

General questions

1. Why are you organizing this challenge?

We think that a challenge is the way for supporting the growth of new business initiatives whilst allowing Estra Spa to get closer to new forms of innovation and to promote diversification in the fields of energy, telecommunications and energy efficiency.

2. Is it a conference or a hackathon?

None of both, it selection process structured in 2 phases:

Phase 1: online applications submitted by June 18th via <https://www.f6s.com/e-qube> will be reviewed; top 10 projects will be selected by a reviewer committee and invited to Phase 2.

Phase 2: Top 10 projects will be invited to pitch during E-Qube Startup Challenge (Florence, Italy, July 12-13th) and judged by an international jury, who will award the best 3 projects.

3. Do we have to join an accelerator program or similar?

You don't have to join an accelerator program and there is no necessary need to do so.

4. Do I have to give away some equity shares?

No, we are not asking any equity in exchange for prizes!

Before the challenge

5. How does a startup apply?

The application process is very easy: click on <https://www.f6s.com/e-qube>, register and fill the form before by June 18th.

6. Can I submit my idea or solution as an individual or do I need to be a team?

Our focus is preferably for ongoing company projects, with a working team rather than an individual. Nonetheless, if you have an outstanding individual project, we encourage you to apply!

7. How mature does the idea or solution need to be?

We are looking for innovative solutions (products or services) to be tested and/or used. Preferably, we are seeking for solutions that have been launched on the market.

8. What are the benefits of applying?

- The chance to pitch in E-Qube Startup Challenge in Florence (Italy).
- Reimbursement for travel expenses, see FAQ n. 16 for more details.
- Paid accommodation & meals expenses during the event, see FAQ n. 16 for more details.
- The chance to win individual Cash prizes up to 30.000€.
- The possibility to collaborate with Estra Spa.

9. When are the deadlines for applications?

The online application is closing on Sunday, June 18th, 23.59 hours CET: this will be the last day to submit your Project through the website: <https://www.f6s.com/e-qube>

10. Can we skip F6S registration and send our application direct?

No: <https://www.f6s.com/e-qube> is the only channel E-Qube is accepting proposals.

11. Who can see my application?

The reviewer team of Estra and BIBA Venture Partners will take in charge your project's evaluation, uploaded on: <https://www.f6s.com/e-qube>

12. Can I submit my entry in my native language?

No, the application form will be in English only.

13. When will I find out if my company has been selected?

You will receive an e-mail notification to inform you whether your company has been selected or not. Consider one week just after the deadline for submission (June 18th) the time due to receive our notification. Stay tuned!

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| During the challenge |
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14. What will happen during the pitch event in Florence?

You will have the opportunity to present your company in front of a jury of experts nominated by Estra and BIBA Venture Partners. Once you will be noticed for being selected for Phase 2, we will share with you all the required materials, and help you to fine-tune your pitch presentation before Florence event.

15. What are the prizes?

Cash prizes for the best 3 projects:

- 1st Prize: 30.000€
- 2nd Prize: 20.000€
- 3rd Prize: 10.000€

16. What about the payment for travel expenses?

We have specified a maximum reimbursement for flights (up to 300,00 €), and for alternative transport – car, train, etc.. (up to 150,00 €) - please remember to keep documentation of your expenses (tickets, invoices, etc..)

Plus, one person per participating company will have its accommodation and meals in Florence for free, as they are paid by E-Qube organization.

17. Do startups have to pitch in English?

As we are an internationally focused competition with international judges and attendees we ask all startups to pitch in English.

18. Who will be judging the pitches?

The jury will be composed by a team nominated by Estra Spa and BIBA Venture Partners.

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| After the challenge |
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19. What will happen after the Challenge event?

Challenge event is not the end, but rather the chance for starting future collaborations. After E-Qube event in Florence, we will explore together the best ways in which establishing collaboration models with your company.

Still have questions?

If your question isn't answered here, don't hesitate to email:

challenge@e-qube.it