



## **CALL FOR HOSTING ORGANISATIONS TO SUPPORT ITALIAN ECO-INNOVATIVE ENTREPRENEURS IN EXPLORING INTERNATIONAL OPPORTUNITIES AND ACCESSING NEW MARKET AND BUSINESS OPPORTUNITIES IN SPAIN (SOFT-LANDING SERVICE).**

### **1 - Object**

In the framework of the actions foreseen by the European project [STAND UP!](#) - Sustainable Textile Action for Networking and Development of circular economy business ventures in the Mediterranean, financed by the [ENI-CBC MED Programme](#), the [Prato Textile Museum](#) Foundation, as project partner, is **looking for a hosting organization** supporting 4 Italian eco-innovative start-ups of the textile and clothing sector in the development of their international business and partnerships in Spain.

The hosting organization will be requested to:

- Assist the start-ups through technical expertise and advisory, in order to have a better understanding of the regional markets, trends, and opportunities and explore the best strategy to access a specific market and scale their business operations
- Facilitate exchange and meetings with local stakeholders to explore the business
- Organize regional field visit opportunities
- Organize visits to fairs and other business opportunities, events, conferences and other similar opportunities, with the aim to connect the start-ups with potential business partners
- Organize meetings with different distributors, sellers, and resellers to potentially secure collaborations, partnerships, and agreements.

The Hosting Organization will be requested to prepare an agenda in coordination with the Foundation and each start-up in question (including technical expertise, meetings, trainings, site visits, etc. and excluding travel logistics) and host and assist in Spain the entrepreneurs for few days to execute the plan.

The hosting services will have to be designed separately for the 4 start-ups. Overlaps on timing and programs can be proposed by the hosting organization, and would be approved by the Foundation in case they can bring clear benefits and enrich the experience of all involved start-ups.

Periodical coordination meetings with the Foundation and the start-ups are considered essential for the correct exploitation of the service and have to be envisaged in the overall activities program.



The Hosting Organization will be also requested to produce a photo reportage and a final activity report written in English, including a description of the activities delivered for each start-up, undertaken programs, fairs visited, attended events, established contacts etc. as well as a general evaluation of the experience and of the market penetration perspectives.

## **2 – Service specifications**

The soft-landing services are to be held between the end of September 2022 until December 2022, according to the needs of the 4 eco-innovative start-ups and of the Foundation and considering also specific opportunities such as thematic fairs, events etc.

The budget available for the Hosting Organization is EUR 6.000,00 (included VAT, if due), which amounts to EUR 1.500,00 per hosted start-up.

Payment will be made as follows: 50% upon signing the contract, and the balance at the end of the service.

## **3 – Brief description of involed start-ups**

- Zero W: a start-up that aims to help companies recover leather, metal, wood and textile waste
- Neloo: a company that produces handcrafted jewelry and accessories with ethically selected raw materials, such as Capim Dourado
- MiniMo: the start-up produces minimal dresses, open to change, size-free and genderfluid collections
- Ohoskin: a start-up that represent the cruelty-free and sustainable alternative to luxury leather

## **3 – General and professional requirements**

The entity or professionals wishing to apply as a Hosting Organization must necessarily be **based in Spain** and the hosting services have to be delivered in **English or Italian**.

## **4 – How to submit the application**

The candidates are requested to apply be sending the **Application Form** (Annex 1) duly filled and signed in pdf format at the following email: [f.guarini@museodeltessuto.it](mailto:f.guarini@museodeltessuto.it) **by 11.59 pm CEST (Italian time) of 9<sup>th</sup> September 2022** with this subject: Offer for Stand Up! Project Soft Landing Services.

In addition to the application form, candidates are jointly requested to send - in attach and in pdf format - the following documentation:

- signed company profile or CV in English, with exact indication of the degrees of knowledge of English and of other foreign languages.



- a copy of the legal representative's identity card or of the professional's identity card.
- a brief concept note (1 page max) explaining the methodology to be applied in the implementation of the service and a general overview of the suggested activities for each startup.

The applications considered suitable will be asked to hold an online interview.

Previous experiences in similar services required by the call and deep knowledge of the sustainable fashion sector and circular economy in Spain will be positively evaluated. Please, if you have those experiences, give evidence in the company profile or Cv and write in Annex 1 a briefly extract.

Immediately after the selection, a coordination meeting among the selected hosting organization, the four start-ups and the Foundation will be organized, with the aim of sharing the start-ups specific needs. After that, the subject in charge will be requested to finalize the definitive soft-landing services program for each start-up and the Foundation will launch the organization of travel and accommodation services to Spain accordingly.

### **5 - Other Provisions**

For the purposes of publicity and transparency, this notice is published in the news section of the Prato Textile Museum website <http://www.museodeltessuto.it>; it is also announced on the information channels of the ENI-CBC MED Program and the STAND UP!

Under no circumstances may the tasks assigned to the selected candidates be subcontracted to third parties.

### **6 - Processing of personal data**

All personal data in the possession of the Foundation during the selection procedure will be processed in accordance with Legislative Decree 196/2003 and GDPR 2016/679. The provision of such data is mandatory for the purposes of evaluation, under penalty of exclusion from the selection process.

CUP code assigned to the STAND UP! PROJECT : E82D20000100004

Person in charge of the procedure: Dr. Filippo Guarini, Director of the Prato Textile Museum Foundation

Prato Textile Museum Foundation

Prato – Italy, 25st July 2022