

Based on Art. 20, 23 and 25 of the Law on Innovation (RS Official Gazette, Nos. 110/05, 18/10 and 55/13 - hereinafter: the Law), Conclusion of the Government of the Republic of Serbia No. 022-11497 / 2019 of 21 November .2019. (hereinafter: the Conclusion), as well as the provisions of the Agreement on the Establishment of the Science and Technology Park Niš d.o.o. Niš,

Science and Technology Park Niš d.o.o. announces

**PUBLIC INVITATION FOR
STARTUP COMPANIES**

- for membership¹ in Science and Technology Park Niš-

Niš Science and Technology Park Ltd. (hereinafter: NTP Niš) was established in partnership with the Government of the Republic of Serbia (on behalf of the Government of the RS Ministry of Education, Science and Technological Development), the City of Niš and the University of Niš:

- providing infrastructure support to innovation activities, which within the defined space provides infrastructure and professional services to companies, scientific research and innovation organizations in order to connect them and apply new technologies, creation and marketing of new products and services on the market as soon as possible, with the aim of accelerated technological development of the country, and on the basis of good international practice in this field;
- attracting innovative technological development companies (domestic and foreign) and creating conditions for their development through linking with scientific research and higher education organizations, in accordance with the provisions of the Law on Innovation;
- encouraging feedback on the development of research organizations, especially the University of Niš through joint research with technology companies, with the aim of commercializing innovations generated in the R&D process;
- creating conditions for the establishment of a large number of spin-off companies and their development by applying good practice from Serbia and the region;
- making conditions and creating an environment for the development of innovative startup companies,
- starting and developing their own "business" by active and graduate students,
- creation and development of new innovative products, services and processes using advanced and innovative technologies with potential for growth, employment and exports,
- recruitment of young educated staff, as well as creating conditions for the return of our experts from abroad.

With this Public Invitation, for the purpose of putting into operation the complex of Science and Technology Park in Niš (in accordance with the Law on Confirmation of the Financing Agreement between the Republic of Serbia and the European Investment Bank published in the Official Gazette of the RS - International Treaties, No. 5/10, as well as commitments of the Republic of Serbia under that agreement) and creation of conditions for innovation development, NTP Niš offers the following package of services:

¹Pursuant to Article 23 of the Law on Innovation (Official Gazette of RS, Nos. 110/05, 18/10 and 55/13), the status of a member of the Science and Technology Park is acquired by all entities that have a Science and Technology Park in one or more locations enables spatial and infrastructural conditions for work and at the same time provides other services for raising the level of higher education, scientific research, development, innovation or production work, which may be: technological companies, scientific research and innovation organizations and higher education institutions. The mutual rights and obligations of a member of the Science and Technology Park shall be determined by contract.

- Infrastructure services
 - Open - office space with the use of common rooms (meeting room, presentation room, common rooms), etc.
- Consulting services
 - In the field of innovation development and commercialization,
 - Consulting services in the field of management, marketing, finance, accounting, business law, protection of intellectual property, etc.
- Other Services
 - Education and training through training programs,
 - Networking and promotion,
 - Access to equipment for applied scientific research,
 - Access to Talents, et al.

1. Right to participate

1.1. Registered business entities (up to two years of existence at the time of application) engaged in the development of new or improvement of existing products, processes and services in order to meet market needs and their business is in line with the purpose of NTP Niš (innovation, technology transfer, increasing competitiveness, increasing exports and job creation).

Priority in selection is given to companies active in the areas identified as priorities in the Smart Specialization Strategy of the Republic of Serbia (4S). By channeling resources into areas that have the most competitive and innovative potential, 4S helps the domestic economy to more effectively utilize its potential and better position itself in global markets and international value chains. By developing innovation, science and technology in the identified priority areas, the 4S creates the preconditions for the sustainable growth of the Republic of Serbia, while supporting the structural diversification of the Serbian economy.

The overall vision of the Smart Specialization Strategy of the Republic of Serbia is:

Serbia Creates Innovation - The Smart and Creative Republic of Serbia is highly competitive in the world and recognized for innovation based on knowledge, partnerships from the local ecosystem and creativity of individuals in the fields of:

- Sustainable high-tech food production which high-value for the future
- Sophisticated Software Solutions for Global Market and
- Cross-sector based industrial innovation

The final priority areas of the Smart Specialization Strategy of the Republic of Serbia are the following:

1. Food for the future:
 - 1.1. High-tech agriculture,
 - 1.2. Products which added value,
 - 1.3. Sustainable food production chain,
2. Information and Communication Technologies:
 - 2.1. Custom software development,
 - 2.2. Development of own products,

3. Machines and production processes of the future:
 - 3.1. General and specific purpose machines,
 - 3.2. Smart Management Information-Industry 4.0,
 - 3.3. Smart components and tools,
4. Creative Industries:
 - 4.1. Creative audiovisual production,
 - 4.2. Video games and interactive media,
 - 4.3. Smart packaging.

4S points out that the Region of Southern and Eastern Serbia is the poorest region of the Republic of Serbia with the lowest average net earnings and the highest unemployment rate. The region is characterized by strong agriculture, textiles and rubber industry with a good scientific base in the field of electrical engineering.

The overall objective of the Strategy is to use artificial intelligence for the purpose of economic growth, employment and a better quality of life. The specific objectives of the Strategy are: 1. Development of education geared to the needs of modern society and economy conditioned by the advancement of artificial intelligence 2. Development of science and innovation in the field of artificial intelligence and its applications 3. Development of an economy based on artificial intelligence (where this is a key competence and where benefits in various industries) 4. Improvement of assumptions for the development of artificial intelligence and public sector services through the use of artificial intelligence 5. Ethical and safe application of artificial intelligence.

Priority in choosing in line with the Strategy for the Development of Artificial Intelligence in the Republic of Serbia for the period 2020-2025 will be given to companies and teams operating in the field of artificial intelligence and contributing to its realization, above all the specific goals 2 and 3.

Specific objective 2 of the Strategy is the development of science and innovation in the field of artificial intelligence and its applications. The field of artificial intelligence is at a stage of development when, in industrial practice, problems are often encountered which require a scientific-research approach. As a result, much of the research has shifted to industry, and that industry is increasingly in need of universities and institutes, as scientific and research staff continue to evolve primarily in the academic environment.

Specific objective 3 is to develop an economy based on artificial intelligence. One of the major issues in supporting the development of businesses in the field of artificial intelligence is the balance between supporting the development of startups and small businesses and attracting investment from large companies. Companies in the field of artificial intelligence operating in Serbia are rarely in competition with each other in the market in terms of products, but they are in competition in the labor market where they are competing for the same talented professionals. It is therefore important that measures under this objective do not create an unfair advantage for individual companies in the labor market. Human resources in the field of artificial intelligence are a key factor in the development of the economy in the field. In addition to developing human resources through education and participation in research, they also develop through careers. Therefore, in addition to the company's involvement in macroeconomic indicators such as social product and export, it is important to take into account the impact on the competence of professionals passing through the company.

1.2. Teams of potential entrepreneurs, spin-off teams, as well as teams of active and graduate students who have innovative ideas for the development of new products, services and technologies needed by the market, with the obligation to register with companies at the moment of signing the Agreement with NTP Niš.

2. NTP Niš Services to potential startup tenants

1. Infrastructure services
 - 1.1. Open - office space with the use of common rooms (meeting room, presentation room, common rooms), etc.
2. Consulting services
 - 2.1. In the field of innovation development and commercialization,
 - 2.2. In the fields of management, marketing, finance, accounting, business law, intellectual property protection, etc.
3. Other Services
 - 3.1. Educational and training program,
 - 3.2. Networking and promotion
 - 3.3. Access to equipment for applied scientific research,
 - 3.4. Access to Talents, et al

How services are used

3.1. Infrastructure services referred to in point 2.1. Applicants selected by this Public Invitation may be used by the highest ranked programs, evaluated in accordance with the defined selection criteria (point 6 of this Public Invitation) and the capacities of NTP Niš, which by signing the contract with NTP Niš become its members.

Services referred to in paragraph 1 under point 2.1. of this Public Invitation, NTP Niš makes available to the selected applicants up to 36 months under the following conditions of space usage:

- the first 6 months of using the services referred to in Article 2 of this Public Invitation at a price of EUR 1 per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month invoiced,
- other 6 months of using the services referred to in Article 2 of this Public Invitation at the price of 2 Euros per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month invoiced,
- the third 6 months of using the services referred to in Article 2 of this Public Invitation at the price of 3 Euros per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month invoiced,
- fourth 6 months of using the services referred to in Article 2 of this Public Invitation at a price of EUR 4 per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month for which the invoice is invoiced,
- five 6 months of using the services referred to in Article 2 of this Public Invitation at a price of EUR 5 per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month invoiced,
- six 6 months of using the services referred to in Article 2 of this Public Invitation at a price of EUR 6 per m² excluding VAT, plus overheads, in RSD equivalent at the middle exchange rate of the National Bank of Serbia on the first day of the month for which the invoice is invoiced,

Members who do not have the need / capacity to use the whole office but will use the equipped workplace within the co-working space of NTP Niš will be obliged to pay a membership fee of 10 m² per workplace they use.

Of the total available capacity of the NTP Niš facility intended for startup companies, which is approximately 736 m² and is located on the first floor of the facility, 60% of the available space for these purposes will be available in this public call.

In case of need, NTP Niš may also provide a part of the space intended for technology development companies, located on the first floor, with an area of approximately 524 m², wholly or partly available to startup companies.

3.2. Cost of using the administrative services mentioned under item 2.2. of this Public Invitation, in accordance with the capacities of NTP Niš, is covered by the price specified in item 3.1. of this Public Invitation.

3.3. Other services (item 2.3.) Can be used by all members of NTP Niš, evaluated and ranked in accordance with defined selection criteria (item 6), and in accordance with the needs of the program development, ie. companies and capacities of NTP Niš.

3.4. Additional opportunities: NTP Niš will work on further animation of funds, state organizations and local self-government, donor programs and successful business organizations in investing in selected programs and helping the development of innovations in the process of selecting programs - members, as well as during their monitoring.

4. Documentation required

Registration on the form defined by this Public Invitation.

Other documentation:

Newly established companies (up to two years):

- Copy of the Company Registration Certificate or Excerpt from the Register of Companies of APR RS for Company,
- A copy of the Founding Act,
- Founder and owner information (personal information and short professional CVs),
- Business plan (submit if any).

Startup and spinoff teams

- Information about planned founders and business owners (personal information and brief professional CVs for each person),
- Copy of the draft founding act (to be submitted if prepared).

NTP Niš will carry out six-month evaluations of the park members through the Progress and Goal Completion Reports for each member, based on the application forms and supporting documentation of each member.

5. Deadlines for the implementation of the Public Invitation

5.1. Duration of the Public Call

The competition for receiving tenants defined by this Public Invitation has been open since the day of its announcement. Deciding on received applications will be done until capacity is full. The date of the first and second decisions on the applications received is defined in paragraph 5.2. of this Article, and subsequent decisions will be made every month. If the candidate who fulfills all the conditions for signing the contract in the meantime withdraws the application, the capacities will be filled by the next candidate from the ranking list.

5.2. Deadline for application submission

The competition was announced on April 24, 2020. The first intersection and evaluation of the applications received will be done on May 15, 2020. The second section will be made on 05/31/2020. years.

All information regarding the Call for Proposals can be found at www.ntp.rs, where application forms can also be downloaded.

After the completion of the first and second sections, the competition remains open and the section and evaluation of applications will be organized once a month until the capacity is filled. The application and supporting documentation are to be sent to the e-mail publicpoziv@ntp.rs in pdf document form.

Applications can also be submitted to the NTP Niš Ul. Aleksandra Medvedeva bb, 18115 Niš (Startup Center Niš), with the title: Application to the Public Invitation to startup companies for membership in NTP Niš), however, the application must be submitted electronically, while full applications must be submitted in writing to NTP Niš, before signing Contract with NTP Niš.

The evaluation of the received applications will be carried out by the expert commission appointed by NTP Niš.

The decision on the results of the Public Invitation will be published on the official website of NTP Niš www.ntp.rs. The statutory deadline for appeal against the NTP Niš Decision is 8 days from the date of publication of the results of the public invitation. The complaint is submitted to the Science and Technology Park Niš at the address: ul. Aleksandra Medvedeva bb, 18115 Niš, with a note: Complaint on the results of the Public Invitation for startup companies for membership in NTP Niš

Special notes

In view of the Decree of the Government of the Republic of Serbia on Emergency Measures No. 110-2515 / 2020 of March 15, 2020, the deadlines defined in this Public Invitation will be harmonized with the activities and recommendations of the Government of Serbia, depending on the epidemiological situation.

In accordance with the foregoing, the applicants may inspect the premises of NTP Niš, which is the subject of this call, depending on technical capabilities, by appointment by e-mail info@ntp.rs.

6. The evaluation process

- During the evaluation process, candidates will also be interviewed,
- Administrative eligibility,
- Consistency of the program with the set goals,
- The value of the final product / service / company level,
- Ranking according to evaluation criteria.

Assessment criteria	Nr. points
<p>1. Product / Service</p> <ul style="list-style-type: none"> - stage of development reached - degree of innovation - (IP) protection of intellectual property - won prizes in competitions for the best innovation 	<p>25</p> <p>1-5</p> <p>1-10</p> <p>1-5</p> <p>1-5</p>
<p>2. Market</p> <ul style="list-style-type: none"> - identified domestic market and product / service placement opportunities - identified foreign market and product / service placement opportunities 	<p>35</p> <p>1-15</p> <p>1-20</p>
<p>3. Human resources (team)</p> <ul style="list-style-type: none"> - the founders - planned new hiring - participants in training programs in the field of entrepreneurship 	<p>25</p> <p>1-10</p> <p>1-10</p> <p>1-5</p>
<p>4. Financial structure</p> <ul style="list-style-type: none"> - revenues, expenses, turning point of profitability 	<p>10</p> <p>1-10</p>
<p>5. Business risks</p> <ul style="list-style-type: none"> - risks are identified and do not jeopardize program implementation 	<p>5</p> <p>1-5</p>