooperation between startups & corporations. Due to the fact that corporations not necessarily take up acceleration activity by themselves, within the Scale UP programme this part of job will be handed to entities which have the teams experienced in providing acceleration programmes/schemes to start-ups. Acceleration programme which they will come up with should be focused on supporting start-ups whose products/services may be implemented within the large enterprises' scope of business operation.

## Programme's Assumptions:

- Grant recipient: an entity acting for the sake of economic development, having a team experienced in running acceleration programmes/schemes, registered on the territory of the Republic of Poland.
- Obligatory participant of the project: large enterprise (LE), with preference of state-owned companies.
- Optionally, projects may be realised with engagement of such entities like, eg.: foreign accelerator, corporate accelerator, other entities whose engagement is beneficial to the project (eg. seed/venture capital fund, university, et.).
- Grant recipient, with the engagement of LE and, possibly, other entities, organises acceleration programme which will be realised by at least 20 micro/small enterprises and which will result in commercialisation of their products/services within LE' business operation.
- Acceleration programme may be realised by the Grant recipient with one or more LE, in one or more thematic fields defined by them.
- LE is to actively engage itself in the process of acceleration programme's participants selection as well as in acceleration process itself. The form and the degree of LE's engagement shall be settled with the Accelerator (grant recipient) and presented in the submitted application.
- Possible options of LE's involvement in the project may include: participation in the selection process, delegation of mentors and ongoing monitoring of start-ups' solutions under development, providing access to infrastructure for the purpose of products/services testing, etc.
- LE's and other entities' involvement in the project will be evaluated considering the added value to the project.
- Acceleration within the project is to be run in an equity-free model.
- Grant recipient's financial contribution is mandatory and it shall amount to min. 10% of the portion of grant devoted to operational costs.
- Operational costs must not exceed 1 m PLN.
- Grant dedicated to a single participant of an acceleration programme shall not exceed 250 k PLN (up to 200 k PLN as financial contribution and up to 50 k PLN as a service package).
- Grant per single project may equal to max. 6 m PLN.
- Grant recipient's project may last up to 15 months.
- A single batch of acceleration programme within the project may last 3-6 months.
- Grant recipient shall run 2-3 batches within the project.

- Start-ups' participation in the acceleration programme is to be free-of-charge.
- Start-ups from outside Poland may apply to the acceleration programmes provided that they register their business in Poland.
- It is allowed for a potential grant recipient to file only one application within the Scale UP programme.
- Start-ups solutions (products or services) must be consistent with National Smart Specialisations ([http://www.fnp.org.pl/assets/List-of-the-National-Smart-Specialisation\\_NSSPL\\_KIS\\_V2.20151203-3.pdf](http://www.fnp.org.pl/assets/List-of-the-National-Smart-Specialisation_NSSPL_KIS_V2.20151203-3.pdf)).
- Grant recipient must not be engaged in any other project applying for grant within the Scale UP programme.
- Financial beneficiaries may be micro and small enterprises unrelated to the large enterprise.

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