

According to Art. 20, 23 and 25 of the Law on Innovation Activity (Official Gazette of the Republic of Serbia, 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 November 21, 2019 (hereinafter: the Conclusion), as well as the provisions of the Agreement on the Establishment of the Science Technology Park Nis Ltd.,

Science Technology Park Nis Ltd. Nis announces

PUBLIC CALL
TO TECHNOLOGY DEVELOPMENT COMPANIES
for membership¹ in the Science Technology Park Nis

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

- providing infrastructure support for innovation activity, which within the defined space provides infrastructure and professional services to companies, scientific research organizations, and innovative organizations for their connection and as soon as possible, application of new technologies, creation, and placement of new products and services on the market, with the aim of accelerated technological development of the country, based on 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, following the provisions of the Law on Innovation Activity;
- stimulating feedback on the development of research organizations, especially the University of Nis through joint research with technology companies, to commercialize 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;
- providing the conditions and creating the environment for the development of innovative startup companies,
- starting and developing their own “business” by active and graduate students,

¹ according to Article 23 of the Law on Innovation Activity (Official Gazette of RS, Nos. 110/05, 18/10 and 55/13), the status of a member of the Science Technology Park is acquired by all entities that have a Science 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 Technology Park shall be determined by the contract.

- development of new innovative products, services, and processes by applying advanced and innovative technologies with the potential for growth, employment and exports;
- hiring young educated staff, as well as providing conditions for the return of our professionals from abroad.

1. Types of services

With this Public Call, to put into operation the complex of Science Technology Park in Nis (in accordance with the Law on Confirmation of the Financial Contract 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 the commitments of the Republic of Serbia under that agreement) and provide conditions for innovation development, STP Nis offers the following package of services:

- 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 areas of management, marketing, finance, bookkeeping, 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 talent, etc.

2. The Right to Participate

2.1. **Technology companies** engaged in the development of new or enhancement of existing products, processes, and services are eligible for participation under this Public Call:

- Micro, small and medium enterprises²,
- Large enterprises for locating their R&D departments in STP Nis.

² Pursuant to Article 6 of the Law on Accounting ("Official Gazette of RS", Nos. 62/2013, 30/2018 and 73/2019 - other law), **micro** are those legal entities that do not exceed: a) average number of employees 10 , b) business income of EUR 700,000 in RSD equivalent and c) average value of business assets (calculated as the arithmetic mean of values at the beginning and end of the business year) EUR 350,000 in RSD equivalent; **small** are those legal entities that do not exceed: a) average number employees 50, b) operating income EUR 8,800,000 in RSD equivalent and c) average value of operating assets (count as the arithmetic mean value at the beginning and at the end of the financial year) 4.4 million euros in RSD equivalent; **medium-sized** legal entities that do not exceed: a) average number of employees 250, b) operating income EUR 35,000,000 in RSD equivalent, and c) average value of business assets (calculated as the arithmetic mean of values at the beginning and end of the business year) 17,500,000 EUR in RSD equivalent; **large** are those legal entities that exceed both of the criteria specified for SMEs.

2.2. Domestic and foreign companies from the previous paragraph may participate in this Public Call, provided that:

- Their business is adequate for the purpose of STP Nis (innovation, technology transfer, increasing competitiveness, increasing export and creating jobs);
- Their technical and logistical requirements correspond to the infrastructure capabilities STP Nis;
- they operate following the principles of social responsibility, gender equality, respect for the rights of persons with disabilities and environmental protection;
- they are not subject to legal proceedings of liquidation and bankruptcy, that they have not been imposed a measure of permanent and temporary prohibition of performing their business activities, and that they have settled their obligations based on taxes and contributions;
- they have been operating without a loss for the last three years.

2.3. **Newly established companies** may apply for the Public Call provided they can prove:

- the existence of a team with significant entrepreneurial experience and business management skills, as well as references through realized investments/partnerships/first customers/customers of their innovative products/services, which makes them a group of companies whose development phase goes beyond the incubation program implemented within STP Nis.

2.4. **Large foreign companies** wishing to locate their development departments in STP Nis will be obliged to register in Serbia either the legal entity of which they are the founder, or the branch or representative office of a foreign legal entity following the applicable regulations in the field of status commercial law and registration of business entities, before becoming a member of STP Nis, or before moving to STP Nis.

3. How services are used

3.1. The package of services referred to in Article 1 of this Public Call is put into use for a fixed term of 3 (three) years with the possibility of extension of the contract.

3.2. The price of the part of the membership fee related to the use of office space in the first three calendar years (until December 31, 2022) will be 7 euros per m² per month excluding VAT, for unfurnished, or 10 euros per m² excluding VAT, for furniture equipped part of the office space.

In addition to the use of office space, the membership fee will also include a portion of the actual (in proportion to the surface area of the space) calculated overhead costs³ and a portion of the actual costs of electricity and heating/cooling consumption. Payment shall be made in RSD equivalent at the average exchange rate of the National Bank of Serbia on the first day of the month for which it is invoiced.

The price for the coming years will be negotiated in line with market trends, but it cannot be increased by more than 10% annually.

³ Overhead costs include maintenance, common and utility costs, security, cleaning, etc.

3.3. Of the total available capacity of the facility, intended for technology and development companies, which is approximately 3409 m², distributed on the first, second and third floor of the facility, 60% of the available space will be made available by this Public Call (in the first two sections).

The commission that STP Nis will form to evaluate applications can exceptionally, in the case of a large number of extremely high-quality applications from technological development companies, make available up to 80% of the available space.

If necessary, STP Nis may also provide a part of the space intended for the first-floor technology-development companies, whose area is approximately 524 m², wholly or partly available to startup companies, under the conditions defined for this group of members.

The space intended for technology-development companies is of the following structure:

- Up to 524 m² of fully furnished space is foreseen on the 1st floor (this space can be put into the development function of startup companies if necessary);
- On the 2nd floor, a total of about 1764 m² of unfurnished space is foreseen;
- On the 3rd floor, a total of about 1121 m² of unfurnished space is foreseen.

The office space will be filled up in succession with the existing spatial units of the complex and the technical capacities, and the maximum square footage used for one member is 1150 m² of office space. The maximum square footage available per employee at the end of the period to be contracted is limited to a maximum of 10 m² of office space per employee.

3.4. Part of the professional – consulting and other services referred to in Article 1 of this Public Call, will be included to the members of STP Nis in the part of the membership fee related to the use of business premises, while the price for other professional services will be contracted following the stated needs of the companies.

4. Virtual membership

Potential users of STP Nis services interested in accessing the infrastructure and professional services provided by STP Nis without using office space can become virtual STP Nis members by applying for the Public Call.

The cost of the virtual membership package is € 50 per month in RSD equivalent at the middle exchange rate of the National Bank of Serbia for micro and small enterprises, € 100 per month for medium-sized enterprises and € 250 per month for large companies, subject to payment on the first day of the month for which invoices.

5. The Right to Participate

The evaluation of the submitted applications will be done according to the following **sets of criteria**.

5.1. Technology Profile - Excerpt from the Smart Specialization Strategy of the Republic of Serbia and the Strategy for the Development of Artificial Intelligence in the Republic of Serbia for the period 2020-2025.

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) and the Strategy for the Development of Artificial Intelligence in the Republic of Serbia for the period 2020-2025 (Strategy). 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 position itself better 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 high value-added food production for the future
- Sophisticated software solutions for the 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. Value Added Products,
 - 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 Information,
 - 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 most impoverished region of the Republic of Serbia with the lowest average net earnings and the highest unemployment rate. The area is characterized by robust agriculture, textiles, and rubber industry with an excellent scientific base in the field of electrical engineering.

The overall objective of the Strategy is to use artificial intelligence for economic growth, employment, and a better quality of life. The specific goals of the Strategy are: 1. Development of education directed towards 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 crucial 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 selection following the Strategy for the Development of Artificial Intelligence in the Republic of Serbia for the period 2020 - 2025 will have companies and teams operating in the field of artificial intelligence and contributing to its realization, above all, the specific objectives 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 in a stage of development when, in industrial practice, problems are often encountered that require a scientific-research approach. As a result, much of the research has shifted to industry. 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 of the Strategy is to develop an economy based on artificial intelligence. One of the significant 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. Still, they compete 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 vital 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 crucial to take into account the impact on the competence of professionals passing through the company.

5.1.1. The companies referred to in Article 2 of this invitation have the right to participate in the Public Call, and the companies that are active in the areas defined as priorities in the Smart Specialization Strategy (in more detail in 5.1.) have a preference in the selection:

5.1.2. Companies will be evaluated on the extent to which their area of work is compatible with the sectors in the Call, as well as on the technological intensity of the enterprise (high-tech, medium-tech, low-tech).

5.2. Innovation

Innovation will be measured based on the degree of development and commercialization of new products, processes, and services, based on the previous references of the company, the proposed team, as well as on the existing and planned connection and cooperation of the company with the scientific and research sector.

5.3. Export potential

The priority through this Public Call will be given to export-oriented. Companies will be scored based on whether they are predominantly oriented to the domestic market with potential for export, and

whether they already operate an export business intending to expand the market further, as evidenced by the tender documentation.

5.4. Job creation potential

Businesses will be evaluated based on the number of jobs created, especially those with a university degree, with priority being given to those who can create new jobs, especially over 20 high-tech jobs over the next three years.

5.5. Projected revenue growth

The existing and projected growth of corporate income will be evaluated, especially concerning the growth of revenues from the development of new innovative products and services.

6. Documentation Requirements

6.1. Registration on the form defined by this Public Call.

6.2. Other documentation:

The application must include a completed form, regular annual financial statements for the previous three years, references to companies in the development of new/improved products, processes and services, and CVs of key team members, as well as a statement of acceptance of the terms of the competition.

STP Nis reserves the right to request further clarification of the submitted documentation.

In the case of startups, the application must include a completed form (introductory part and sections 4 and 5), references (information on realized investments/partnerships/first beneficiaries/customers), CVs as well as a statement of acceptance of the conditions of the Call.

6.3. All information provided in the forms and documents submitted on the Public Call will be treated as strictly confidential, except for publicly available information.

6.4. All incomplete and untimely applications will not be considered; that is, they will be considered in the next section.

6.5. The elected member is obliged to sign it within 15 days from the date of submission of the Proposal of the Contract. Otherwise, it shall be considered that he has withdrawn from the application.

7. Method of submission of applications and deadlines for the implementation of the Public Call

7.1. How to apply

Applications for participation in the Public Call shall be submitted in electronic and written form. Electronic registration is made via the e-mail address javnipoziv@ntp.rs. All information regarding the application can be found at www.ntp.rs, where electronic and written application forms can also be downloaded. Those interested can send questions regarding the Public Call to info@ntp.rs.

Applications in writing must be submitted no later than the signing of the Agreement with STP Nis. Applications may also be submitted in writing in a properly sealed envelope recommended to the address: Science Technology Park Nis, Aleksandra Medvedeva bb, 18115 Nis, Serbia with the title "Application for Public Call to Technology and Development Companies for Membership in STP Nis."

7.2. Duration of the Public Call

The competition for admission of tenants defined by this Public Call 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 decision on the received applications is defined in item 7.3, and subsequent decisions will be carried out as necessary, at least once a quarter, and most often once a month.

If the candidate who fulfills all the conditions for signing the Contract withdraws the application or fails to conclude the contract within the stipulated time, the capacities will be filled by the next candidate from the ranking list.

7.3. Deadline for application submission

The Public Call was announced on April 24, 2020. The first intersection and evaluation of the applications received will be done on May 15, 2020, and the second on May 31, 2020. After the completion of the first and second sections, in the case of failure to fill the anticipated capacities, the competition remains open, and the division and evaluation of applications will be organized at least once a quarter, and usually once a month until the capacity is filled. The application and supporting documentation should be sent to the e-mail javnipoziv@ntp.rs, and to the address of the Science Technology Park Nis, Aleksandra Medvedeva bb, 18115 Nis, Serbia, with the title "Application for Public Call to Technology and Development Companies for Membership in STP Nis."

7.4. Special Notes

Because 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 Call will be harmonized with the activities and recommendations of the Government of Serbia, depending on the epidemiological situation.

In accordance with the preceding, applicants may visit the STP Nis business premises, subject to technical capacity, by appointment by e-mail info@ntp.rs.

8. Evaluation process

8.1. The evaluation of the received applications will be carried out by the expert commission appointed by STP Nis.

The decision on the results of the Public Call will be published on the official website of STP Nis. The statutory deadline for appeal against the Decision of STP Nis is eight days from the day of announcement of the competition results. The complaint is submitted to STP Nis at:

- Science Technology Park Nis, Aleksandra Medvedeva bb, 18115 Nis, Serbia, with the title "Complaint on the results of the Public Call for Technology Development Companies for membership in STP Nis."

Information and questions regarding the Public Call can be obtained by sending a query to info@ntp.rs.

8.2. In the process of evaluating the received applications, the expert commission will comply with the following criteria:

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

UNOFFICIAL TRANSLATION

Assessment Criteria	Number of Points
1. Technology profile	20
The companies from Chapter II of this Public Call have the right to participate in the Public Call, and priority is given to companies active in the areas defined by the 4S and the Strategy (Chapter 5).	10
Companies will be judged on the extent to which their area of work is compatible with the sectors favored in the Call, as well as on the technological intensity of the enterprise (high-tech, medium-tech, low-tech).	10
2. Innovation	30
Innovation will be measured based on the degree of development and commercialization of new products, processes, and services, based on the previous references of the company, the proposed team.	20
In particular, the existing and planned connections and collaborations of the business community/entrepreneurs with the research sector will be analyzed.	10
3. Export potential	20
The priority through this Public Call will be given to export-oriented companies. Companies will be scored based on whether they are predominantly oriented to the domestic market with potential for export, and whether they already operate an export business intending to expand the market further, as evidenced by the tender documentation.	
4. Job creation potential and Team capacity	20
Companies will be evaluated based on the number of jobs created, especially those with a university degree, with priority being given to those who can create jobs, especially over 20 high-tech jobs over the next three years.	10
The ability and experience of the team to realize the project.	10
5. Forecasted revenue growth	10
The existing and projected growth of corporate income will be evaluated, especially concerning the growth of revenues from the development of new innovative products and services.	