



Competition Guidelines

SINGAPORE URBAN CHALLENGES 2018

Singapore and the Nordic countries are leading nations in Asia and Europe with an ability to adapt and innovate in a rapidly changing world. Smart cities, digital economy, green technologies and urban solutions are key priority growth areas driven by the strong public sectors in both countries to enhance the overall competitiveness and to elevate the quality of life for citizens. Collaborative and coordinated Living Labs in both countries will enable knowledge sharing, joint innovative ventures and projects, accelerating the uptake and go-to-market of sustainable solutions for the future cities of the world. The purpose of Smart City World Labs (SCWL) is to prepare and support start-ups and SMEs from the Nordics and EU for entering the Singaporean market through strategic living lab collaboration.

The current, second, phase of SCWL has been expanded with a challenge-approach aimed at introducing and co-innovating technologies and solutions from the Nordic region to meet specific challenges/problem statements for which there are no known solutions available in the Singaporean market. Three challenges have been crafted in close collaboration with key Singaporean stakeholders:

- Surbana Jurong – one of the largest Asia-based urban, industrial and infrastructure consultancies
- PSA unboxed – the corporate venture capital arm of one of the world's leading port groups
- Nanyang Technological University – one of the world's leading technological universities

This is an opportunity for Nordic start-ups and companies with relevant climate impactful solutions to test these solutions on the Asian market and connect with key local players. Business developers and researchers from DTU Management will be carrying out individual sessions with the companies to help prepare for the Singaporean market. The chosen companies will be invited to the 4-day co-creation workshop with the challenge owners in Singapore in late June. Finally, the SCWL consortium will support with the development of tailored implementation roadmaps for each of the selected companies.

The current phase of the project is funded by Climate-KIC in its capacity as Europe's biggest Private-Public Innovation Partnership focused on climate change and with a portfolio of 950 innovative start-ups and SMEs.





COMPETITION TIMELINE

Please note these important dates for the urban challenges.

Open for submission of applications	6 March 2018
Deadline for submission of applications	2 April 2018
Kick-off workshop (in Copenhagen, Denmark)	12 April 2018
Virtual pitching sessions with challenge owners	17-20 April 2018
1:1 workshops with business developers from DTU Management	May-June 2018
Market visit + workshop in Singapore	25-29 June 2018
Development of implementation roadmaps	July-September 2018

APPLICATION

WHO CAN APPLY?

The call is open to start-ups and small and medium enterprises (SMEs), legally registered in Nordic countries (Denmark, Finland, Iceland, Norway and Sweden and associated territories - Greenland, the Faroe Islands and the Åland Islands). Applications may also be made from groups/consortiums, bringing together any combination of the entities mentioned above.

HOW TO APPLY?

To apply to the Singapore Urban Challenges 2018, submit your application by 2 April 2018. You can find the application form online following the link below:

<https://www.f6s.com/smartcityworldlabs2018/apply>

You can sign up to the application website using your LinkedIn or Facebook profiles as well as your email address.

You will be asked demographic questions about your company, followed by questions about your business idea, your company's product/service and its technical characteristics (if applicable) and your business model. Please be aware that most demographic answer fields are limited to one-liners, and some of the other fields - to a certain amount of characters, which you can see in a bottom left corner of each answer box. Further, you will be able to upload optional illustrative material (e.g. sales documents, one-pagers, powerpoint presentations, technical specifications or graphs) to support your application.

NOTE: All proposals must be in English.





ASSESSMENT

WHO WILL ASSESS THE PROPOSALS?

Assessment of the proposals will be carried out by a group of representatives from the organizing partners, meaning the SCWL consortium, Climate-KIC and the challenge owners. The group may also include other experts in the assessment process.

The selection process is divided into the following steps:

1. Based on the submitted online applications a maximum of 5 contestants per challenge will be selected in the first round (see assessment criteria below). These will be invited to the kick-off workshop and the virtual pitching session, the latter of which will include (virtual) participation of the challenge owners. Both events will take place in Copenhagen. Participation in the pitching session is mandatory for selected companies.
2. After the virtual pitching session, the challenge owners in Singapore in close collaboration with the SCWL consortium will select the 3 companies best suited for meeting each of the identified problem statements. Selected companies will progress to the Smart City World Labs programme where they will be invited to 1:1 sessions with DTU business developers as well as the market visit and co-creation workshop in Singapore 25-29 June 2018. Participation in the market visit and co-creation workshop in Singapore in June is mandatory for selected companies.
3. During the co-creation workshop in Singapore, the challenge owners will identify the best solutions for their respective needs and decide upon further collaboration. An implementation roadmap for the selected solution(s) will be developed in close collaboration with the Smart City World Labs consortium.

WHAT ARE THE ASSESSMENT CRITERIA?

Relevance to the challenge as well as financial and technical feasibility are absolute demands for winning proposals, which will be assessed against the following criteria:

Feasibility – how likely is it that the solution can be implemented?

- Technical feasibility, financial and economic feasibility, replicability

Innovation and genius – is this solution novel and a unique breakthrough?

- Level of creativity and innovation, level of novelty

Use and function – how will the solution work and be perceived on a daily basis?

- Functionality and attractiveness, form and design

Sustainability – are social, economic and environmental sustainability considerations, impact and effect described?

- E.g. creating social cohesion, job creation possibilities, climate impact





ECONOMIC COMPENSATION

All contestants that are invited to pitch at the Singapore Urban Challenges 2018 event in Singapore in June 2018 will be partly reimbursed for travel and accommodation in accordance with the terms and conditions, i.e. travel and accommodation plans must be accepted by Smart City World Labs and receipts must be presented. Reimbursements for travel and accommodation in Singapore are made for one (1) person per accepted proposal.

INTELLECTUAL PROPERTY RIGHTS

The Intellectual Property Rights (IPR) of the business idea and related materials are owned by the contestant.

The contestants will decide what kind of sensitive business information they would like, or need, to share in the competition. Individually confidentiality agreements to protect sensitive business information will be accepted to protect the business idea. It is the contestants' responsibility to point out the sensitive information's and delivers the confidentiality agreement.

PUBLISHING

All – or at least some of the submitted business ideas will be published on the competition's website, as written documentation associated with the competition, on websites of the organizing partners and network or under other circumstances in which the organizing partners and network may want to inform others about the competition and its results. When contestants submit for the competition, they accept that their business idea can be published. If this is not acceptable, notice must be given upon entry of the proposal.

IMPLEMENTATION

The goal of the competition is to develop solutions that fulfil the demands of the challenge owners. These demand concerns the technical, production, financial, aesthetic, sustainability, operational, job creation and other aspects of the projects the solutions aim to meet.

Upon completion of the pitching session at the Singapore Urban Challenges event in June 2018, the organizing partners will support selected solutions providers with a 'Implementation Roadmap'. The organizing partners will however not assume responsibility for final implementation of the solutions, and the responsibility of the organizing partners ends with the delivery of the implementation roadmap.





SUPPORT

If you have any questions about the competition, please e-mail the SCWL secretariat:

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For more information, follow Smart City World Labs/Climate-KIC on Twitter and LinkedIn #SCWL @Climate-KIC Nordic @QuercusGroup and keep an eye on the website:
<http://smartcityworldlabs.com/>

