



FREQUENTLY ASKED QUESTIONS | Local partners

1. What's in it for me as a local partner?

- Access to certain technologies
- The chance to identify new technologies related to my business

2. What do I commit myself to as a local partner?

- To collaborating with the startup for 6 months, and offering them a workspace
- To providing a mentor for the startup

3. How much does it cost to participate?

- There is no registration or participation fee...

...but you must be open to negotiating with the startup if the collaboration is successful

4. How are the startups chosen?

- It is a voluntary agreement between the local partner and the startup

5. Will I find the right startup?

- We hope so, but it may be that none are of any interest
- The Programme team will help you find a startup that meets your needs



6. I don't have a specific technology need, but I want to get involved.

- It is essential to identify a need that the startup can work on. The project must be linked to market needs

7. Language

- The programme is bilingual: Spanish and English

8. What kind of startups are involved?

- They are usually small
- They come from many different countries

9. I am interested in the Programme, but I prefer not to be listed on the website

- No problem; when registering you need to indicate that you would prefer your company details not to be published.

10. I want to keep my technology needs confidential

- No problem; you can customise the information you communicate to each startup

11. How much does it cost to participate?

- There is no registration or participation fee; you may want to consider compensation for the startup if the collaboration is successful.



12. Can I register on behalf of another company?

- It is possible, as long as a specific technology need is identified

13. What criteria are used to select startups?

A team of experts assesses:

- The team
- The technological innovation
- The scalability of the project
- The economic and financial viability

always taking into account the viability of deploying the project in Spain

14. What does the Partnership Agreement consist of?

- It covers the general terms of the partnership
- There are no binding financial, legal or employment commitments; these issues can be addressed in a private agreement

15. What if the partnership does not work well?

Innovation can always fail. No one can guarantee that the collaboration will have a positive outcome, but we hope that you will learn new things in the process.

If you consider it necessary to terminate the Partnership Agreement, you may do so voluntarily. The startup will continue to benefit from the acceleration programme, but will no longer be connected with the local partner.

16. The schedule is not a good fit with my own open innovation programme

- Let's talk, the Programme is very flexible. risingup@icex.es martin.jerch@icex.es susana.mate@icex.es



17. Useful documentation

The following documents will be available on the "Documents" section of the Programme's website, www.investinspain.org/risingup:

- Template form for local partners.
- Collaboration agreement template.
- Sample registration form for startups. (available soon)

18. Are you in?

- www.investinspain.org/risingup

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