



aicep Portugal Global

Terms and Conditions for participation in the Program

Submission of an Application constitutes the Applicant's agreement to the following Terms and Conditions. Participation in the Program is conditional upon the Applicant fulfilling all requirements set forth below.

1. Program

Portugal To Take off is Portuguese Trade and Investment (AICEP) program focused on accelerating the growth of Portuguese companies in California. During the course of the program, companies will attend workshops and one-on-one meetings with the Executives in Residence (EIR) that will provide feedback on go-to-market strategies and assistance in preparing the commercial approach. Additionally, EIR and AICEP will facilitate access to potential customers, partners and investors.

With the support of AICEP local network and the experience and knowledge of the EIR, the time to enter the US market should be significantly reduced.

2. Program Timeline

Applications Open: 1st June 2021

Applications Close: Midnight (GMT) 15th June 2021

Interviews : 22nd and 23rd June

Successful Applicants Announced: 25th June

Program Start with virtual bootcamp: 6th July

Preparation Commercial approach: July

1st round of introductions: September

Mission to California: October

Program End with demo day: November

Although every effort will be made to keep this calendar, AICEP will closely monitoring the ongoing COVID-19 pandemic. As the situation evolves we may take some contingency scenarios that may imply delaying or postponing some activities, which will not in itself make AICEP liable.

3. COVID - 19

AICEP expects to organize all the program activities foreseen until July, including some one to one meetings, remotely. The in person activities that involves flying to US will occur only on October. We will try that you make the most out of the program, so we may have to adapt the program, depending on the circumstances, which may imply delaying or postponing the travel to California or doing the meetings remotely.

4. Alterations or cancellation

AICEP reserves the right to make any changes to the program, including cancellation, as may be deemed necessary by or advisable by AICEP, in its sole discretion. AICEP shall not be liable for any claims, damages, costs or losses of any kind if the program is altered, rescheduled, postponed or cancelled.

5. Cost

The program is free of charges but you will have to pay your own travel and subsistence expenses, namely airfare and lodging, transport services, cost of meals, etc. Additionally, you should be prepared to develop market approach and participate in the activities of the program, mainly workshops, mentorship sessions, one-on-one meetings with potential customers and demo day.

6. Selection Criteria

When reviewing the Applications, AICEP and EIR will select the companies based on Product Market Fit and the Impact of Project for the Portuguese Economy as detailed below:

Product Market Fit:

Low: When it seems the company doesn't seem to have a product that is differentiated from the competition, and/or when the company doesn't seem to have the resources (Technological, Financial and Human) needed to scale in the US market.

Medium: When the company has a product differentiated from the competition align with the market strategy and/or when the company seems to have the

resources (Technological, Financial and Human) needed to scale in the US market, although there is some doubts about their readiness to enter the market.

High: When the company has a product differentiated from the competition and international customers and the company seems to have the resources (Technological, Financial and Human) needed to scale in the US market.

Impact of the Project for the Portuguese Economy

Low: When the product seems to address a small market demand and/or the project seems to have difficulties to scale and/or the value creation in Portugal is small.

Medium: When the product seems to address a significant market demand and/or the value creation in Portugal and for the regional economy is significant.

High: When the product satisfies a strong market demand, is very scalable and can be used in several global markets and the value creation in Portugal and for the regional economy is significant.

The application process begins online, with an application form, all written in English. The questions are geared towards giving us an understanding of both your business needs and the commitment to enter the market. Shortlisted candidates are invited for a video conference interview conducted in English.

7. Data Privacy

Submission of an Application constitutes the Applicant's agreement to authorize the processing of personal and business data collected on the form for the purposes of preparing and carrying out the evaluation in accordance with AICEP's Privacy Policy, including sharing with entities located in third countries, which in the latter case, may involve risks in the with respect to their rights due to the lack of guarantees of the said countries in view of the European and national regulations regarding the protection of personal data.

8. Publicity and promotion

Participants agree to participate, upon reasonable request, in all promotional activities requested by AICEP.

9. Others

All situations not covered by these terms and conditions will be decided upon by AICEP.