



F'SAGRI INNOVATION PRIZE CONTEST

Terms of reference

ARTICLE 1: Presentation of the contest

The French South African Agricultural Institute (F'SAGRI), created in 2015, provides for capacity building of 3 South African universities (Universities of Limpopo, Venda and Fort Hare) and research institutes in the agricultural and food sectors. It also provides for the development of innovative companies and more generally a close link with companies in the agricultural and agri-food sector. To do so, F'SAGRI gathers South-African as well as French institutions: Department of Science and Innovation, Department of Agriculture, Forestry and Fisheries, Agricultural Research Council, National Research Foundation, the three Universities, Agreenium and the French Embassy.

In 2019, the F'SAGRI launches its first Innovation Prize.

The Innovation Prize is intended for young students and researchers from the three universities (Universities of Limpopo, Fort Hare and Venda) or start-up companies on the condition that the laureates startups then engage in a partnership with F'SAGRI universities by taking interns, proposing study cases, participating in workshops.

For more information, send your questions by email to:

Severine.jaloustre@ul.ac.za

ARTICLE 2: Conditions of participation

2.1 - The candidates

May apply for any natural person or group of persons including at least one student or graduate of the institution. By "student" is meant: person currently in initial training, whatever his / her degree (Bachelor, Master, Engineer, PhD, ...). The term "graduate" means a person who has completed a degree program, a graduate of the three universities.

Start-up companies are also allowed to compete on the condition that the laureates startups then engage in a partnership with F'SAGRI universities by taking interns, proposing study cases, participating in workshops

The following are not eligible to compete: organizers.

2.2 - The projects

Any project submitted must meet the following general criteria:

- Be a personal project and related to the following themes: agronomy, agri-food, agriculture, environment, sustainable development.
- Present a quality of writing and presentation.
- Describe precisely the objectives of the project.
- Demonstrate feasibility and ambition in relation to the possible follow-up and consequences.
- Include a plan of realization.
- Present a certain originality and creativity.

ARTICLE 3: Terms of participation

Any candidate wishing to participate in the Innovation Prize contest will have to submit a complete file describing precisely the project (6 pages maximum, see help frame in appendix 1), by e-mail only to the following address: Severine.jaloustre@ul.ac.za, by September 30, 2019 at midnight.

This form can be downloaded from the sites:

<https://za.ambafrance.org/>

Any incomplete or non-compliant application (deadline, subject – see Article 2, quality of presentation and drafting, etc.) will not be validated. Any attempt at fraud will result in the immediate cancellation of the participation.

ARTICLE 4: Selection methods

4.1 – Selection committee

The jury will be composed of representatives of French and South African institutions.

The deliberations of the Jury will be done and will remain confidential.

Members of the Jury who have read this Regulation are bound by a duty of confidentiality.

4.2 – Selection

The pre-selection of the projects will be carried out on the basis of the summary & commitment and the presentation file (6 pages maximum, see appendix 1).

Pre-selected candidates will have to submit a poster which presents the project (a model frame to respect will be provided) or a Powerpoint presentation (model to be provided) to return only by email to:

Severine.jaloustre@ul.ac.za

The deadline for posters or Powerpoint presentations is October 26, 2019 at midnight.

The complete projects will then be presented orally before a jury composed of experts inside and outside the institutions. The terms are as follows:

- 5 minutes for the oral presentation

- followed by questions

For a team-assembled project, a project manager must be designated to represent the other members. It is expected that the presentations will take place on November 6, 2019 in the University of Limpopo. The exact schedules will be specified later.

If a candidate presents a project about innovative food and, depending on the progress of the project, he may be asked to produce it in premises of the Limpopo Agrofood Technology Station and a tasting may also be requested.

4.3 – Attendance

Any pre-selected candidate undertakes to make every effort to present his project to the jury. In case of impediment, the organizing committee must imperatively be notified 3 (three) weeks before the defense. If the project can't be presented to the jury, it will be eliminated.

4.4 – Awarding of prizes

Once the defenses are over, the selection committee of the competition will decide on the awarding of prizes.

The names of the winners will remain secret until the award ceremony.

For projects submitted as a team, a person must be nominated to receive the full prize awarded to the project. This project manager will be the privileged interlocutor of the contest organizers.

ARTICLE 5: Prize awarding

The competition is endowed with ZAR 15000 of prizes and a maximum of 9 bursaries for mobility to France.

The laureates of the 9 best projects will be sent to France, probably in October and November 2020 to:

- Attend a French large food innovation exhibition, the SIAL event, 18-22 October 2020 (<https://www.sialparis.com/>). Depending on their projects, they could have a stand during this exhibition;
- Work on their projects in structures accordingly selected (laboratories, enterprises, business incubators, innovation hubs...);
- Attend a French event dedicated to French and African agricultural startups, the Agri Startup Summit and its learning tour, during one week at the end of November.

The laureates undertake to make every effort to attend this ceremony, which will take place on November 6, 2019, or to be represented by a member of their team.

ARTICLE 7: Calendar

September 30, 2019 midnight: deadline for submission of projects

October 26, 2019: deadline for submission of posters or Powerpoint presentations

November 5, 2019: food processing in Limpopo Agrofood Technology Station, if needed

November 6, 2019: hearing of candidates and awards ceremony

ARTICLE 8: Reserve clauses

The organizing and selection committees reserve the right, without liability:

- To change the overall value of the endowment or the number of awards listed in Article 6 in the event of an insufficient number of quality projects.
- To extend, shorten, modify the schedule or cancel the present operation, if the quality of the projects presented is insufficient or if the number of applications is insufficient.
- To arbitrate any dispute concerning the protests related to this contest.

ARTICLE 9: Acceptance of the Rules and Obligations

The participation in the contest and the submission of the application file shall entail, for the participants, the acceptance of all the clauses of the present rules and for the winners the free acceptance of the publication, in all modes, of the summaries of the projects (to be provided by the successful candidates for the second assignment) for media purposes in the context of this operation.

The laureates undertake to use the endowments only as part of the project they have submitted for the Innovation Prize Contest.

To this end, at the request of the organizing and selection committees, the winners agree to provide a year after the award ceremony a report of the project. This may remain confidential at the express request of the candidate.

The organizing and selection committees undertake not to distribute the participants' details without the prior consent of the interested parties.

SUMMARY & COMMITMENT

The project holder

Personal details

Last name: _____ First Name: _____
Date of birth: _____
Address: _____
ZIP code : _____ Town: _____
Phone Number: _____ Cellphone: _____
Institutional e-mail: _____
Personal e-mail: _____

Experience of the project holder from UFH, UL or UNIVEN

Current situation:

University: UFH UL UNIVEN
Actual status: Student Graduate Staff Member
Qualification: Bachelor Honours Master Doctorate

Graduation Year: _____

Specialty: _____

Skills (acquired or to be developed) in line with the project (5 lines max)

If the project is submitted by a team, provide a list of the team members and specify the Project Manager.

The project:

Name of the project: _____

Positioning of the project: _____

Your commitments

I, the undersigned as a candidate in the Innovation Prize Contest certify the accuracy of the information provided in this file.

I have read the rules of the contest and agree to respect the conditions of participation indicated.

Date and signature

PRESENTATION OF THE PROJECT (6 pages max)

The points to be addressed in writing your application:

- Project title and acronym.
- Summary (5 lines, origins and purpose of the project).

Positioning of the Project:

Theme	Type of activity					
	Creation of a new product/service	Creation of a business	Reflection-debate	Original initiative	Digital solution	Other (Precise)
Agronomy						
Agri-food						
Agriculture						
Environment						
Sustainable development						
Other (Precise)						

- Presentation of the project team, their skills, their motivations.

Project Team:

Last Name	First Name	Curriculum and Qualification	Current Situation	Skills in line with the project

Specify the Project Manager by bolding her/his information

- Describe the project (product, service or process), and its innovative nature.
- Identify the targeted market, customers (main target and secondary target), explain how to bring its targets on his product.
- Identify the constraints to be taken into account (socio-economic, legal, human resources, etc).
- Assess the financial needs and the sources of financing envisaged
- Plan of implementation (the different phases, planning, distribution of tasks, etc.) with perspectives in the short and medium term.
- In appendix:
 - CV of each member of the project team.
 - Presentation of project partners (type of structure, legal regime, areas activities, expected contributions, commitment to the project ...).

Important:

The maximum number of pages allowed, to be absolutely respected, is 6 excluding annexes, 15 with annexes.

The deadline for submitting files in PDF format is **September 30, 2019** at midnight only to the address:

Severine.jaloustre@ul.ac.za

Advice :

To help you here are some points to think about:

- Is my project both feasible and ambitious?
- What are the perspectives of evolution of my project / product / company / association?
- What are the axes of future development? How to value it?
- Should I bring this project to life?
- After the competition?

You can use the Business Model Canvas below to synthesize your business model.

Business Model Canvas (Alexander Osterwalder)

Key Partners	Key Activities What Key Activities do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue streams?	Value Proposition What value do we deliver to the customer? Which one of our customer's problems are we helping to solve? What bundles of products and services are we offering to each Customer Segment? Which customer needs are we satisfying?	Customer Relationships What type of relationship does each of our Customer Segments expect us to establish and maintain with them? Which ones have we established? How are they integrated with the rest of our business model? How costly are they?	Customer Segments For whom are we creating value? Who are our most important customers?
	Key Resources What Key Resources do our Value Propositions require? Our Distribution Channels? Customer Relationships? Revenue Streams?		Channels Through which Channels do our Customer Segments want to be reached? How are we reaching them now? How are our Channels integrated? Which ones work best? Which ones are most cost-efficient? How are we integrating them with customer routines?	
Cost Structure What are the most important costs inherent in our business model? Which Key Resources are most expensive? Which Key Activities are most expensive?		Revenues Streams For what value are our customers really willing to pay? For what do they currently pay? How are they currently paying? How would they prefer to pay? How much does each Revenue Stream contribute to overall revenues?		