



Based on articles 20, 23, and 25 of the Law on innovations (“Službeni glasnik RS”, no. 110/05, 18/10, and 55/13 – hereinafter: “the Law”) of the Republic of Serbia Government Conclusion number 022-11497/2019 from November 21 2019 (hereinafter: “the Conclusion”), as well as the regulations of the Contract for the founding of the Science and Technology Park Niš Ltd. Niš,

Science and Technology Park Niš Ltd. announces a

PUBLIC CALL

TO STARTUP COMPANIES

- for membership¹ in the Science and Technology Park Niš -

Science and Technology Park Niš Ltd. (hereinafter: STP Niš) was founded through a partnership between the Government of the Republic of Serbia (on behalf of the RS Government Ministry of Education, Science, and Technological Development), the City of Niš, and the University in Niš, with the goal of:

- Providing infrastructural support for innovation, which provides infrastructural and expert services to business societies, scientific research, and innovation organizations within a defined space in order to connect them and apply new technologies and create and place new products and services on the market as soon as possible, with the goal of rapid technological development of the country based on examples of good international practice in this field;
- Attracting innovative technology development companies (domestic and foreign) and creating conditions for their development through connections with scientific research and higher education organizations, with regard to the Law on innovation work regulations;
- Encouraging feedback for the development of scientific research organizations, primarily the University in Niš, through joint research with technology companies, with the goal of commercializing innovations created in the process of research and development;
- Creating conditions for the founding of a larger number of spinoff companies and their development by applying good practice from Serbia and the region;

¹ Based on article 23 of the Law on innovations (“Službeni glasnik RS”, no. 110/05, 18/10, and 55/13), the Science and Technology Park Niš member status is acquired by all subjects to whom the Science and Technology Park provides spatial and infrastructural services for work at one or more locations and, at the same time, provides other services in order to raise the level of higher education, scientific research, development, innovations, or production, and they can be: technology companies, scientific research or innovation organizations, and higher education institutions. Mutual rights and obligations of the Science and Technology Park Niš member are determined by contract.



- Creating conditions and ambience for the development of innovative startup companies,
- Having active and graduated students start and develop their own “businesses”,
- Creating and developing new innovative products, services, and processes by applying advanced and innovative technologies with the potential for growth, employment, and export;
- Employing young educated staff, as well as creating conditions for the return of our experts from abroad.

By this Public Call, with the goal of putting the built Science and Technology Park in Niš complex into function (in accordance with the Law on confirming the financial contract between the Republic of Serbia and the European Investment Bank published in the RS Official gazette – International contracts, number 5/10, as well as obligations taken by the Republic of Serbia according to that contract) and creating conditions for developing innovations, STP Niš offers the following service package:

- Infrastructural services
 - Open and office business space with the use of common space (meeting hall, presentation hall, common rooms) etc.
- Consulting services
 - In the field of development and commercialization of innovations,
 - Consulting services in the field of management, marketing, finances, bookkeeping, commercial law, intellectual property protection, etc.
- Other services
 - Education and training through training programs,
 - Networking and promotion,
 - Access to equipment for applied scientific research,
 - Access to talents etc.

1. Participation right

1.1. Registered companies (having existed for up to two years prior to submitting the application) dealing with the development of new or improvement of existing products, processes, and services in order to meet market needs, and whose business fits the purpose of STP Niš (innovation, technology transfer, competition growth, increasing exports, and new job creation).

Businesses active in the fields defined in Smart Specialization Strategy Serbia (4S) and the Strategy for



the Development of Artificial Intelligence in the Republic of Serbia for the period 2020-2025 (Strategy) have priority during the selection. By directing resources towards the fields that have the largest competition and innovation potential, 4S helps domestic economy use its potentials more efficiently and better position itself on global markets and international value chains. By developing innovations, science, and technologies in the identified priority fields, 4S creates prerequisites for a sustainable growth of the Republic of Serbia, while supporting the structural diversification of Serbian economy at the same time.

The general vision of Smart Specialization Strategy Serbia is: Serbia creates innovations – a smart and creative Republic of Serbia highly competitive in the world and recognized for its innovations based on knowledge, partnerships in the domestic ecosystem, and creativity of individuals in the fields of:

- Sustainable high-tech production of high added value food for the future
- Sophisticated software solutions for the global market and
- Intersector grounded industrial innovations.

Final priority fields of Smart Specialization Strategy Serbia are the following:

1. Food for the future:
 - I. High tech agriculture,
 - II. Products with added value,
 - III. Sustainable food production chain;
2. Information and communication technologies:
 - I. Development of tailor-made software,
 - II. Development of one's own products;
3. Machines and production processes of the future:
 - I. Machines for general and specific purposes,
 - II. Information in service of smart control-industry 4.0,
 - III. Smart components and tools;
4. Creative industries:
 - I. Creative audio-visual production,
 - II. Video games and interactive media,
 - III. Smart containers.



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 income and the highest unemployment rate. The region is characterized by strong agriculture, textile, and rubber industry with a good scientific basis in electrical engineering.

The general goal of the Strategy is the use of artificial intelligence for the functions of economic growth, employment, and better quality of life. Particular goals of the Strategy are: 1. Education development directed towards the needs of modern society and economy conditioned by the advancement of artificial intelligence, 2. Development of science and innovations in the field of artificial intelligence and their application, 3. Development of an economy based on artificial intelligence (where it is a key competence and where it is used in different branches of industry), 4. Improvement of assumptions for the development of artificial intelligence and public sector services by applying artificial intelligence, 5. Ethical and safe application of artificial intelligence.

In accordance with the Strategy for the Development of Artificial Intelligence in the Republic of Serbia for the period 2020-2025, companies and teams doing business in the field of artificial intelligence and contributing to its realization, primarily for particular goals 2 and 3, will have priority during the selection.

Particular goal 2 of the Strategy is the Development of science and innovations in the field of artificial intelligence and its applications. The field of artificial intelligence is in the development phase when problems in the industrial practice whose solving requires a scientific research approach are often faced. The result of that is a significant part of the research being transferred into industry, but also that the industry needs universities and institutes more and more, because scientific research personnel are still primarily developing in academic surroundings.

Particular goal 3 of the Strategy is the Development of the economy based on artificial intelligence. One of the main issues in supporting the development of business entities in the field of artificial intelligence is the balance between supporting the development of startup and small companies and attracting investments from large companies. Companies dealing with artificial intelligence that work in Serbia are rarely each other's competition on the market when it comes to products, but they are competing on the job market where they fight for the same talented experts. Thus, it is important that the measures in this goal's scope do not create unjust advantages for certain companies on the job market. Human resources in the field of artificial intelligence are a key factor of economy development in that field. Aside from developing human resources through education and participation in scientific research, they also develop through their careers. That is why, aside from the company's involvement in macroeconomic indicators like gross national product and export, it is important to take the influence on the competency of experts who pass through the company into account as well.



1.2. Teams of potential entrepreneurs, spinoff teams, as well as teams of university graduates who have innovative ideas for the development of new products, services, and technologies the market needs, with the obligation of registering as a company when signing the Contract with STP Niš.

2. STP Niš services for potential startup tenants

2.1. Infrastructural services

- Open and office business space with the use of common space (meeting hall, presentation hall, common rooms) etc.

2.2. Consulting services

- In the field of development and commercialization of innovations,
- Consulting services in the field of management, marketing, finances, bookkeeping, commercial law, intellectual property protection, etc.

2.3. Other services

- Education and training through training programs,
- Networking and promotion,
- Access to equipment for applied scientific research,
- Access to talents etc.

3. Manner of using services

3.1. The infrastructural services from point 2.1. can be used by applicants selected through this Public Call as the top ranked programs graded in accordance with the defined selection criteria (point 6 of this Public Call) and STP Niš capacities, who become STP Niš members by signing a contract with it.

Services stated in paragraph 1 within point 2.1. of this Public Call are made available by STP Niš to the selected applicants for 36 months under the following conditions for using the space:

- the first 6 months of using the services stated in article 2 of this Public Call cost 1 euro per m² without VAT plus overheads (overheads include maintenance costs, common and communal expenses, security costs, costs for cleaning, and the like), converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month,
- the second 6 months of using the services stated in article 2 of this Public Call cost 2 euros per m² without VAT plus overheads, converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month,



- the third 6 months of using the services stated in article 2 of this Public Call cost 3 euros per m² without VAT plus overheads, converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month,
- the fourth 6 months of using the services stated in article 2 of this Public Call cost 4 euros per m² without VAT plus overheads, converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month,
- the fifth 6 months of using the services stated in article 2 of this Public Call cost 5 euros per m² without VAT plus overheads, converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month,
- the sixth 6 months of using the services stated in article 2 of this Public Call cost 6 euros per m² without VAT plus overheads, converted to dinars according to the middle exchange rate of the National Bank of Serbia on the first day of the invoice month.

Members who do not have the need/capacities for using a whole office, but will instead use the equipped workspace within the STP Niš coworking space, will be obligated to pay a membership fee amounting to the value of 10m² per workplace used.

In this public call (for the first two cuts), of the total STP Niš building's capacity dedicated to startup companies of around 736m² located on the I floor of the facility, up to 60% of the available space for the stated purposes.

Should the need arise, STP Niš can also make a part of the space dedicated to technology development companies located on the first floor with the area of around 524m² available to startup companies in the whole or partially.

3.2. The fee for using consulting services stated within point 2.2. of this Public Call, in accordance with the STP Niš capacities, is included in the price stated in point 3.1. of this Public Call.

3.3. Other services (point 2.3.) can be used by all STP Niš members, graded and ranked in accordance with the defined selection criteria (point 6.), attuned to the needs of the development of the programs themselves, that is, companies and STP Niš capacities.

3.4. Additional possibilities: in the process of selecting programs – members, as well as during their observation, STP Niš will be working on further animating funds, state organizations and local self-government, donator programs, and successful business organizations to invest in the selected programs and in aiding innovation development.



4. Necessary documents

Application via the form defined in this Public Call.

Other documents:

Newly created companies (existing for up to two years) –

- A copy of the Decision on the Finalized Registration of the Company or an Excerpt from the Registry of Business Entities from the SBRA RS for the company,
- A copy of the Articles of Association,
- Data on the founders and owners (personal info and short professional biographies),
- The business plan (if it exists).

Startup and spinoff teams –

- Data on the planned founders and owners of the company (personal info and a short professional biography for each person),
- A copy of the Articles of Association draft (if it has been prepared).

STP Niš will be conducting six-month park member evaluations through Progress Reports and goal fulfillment for each of the members, on the basis of application forms and accompanying documents of each of the members.

5. Deadlines for carrying out the Public Call

5.1. Contest duration

The contest for accepting tenants defined by this Public Call is always open since the day of publishing. Decisions on received applications will be made until the capacity is filled. The dates for the first and second decision about received applications are defined in point 5.2. of this article, and following decisions will be made once a month. If a candidate who meets all the conditions for signing the Contract gives up on applying in the meantime, the capacities will be filled by the next candidate on the ranking list.

5.2. Deadline for delivering program applications

The contest was announced on April 24 2020. The first cut and evaluation of the received applications



will be done on May 15 2020. The second cut will be done on May 31 2020.

All information regarding the Public Call can be obtained at the internet address www.ntp.rs, where one can also download application forms.

After finishing the first and second cut, the call remains open, and the cuts and evaluation of applications will be organized once a month, until the capacities are full. The application and accompanying documents are to be sent via the email address javnipoziv@ntp.rs in the PDF format.

Applications can also be submitted at the address of STP Niš – Aleksandra Medvedeva bb, 18115 Niš (Startup Center Niš), with the note: “Application for the Public Call to startup companies for STP Niš membership”, with the fact that the electronic application is obligatory, whereas completed applications in writing must be delivered to STP Niš before signing the Contract with STP Niš.

The assessment of the applications received will be performed by an expert Committee formed by STP Niš.

The decision on the results of the Public Call will be published on the official STP Niš website www.ntp.rs. The legal deadline for filing a complaint on the STP Niš Decision is 8 days since the publishing of the Public Call results. The complaint is to be filed at the Science and Technology Park Niš at the address: Aleksandra Medvedeva bb, 18115 Niš, with the note: “Complaint regarding the results of the Public Call to Startup Companies for STP Niš Membership.”

Information and questions regarding the Public Call can be obtained by sending an inquiry at the address info@ntp.rs.

Special notes

Having the Republic of Serbia Government Decree on measures during the state of emergency number 110-2515/2020 from March 15 2020 in mind, the deadlines defined by this Public Call will be adjusted according to the activities and recommendations of the Serbian Government depending on the epidemiological situation.

In accordance with everything mentioned, applicants can inspect the STP Niš business space, which is the subject of this call, depending on technical capabilities, with an agreement by announcing it via the email address info@ntp.rs.

6. Assessment process

- When grading, there will be an interview with the candidates,
- Administrative suitability,
- Compliance of the program with set goals,
- The value of the final product/service/company,
- Ranking according to the grading criteria.



Grading criteria	No. of points
<p>1. Product/service</p> <ul style="list-style-type: none"> - development phase reached - degree of innovativeness - intellectual property protection - awards won at 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 the possibility of placing the product/service - identified foreign market and the possibility of placing the product/service 	<p>35</p> <p>1-15</p> <p>1-20</p>
<p>3. Human resources (team)</p> <ul style="list-style-type: none"> - founders - planned new employment - training program participants in the sphere 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"> - income, expenses, break-even point 	<p>10</p> <p>1-10</p>
<p>5. Business risks</p> <ul style="list-style-type: none"> - risks are identified and do not endanger the program realization 	<p>5</p> <p>1-5</p>