

ENRICH in Africa- Champions Application Process

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EiA Champion Application Process, Criteria and Benefits

1- Fill in the application form

↳ 2- The application will be reviewed by ENRICH in Africa (EiA) team

↳ 3- If your organization meets the criteria and there is no current EiA Champion in the city then membership will be confirmed!

↳ 4- If there is an existing representative in the city you operate in, the existing representative will be consulted, if no objections are received, your membership will be approved. If objections are raised, these will be considered by EiA, and a decision taken as to the ability to accept the new membership request. You will be notified of the outcome.

↳ 5- Accepted memberships are valid for one year and will be reviewed a month before the expiration date. NB- Membership runs from 1 January to 31 December each year.

Criteria:

To become a EiA Champion your organisation must:

- Be a Legal entity registered in Europe or an African country with more than three years of operations (where a name change of the company has occurred, total experience in the relevant services will be assessed).
- Have experience and track-record in providing incubation/acceleration for startups
- Agree with the terms and conditions of the membership agreement.
- Fill in a self-assessment diagnostic when requested by EiA.

Benefits:

- Full access to the EiA Champion Bootcamp,
- Full access to EiA Champions Academy (codified best practices for start-up support),
- EiA Mentoring programme,
- Optional twinning programme,
- Free EiA Annual congress ticket (guaranteed during life of EiA project),
- Hosting learning expeditions in collaboration with EiA,
- Online marketplace presence on the EiA digital platform,
- Access to the EiA community,
- Sales platform for services and self-generated reports,
- Co-generated commercialisation opportunities with EiA,
- Opportunity to be EiA subcontractor/implementation partner,
- Media opportunities,
- Network peer knowledge sharing opportunities,
- Soft landing partners for startups seeking internationalisation,
- Quality assurance label to support your sales approach.

Membership Agreement

1. Preamble

Enrich in Africa (EiA) aims to engage with actors across the innovation ecosystem of Europe and Africa, bridging the space between politics and innovation actors.

EiA Vision

EiA believes in the potential of the innovation ecosystem across Europe and Africa to work successfully towards mutual benefits, and in the value that each region has to offer the other with regards to knowledge, technical innovation and creativity. EiA believes that in order to maximise this potential, conditions need to be provided, community needs to be nurtured and infrastructure needs to be built, that can offer value, sustainability and mutually beneficial co-creation.

EiA Mission

The mission of EiA activities is to connect European and African incubation and acceleration communities, in order to enhance innovation and co-creation opportunities. EiA will strive to reduce and/or overcome barriers to internationalisation for innovative SMEs and startups in Europe and Africa, empowering entrepreneurship and business success. This will be achieved through a designated set of services, delivered by a community-driven organisation (EiA Champions)

EiA Champions:

- An EiA member; an incubator/accelerator which becomes a member of the EiA network and identifies an individual staff member to act as the main contact point
- EiA Champions will have regional knowledge and a local focus, which means they understand the needs and opportunities for the local market, and are best placed to develop activities e.g., learning expeditions, alongside EiA, which can bring maximum local value. Also, able to connect into, or provide an overview of, the local triple helix-business, government, academia.
- EiA Champions might offer physical soft-landing services to support entrepreneurs who want to explore their local region with a view to selling into, finding partners within or setting up a business within the local market.
- EiA Champions can provide individualised services e.g., mentoring, training etc. to other Champions, including working closely with their twinned Champion to capacity build both areas.
- EiA Champions can generate reports and provide data to support the EiA provision of entrepreneurial trends, especially around tech transfer and internationalisation. Any sold reports/data provided by the Champions will generate a profit share for the Champion.

- EiA Champions will co-develop and deliver the Learning Expeditions and share in the profit generated

2. Scope of the Membership Agreement

In this Agreement, the Parties wish to mutually establish their rights and obligations within the ENRICH in Africa Champions Network.

3. Criteria, Rights and Obligations:

3.1 EiA Champions criteria

EiA Champions must be able to demonstrate that they meet the following criteria:

- a) They work in a specific catchment area, geographical, sectorial or other. The scope of an EiA Champion can be local, regional, or can be widened to the national or international levels (e.g., responding to specific geographical and demographical territorial needs, for internationalization and soft-landing support services or for sectoral specialisation strategy). More than one EiA Champion can serve the same region, provided that they offer complementary services and serve the different sectors.
- b) Demonstrated knowledge and connections with the local start-up support ecosystem.
- c) They are a legal entity registered in Europe or Africa with more than three years of operations.
- d) They have experience and track record in providing incubation and acceleration programs and other services including but not limited to soft landing, workspace, mentoring, network events.
- e) They are committed to delivering start-up and incubation services with quality standards of the EiA Champion network
- f) They are committed to taking part in the capacity building activities provided by EiA, including but not limited to Bootcamp and online academy.
- g) They are committed to performing a self-assessment diagnostic
- h) They are committed to providing soft landing support for startups in their ecosystem.
- i) They are committed to working in partnership with other EiA Champions.

3.2 EiA Champion obligations

- a) Use EiA tech systems as and when required
- b) Promote the interests of the EiA Network and refrain from any activities that may harm the network, in particular not commit any offence or take any action which can undermine or devalue the reputation of the EiA network.
- c) Pay promptly and in full any fees as outlined in more detail in the Section below
- d) Ensure that the EiA Champion identifier is made properly visible on their website homepage. In addition to this, an EiA Champion must make visible the EiA logo on the premises of their organisation.

- e) Ensure that their Champion profile is available and maintained on the EiA digital platform and EuroQuity Community pages.
- f) Provide a representative to attend the Annual Champions Gathering event, to be held once a year.
- g) Accept to receive the EiA internal newsletter and relevant communications from EiA

3.3 EiA Champions shall be entitled to exercise the following rights, subject to fulfilment of its membership obligations

- Be an EiA representative in a specific city, regional or country.
- Participate fully in the training and other capacity upgrading and networking activities provided by the EiA Center
- Be a preferable partner of the EiA Centre in business and programmatic opportunities.

3.4 Responsibilities and Obligations of the EiA Center

- Provide branding elements to ensure Champions can meet their obligations as described in section 3.2-d above
- Process applications in a fair and justifiable manner
- Provide a community hub and online platform to enable Champions to connect to peers and promote their services
- Provide a 50% profit share of any sales made from activities jointly undertaken by Champions and EiA e.g., Learning Expedition fees and publication sales. Such activities and profit share must be confirmed in advance of any sales
- Provide relevant services to support the Champions in upgrading their capacity to deliver quality services to innovators and entrepreneurs
- Provide relevant opportunities to engage with the wider innovation ecosystem across Europe and Africa
- Provide a contact point within EiA to support with networking and Champion engagement
- Provide relevant channels for regular communication of EiA activities and developments

4. Fee Payments

4.1 Fee Waiver

While EiA functions as a European Project, all fees for membership and/or services will be waived. This status will remain in force and up until the end of December 2023.

During this time and as part of the piloting process of the project, assessments will be made with regard to the sustainability of the EiA business model and the requirement and amount of fees will be considered. Such considerations will be conducted via an internal consortium review and in negotiation with current Champions. All final decisions and outcomes will be communicated to the Champions before the end of December 2023.

5. Terms and Termination

5.1 Agreement Affective Date

The Agreement shall become effective as of the date of application form acceptance by EiA and shall be in force for the life of the Champion membership.

5.2 Agreement Prolongation

At the end of the first year within which the application has been made, the Agreement shall be automatically prolonged unless terminated by either Party with written notice one month prior to the expiry of any such term.

5.2 Agreement Termination

At any time during the term of the Agreement, all Parties shall be entitled to terminate the Agreement. Upon termination, the EiA Champion shall immediately cease to use EiA branding, network benefits and use of EiA systems.

Without limitation to any of the above, EiA shall be entitled to terminate this agreement with immediate effect, under certain circumstances pertaining to EiA including but not limited to: material breach of this Agreement; insolvency; unauthorized assignment, transfer or subcontracting of rights under this Agreement, endangering the reputation of the ENRICH in Africa network or branding in any material way.