

Doe mee met Startup in Residence 2021

1. General

Vraag 1.1

How many startups apply for the programme each year?

Antwoord:

In the previous edition, around 120 startups applied.

Vraag ingediend op Tuesday, September 28, 2021 antwoord gepubliceerd op Wednesday, September 29, 2021

Vraag 1.2

How many participants are selected per round?

Antwoord:

The Participating Authorities (i.e. City of Amsterdam/Vervoerregio Amsterdam/Waternet/Port of Amsterdam/het Stedelijk Museum) intend to award participation in the Programme to a maximum of 12 Startups – one Startup for each Challenge. The Participating Authorities reserve the right to award participation to more or fewer Startups for each Challenge. The Participating Authorities may award to a maximum of three Startups provided that the Startups have Solutions that differentiate in their business models so they are not competing with each other. The Participating Authorities are not obliged to award participation to any applicants (See Chapter 4 of the Request for Tender).

Vraag ingediend op Tuesday, September 28, 2021 antwoord gepubliceerd op Wednesday, September 29, 2021

Vraag 1.3

Can you give a brief overview of the programme?

Antwoord:

The programme consists of the following phases: 1) Deep dives & Kick-off; 2) Build 3) Measure 4) Learn 5) Launching Customer/follow up 1. The first phase is the official opening of the Programme, a first introduction to the public/municipality and the deep dives with the responsible civil servant/mentor/startup. During the deep dives goals are set and expectations are managed. 2. The second phase is all about getting to know each other better and getting to know the lean startup basics. During this period the official trainingsprogramme will start (5-8 hours a week, every two weeks a workshop and bi-weekly meetings with mentor and/or client) 3. The third phase is critical for the rest of the process since this is when the most important decisions on how to proceed are made. 4.

Phase four is the 'Learn' phase. The prototypes are going to be validated and tested. This phase is based on three key principles: Build – Measure – Learn. This is an on-going process. 5. The last phase is 'launching customer'. If solutions prove successful, the City of Amsterdam will invest in the Startup as a launching customer and thereby significantly kick-start the Startup's career.

Vraag ingediend op Wednesday, September 29, 2021 antwoord gepubliceerd op Wednesday, September 29, 2021

Vraag 1.13

If applying as a ZZPer/Freelancer/Singel person company, can the company be registered longer than 6 years at the camber of commerce?

Antwoord:

The business must consist of natural persons or a legal entity. If the business consists of a legal entity, the business must not have been registered with the Dutch Chamber of Commerce or a similar chamber in its own country for longer than six years. A single person company or freelancer in the Netherlands is not a legal entity, so the 6-year requirement does not apply to single persons applying. The idea behind the SIR programme is that you will develop your solution into a business eventually, so that you can help more potential clients. The Challenges we publish represent larger "wicked issues" that are in need of innovative solutions.

Vraag ingediend op Thursday, October 07, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.

Deze vraag is verwijderd

Vraag 1.4

On the H2/CO2 page: <https://innovatiepartners.nl/en/project/industrial-energy-transition-with-hydrogen-and-co2-or-startup-in-residence#anchor1> link a figure with examples was mentioned but it doesn't appear on the page. Can you add it?

Antwoord:

Yes, the image has been added.

Vraag ingediend op Wednesday, October 13, 2021 antwoord gepubliceerd op Wednesday, November 03, 2021

Vraag 1.6

Do you have to have a registered business or start-up to apply?

Antwoord:

No, you do not have to be a registered business. You can be a natural person or a registered business (see p. 6 of the Request for Tender). The idea behind the SIR programme is that you will develop your solution into a business eventually, so that you can help more potential clients. The Challenges we publish represent larger "wicked issues" that are in need of innovative solutions.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Wednesday, November 03, 2021

Vraag 1.17

My business exists since 2008, and does not fit the criteria. Are these criteria also applicable to one-person-enterprises like mine?

Antwoord:

Please see the answer to question 1.13. A single person company or freelancer in the Netherlands is not a legal entity, so the 6-year requirement does not apply to single persons applying.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 11, 2021

Vraag 1.15

Can you share the webinar presentation?

Antwoord:

Yes, we will share the presentation on the website under 'Resources'.
<https://innovatiepartners.nl/en/project/join-startup-in-residence-2021/#anchor6link>.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.14

Your business can't be older than 6 years. Is that at the time of applying or with the SiR programme included?

Antwoord:

This requirement must be met at the time of the application deadline (24 november). See also the answer to question 1.13.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.12

Do we have the freedom to offer the solution to other parties in the end?

Antwoord:

Yes, we actively encourage this. We want to help you develop a scalable solution that is interesting for other (public) entities as well.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.11

Who is the owner of the final product?

Antwoord:

The startup remains the owner of the solution, and the intellectual property rights remain with the startup.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.10

How will you find a client for every challenge?

Antwoord:

Every challenge that you see on the website is formulated by one of our colleagues, either in our organisation or in our partner organisations. This means that every challenge (except for the wildcard) already has a client, who is knowledgeable about the topic of the challenge. The SIR team checks in advance whether the client formulating a challenge is really the problem owner. However, because challenges (and solutions) are often multidisciplinary, it's possible that they need other departments as well.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.9

Where can I find the criteria for the Request for Tender?

Antwoord:

The full tender is on our website under 'Resources'.

https://innovatiepartners.nl/strapi/uploads/SIR_7_Request_for_Tender_final_4875531865.pdf
(The link does not work in Safari, so try another browser)

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.8

If you get selected for the programme, what exactly do you win?

Antwoord:

When you get selected, you get the opportunity to be part of an incubation programme with mentoring and training, to do a pilot to test your solution, and to work together with the client. If the pilot is successful, the City of Amsterdam or the partners have an opportunity to act as a launching customer or other type of partnership.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.7

How does the procurement process of Startup in Residence work compare to other SiR programmes?

Antwoord:

Due to the success of Startup in Residence, there are multiple programmes in the Netherlands, organised by different public entities. This means there are some differences between the programmes, especially in terms of procurement methods chosen. The programme started in Amsterdam, and we've used a European tender from the beginning. The SIR team checks in advance whether the client formulating a challenge is really the problem owner. This means that the client, or their department, are also the ones who can make a decision to procure a successful solution. However, because challenges (and solutions) are often multidisciplinary, it's possible that they need other departments as well. Please keep in mind that the programme is designed to get the best possible outcome, but the decision to procure the solution is not guaranteed.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 1.16

What are the requirements/rules regarding the use of existing systems in developing an MVP (new product)?

Antwoord:

Your MVP has to be a new solution or innovative use of an existing system in order to be considered for the programme. Keep in mind that the Assessment Committee will assess this in the selection procedure, so make sure to explain which parts of your MVP are already in existence, and how you will use or further develop it to solve the Challenge.

Vraag ingediend op Monday, November 08, 2021 antwoord gepubliceerd op Thursday, November 11, 2021

2. Wildcard

Vraag 2.1

How many Startups can take part through the Wildcard Challenge?

Antwoord:

We can award to a maximum of three Startups per Challenge, provided that the Startups have Solutions that differentiate in their business models so they are not competing with each other. The Participating Authorities are not obliged to award participation to any applicants.

Vraag ingediend op Wednesday, September 29, 2021 antwoord gepubliceerd op Wednesday, September 29, 2021

3. Financial

Vraag 3.1

Do you get funding from the programme?

Antwoord:

The answer is no. The goal is to work towards a launching customer relation. There may be resources available to set up the pilot, if necessary. In addition, it is possible to work on your business model during the programme.

Vraag ingediend op Wednesday, September 29, 2021 antwoord gepubliceerd op Wednesday, September 29, 2021

Vraag 3.2

When we are selected for the programme, will we receive funds to develop the solution, or do we invest in the development ourselves?

Antwoord:

This depends a little bit on the Challenge and the solution. In general, the goal of the programme is not to fund the complete development of your solution or to become an investor. We expect you to invest in your solution in order to develop it into a scalable business. Together with the client, you can agree on a pilot budget to test your solution. If the pilot is successful, the intention is to enter into a contract.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

4. Application

Vraag 4.1

Are we allowed to apply to multiple challenges?

Antwoord:

Yes, you are allowed to apply to multiple challenges. Please keep in mind that you have to fill out a different application form per challenge.

Vraag ingediend op Monday, October 25, 2021 antwoord gepubliceerd op Wednesday, November 03, 2021

Vraag 4.7

I plan to work together with at least one other company. Can I apply as a partnership or consortium, with myself in the lead? If not, is it possible to apply as a cooperative? If we can apply as a cooperative, is it expected by SiR that the cooperative is dedicated to monitoring and procurement?

Antwoord:

It is possible to apply with another company as a consortium, but both companies have to fulfil the eligibility requirements. Keep in mind that applying as a consortium means that you are both fully responsible for fulfilling the Challenge and the execution of the solution. The same goes for a consortium partner or a cooperative form of organisation: any possible future contract based on this challenge will go towards the entity that you sign up with. Keep in mind, if you are working together with partners to apply for a Challenge, you have to explain in your application what the role of each partner is, and why it is necessary to have each partner on board to fulfil the Challenge.

Vraag ingediend op Thursday, October 28, 2021 antwoord gepubliceerd op Thursday, November 11, 2021

Vraag 4.2

Is it possible to participate with two or more challenges and what are the consequences of this?

Antwoord:

Yes, you are allowed to apply to multiple challenges. We recommend choosing the challenge that is the best fit for your solution. Please keep in mind that you have to fill out a different application form per challenge.

Vraag ingediend op Friday, October 29, 2021 antwoord gepubliceerd op Wednesday, November 03, 2021

Vraag 4.5

In the application form, you ask a question about KPI's. How broad do we have to answer it?

Antwoord:

The idea behind this question is to get a sense of what your long term goals are for your solution or your startup. Feel free to answer this question as you see fit, and keep in mind that it will be read by the assessment committee.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 4.4

Do you choose one startup per challenge or more?

Antwoord:

In general we select one startup per challenge. But the City or its partner may award to more than one startup per challenge, provided that the startups have Solutions that differ in their business models such that they will not be competing with each other. The City or its partners are not obliged to award participation to any startup (see p. 13 of the Request for Tender).

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 4.3

Do we have to include a price in our application?

Antwoord:

No, for the application we do not ask you to include the price of your solution. We do ask some questions about the financial model you have in mind for your business idea or solution, because this is an important element of the programme.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 4.6

Does the application have to be in English?

Antwoord:

Yes, the working language of the programme is English. Our clients will also review it in English.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Monday, November 08, 2021

5. Challenge

Vraag 5.5

Regarding the Challenge: “On-demand power deployment solutions in the Port of Amsterdam”: we don’t have a solution that improves the flexibility, but we do have a solution that solves the reliability and uptime of existing transformers in substations. Is this an option for this Challenge?

Antwoord:

No, this is not what Port of Amsterdam is looking for right now. Although this is a challenge that needs to be solved, it is out of the scope of this specific challenge, because it mostly concerns the grid provider.

Vraag ingediend op Monday, October 25, 2021 antwoord gepubliceerd op Thursday, November 11, 2021

Vraag 5.4

About the challenge: Preventing the build-up of waste around Amsterdam's temporary canal wall supports Is it a problem if we don't have a solution to the first part (to prevent waste accumulating in around the safety structures supporting the canal walls, and to dispose of any waste at an appropriate waste collection point) of the challenge?

Antwoord:

For this specific challenge it is not necessary to have a solution that is fully ready on all parts of the Challenge. Most importantly, we are looking for entrepreneurs who are willing to work with us to work towards a full solution.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 11, 2021

Vraag 5.3

If we are selected for the challenge, would we be working together with the Port of Amsterdam. Are we providing them with a finished solution, or is it more like doing a pilot with them?

Antwoord:

If you are selected for one of the challenges of Port of Amsterdam, you will be working closely together with your client. We do not expect you to deliver a completely finished product at the start of the programme. The programme allows for co-creation between the startup and the client, in order to get the best possible solution for the challenge.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 5.2

In the case of "6.3 Smart sustainability monitor in the contract phase of procurement"; Is the focus on developing a user friendly software tool or (also) on the design of the application and the theory behind it (e.g. the connection between available data and sustainability goals)?

Antwoord:

The clients find both aspects very important. The tool should be user-friendly, but the main focus is on the content and the theory behind it. There is a basis to get started on the content and theory behind the tool, but the clients ask the startup to continue developing

this as part of the monitoring tool.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 5.1

The solution we offer is not specifically what the challenge is asking for, is that a problem?

Antwoord:

We cannot say in advance whether something is a complete fit or not. But keep in mind that we are not asking for a completely finished product. We ask you to explain how your MVP will solve the challenge. In addition, we ask for your flexibility in working together with the client, there is room for co-creation in the programme.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

6. Programme

Vraag 6.2

I Already participated in another SiR programme, do I have to attend every session?

Antwoord:

Due to the success of Startup in Residence, there are multiple programmes in the Netherlands, organised by different public entities. This means there are some differences between the programmes, also in regards to the training programme. The programme of Startup in Residence Amsterdam is obligatory, so you will have to attend the training sessions. It is possible to look at a more personalised programme in consultation with the SIR team.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021

Vraag 6.1

Does the programme also include other components besides working on the solution with the client and doing a pilot?

Antwoord:

Yes, every two weeks, you have a group training session and a 1-on-1 session with the trainer. Every startup is supported by a mentor for the entire programme. There are also community events such as the kick-off, speed dating, networking opportunities and the demo day. The training programme is obligatory.

Vraag ingediend op Wednesday, November 03, 2021 antwoord gepubliceerd op Thursday, November 04, 2021
