

TECHNICAL SPECIFICATIONS FOR THE IMPLEMENTATION OF GAMETECH ACCELERATOR PROGRAMME IN LITHUANIA

Public Institution Innovation Agency (hereinafter – Procuring Entity or IA), implementing the sub-measure ‘Implementing specialised start-up accelerator programmes’ of the measure No. 05-001-01-05-07 ‘Development of a consistent innovation promotion system’ of the Economic Transformation Competitiveness Development Programme by the Ministry of Economy and Innovation of the Republic of Lithuania, administrator of the development programme for 2022-2030, is planning to purchase global scale startup accelerator services, provided by GameTech accelerator programme implementation services in Lithuania.

Definitions:

Startup – a very small or a small business with a large or innovation-based business development potential, registered at the register of legal entities for no longer than 5 years.

Accelerator programme – the entirety of services, provided to startups, including consulting, training, business development assistance and advice, partner search, innovation support and innovation consulting, organising and implementing the demo day in GameTech field (hereinafter – the Programme).

International accelerator – a legal entity, implementing Programmes on a global scale (in more than one state) (hereinafter – the Service Provider).

Programme participant – a start-up performing or having the potential to perform activities in the field of GameTech during the project implementation, registered in the area of the capital city and selected as a Joint Project (hereinafter – JP) executor for the allocation of a subsidy in accordance with the provision of the project funding conditions No. 1 of the sub-measure ‘Implementing specialised start-up accelerator programmes’ of the measure No. 05-001-01-05-07 ‘Development of a consistent innovation promotion system’ of the Economic Transformation Competitiveness Development Programme by the Ministry of Economy and Innovation of the Republic of Lithuania, administrator of the development programme for 2022-2030 (hereinafter – PPFC No. 1).

Programme cycle – a Programme executed for the Programme participants for at least 12 weeks.

Startup ecosystem – an entirety of persons, startups and organisations (educational institutions, state institutions, business funding and support institutions) in a certain territory, jointly operating with a purpose to help create and develop startups in the said territory.

International – executing activities or providing services in more than one state.

Foreign – executing activities or providing services, when the domicile is in a different state than Lithuania.

GameTech – fields of digital games technology and innovation.

The purpose of the sub-measure ‘Implementing specialised start-up accelerator programmes’ is to promote the development of the Lithuanian startup ecosystem:

- by developing a consistent business accelerator system to ensure efficient business assistance services for startups and accelerating the development of the startup ecosystem in Lithuania, increasing the competencies of business establishment and international development, and the possibilities of attracting foreign investors;
- by improving the international awareness and image of Lithuania as a startup-friendly country.

The length of the service provision – from the date, when the agreement enters into force, to 31 March 2026.

SECTION I PROCUREMENT OBJECT

1. The GameTech accelerator programme (hereinafter – the Programme) services in Lithuania consist of the following stages:
 - 1.1. preparation of a Programme;
 - 1.2. promotion of the Programme on the national and international scale;
 - 1.3. Participation of the GameTech representatives, delegated by the Supplier, in the selection of the Programme participants, executed by the Procuring entity, for 3 (three) cycles;
 - 1.4. Organisation and execution of 3 (three) Programme cycles according to the Programme prepared;
 - 1.5. Organisation and execution of the Demo days for each cycle of the Programme (a total of 3).

SECTION II REQUIREMENTS FOR THE PROGRAMME PREPARATION STAGE

2. Requirements for the Programme:
 - 2.1. The supplier must prepare one Programme to promote the growth of GameTech startups, their international expansion (to countries other than the place of registration of programme participants) and help the GameTech startups attract investments (risk and capital funds, private investors, games publishers, corporations).
 - 2.2. Purpose of the programme: promote the growth of GameTech startups, their international expansion (expansion to countries other than the place of registration of programme participants), investment attraction (including the US market and its investors) and achieve the results set in the Section VI.
 - 2.3. The Programme must be prepared and coordinated by e-mail with the Procuring entity in 2 months since the day the agreement comes into force. The primary option of the programme must be submitted no later than in 1 month since the day the agreement comes into force. The procuring entity undertakes to provide feedback regarding the Programme submitted and certify the final programme in 5 b.d. since the day of submission. The Programme can be amended, revised and adapted under changed market situation and/or before the beginning of each cycle of the Programme, considering the results of the previous cycle and upon coordinating in advance with the Procuring entity throughout the agreement term. Following the Supplier's proposals for the amendment of the programme, the Procuring entity undertakes to give feedback or confirm the programme in 5 b.d. If the Procuring entity takes longer than 5 b.d., the additional period is not included into the period for the preparation of the Programme, indicated in this clause.
 - 2.4. The part of the Programme, which includes national and international publicity must be prepared and coordinated with the Procuring entity in 1 month since the date the agreement comes into force. The procuring entity undertakes to provide feedback

regarding the part of the Programme submitted, including national and international promotion, in 5 b.d. since the day of submission.

- 2.5. The programme must include the following:
 - 2.5.1. The plan for national and international publicity in order to attract Programme participants to take part in the call for start-ups organized by IA regarding funding according to PPFC No. 1 and participation in the Programme;
 - 2.5.2. Proposal of the value of the Programme for the Programme participants;
 - 2.5.3. National and international publicity activities and measures of the call for, based on the requirements for the promotion of the Programme following the Guidelines 'Regarding the economic recovery and resilience improvement measure NextGenerationEU' and the 'New Generation Lithuania' plan, prepared by the Ministry of Finances of the Republic of Lithuania;
 - 2.5.4. The concept of the Demo day;
 - 2.5.5. Templates of agreements between the Supplier and Programme participant.
- 2.6. The concept of the Programme must include the following:
 - 2.6.1. Tasks and goals of the Programme;
 - 2.6.2. Key stages/activities of the Programme (mentoring, promoting the performance and growth of the programme participants, training), covering the following areas of accelerator: investment attraction, marketing, business growth and development, customer attraction, and other areas related to the growth and international development of the programme participants (to countries other than their place of registration).
 - 2.6.3. The arrangement of the cycle of the Programme in time (a cycle must take at least 12 weeks).
 - 2.6.4. A detailed plan of the Programme cycle in topics and practical activities. The topic, suggested by the Programme must be selected in such a way as to achieve the results set out in Section VI, and to provide the Programme participants with the knowledge, needed for business growth, sales development, finding and attracting customers, product development, attracting investments, presenting themselves to investors, achieving commercial success;
 - 2.6.5. The list of competent external lecturers planned for each topic (at least 3 for each topic). Each topic planned must be taught by at least one of the lecturers, indicated in the list. Each Programme cycle must involve the participation of the Supplier's selected lecturers, mentors, and experts, who will help to achieve the results, established in Section VI.

SECTION III

REQUIREMENTS FOR THE PROGRAMME PUBLICITY STAGE

3. Requirements for the execution of national and international publicity of the Programme:
 - 3.1. The Supplier must prepare a plan for national and international publicity in order to attract Lithuanian and foreign startups to take part in the IA call for startups regarding funding according to PPFC No. 1 and participation in the Programme;
 - 3.2. The Supplier must prepare and implement such international and national publicity measures that would ensure the results provided for in Section VI.
 - 3.3. The Supplier must delegate at least 2 (two) GameTech experts to participate in the selection of the Programme participants, conducted by the Procuring entity for each programme cycle. The Supplier undertakes to introduce the delegated representatives to the rules for the participant selection of the Procuring entity and use them to conduct

the expert evaluation by filling out the forms, defined in the rules for the selection of the participants.

- 3.4. The Procuring entity has the right to request a reasonable change of representatives if the Procuring entity has reasonable doubts about the quality of the assessment.
- 3.5. The Supplier can start the publicity of the Programme upon preparing and coordinating a part of the Programme, which includes national and international publicity, with the Procuring entity.

SECTION IV REQUIREMENTS FOR THE ORGANISATION AND EXECUTION OF THE CYCLES OF THE PROGRAMME

4. Requirements for the organisation and execution of 3 (three) Programme cycles according to the Programme prepared:
 - 4.1. Throughout the period of the execution of the Programme, the Supplier must organise and execute 3 Programme cycles, each of which is attended by at least 10 (ten) and no more than 15 (fifteen) selected Programme participants. In total, the Programme must be completed by at least 30 (thirty) Programme participants.
 - 4.2. The cycles of the Programme cannot take place at the same time.
 - 4.3. The first cycle of the Programme must begin no later than in 6 months since the date, when the agreement comes into force, upon coordinating the Programme with the Procuring entity.
 - 4.4. The Programme participants, selected no later than 5 b.d. before the beginning of a Programme cycle, must receive detailed information on the Programme cycle, schedule of the activities, contact information, necessary login credentials to electronic systems, the list of mentors, experts and lecturers, taking part in the cycle, and other relevant and important information, which would help the Programme participants prepare for the Programme cycle.
 - 4.5. During the execution of the Programme, the Supplier must provide access to Programme participants to the international network of experts and mentors on the international network of investors, business growth, sales development, client search and attraction, product development, investment attraction, presentation to investors, games publishers and alumni of the programmes, executed by the Supplier.
 - 4.6. The Supplier must ensure effective communication channels, used for internal communication with the Programme participants, to ensure that they receive all relevant Programme information (training materials, practical assignments and other information necessary for the participation in the cycle of the Programme) conveniently and on time.
 - 4.7. The Supplier must provide counselling to all Programme participants after the completion of the Programme for at least 3 months in order to be implemented the result, indicated in clause 6.6;
 - 4.8. The minimum length of each cycle of the Programme is 12 weeks. This period does not include the preparation for the Programme and the selection of the Programme participants.
 - 4.9. The Supplier is responsible for organising the arrival and accommodation of the lecturers, mentors, and experts, required for the implementation of the Programme

cycle, also covering their fees, travel (if needed) to/from Lithuania, accommodation, and local transportation costs. Each Programme cycle must involve at least 6 lecturers and at least 6 mentors.

- 4.10. Lecturers, mentors, and experts can also take part at the activities remotely, but at least 50% of the activities should take place in physically contact.
- 4.11. The Service provider must take care of appropriate facilities, equipment, software, and measures that the Programme participants would need for the activities throughout each of the Programme cycles.
- 4.12. Appropriate facilities refer to premises, conference halls, or other spaces suitable for effective information transmission that meet the hygiene standards, established by the law. The Supplier must ensure an ergonomic environment (i.e. suitable training facilities, internet connection, its speed, necessary equipment and tools for the implementation of the training programme), provide participants with all opportunities to work continuously, properly and efficiently during the execution of the Program. The facilities must include:
 - 4.12.1. At least 10 work spaces, enabling the Programme participants to establish their own space to be used throughout the cycle of the Programme. The work spaces must be equipped in a way to comply with the hygiene standards, established by the law. Each work space must have a power socket for a computer, WIFI internet access, at least 3 meeting and 1 conference rooms for meetings, trainings and counselling.
 - 4.12.2. The meeting rooms must have conference equipment and WIFI connection.
 - 4.12.3. The conference rooms must have conference equipment and WIFI connection.

SECTION V

REQUIREMENTS FOR ORGANISING AND EXECUTING THE DEMO DAYS OF THE PROGRAMME CYCLES

- 5. Demo day requirements:
 - 5.1. The Supplier must organise an international GameTech Demo Day at the end of each cycle of the Programme (the minimum length of the event is 2 hours), during which Programme participants could introduce their product or service to the investors (business angels/representatives of venture capital funds, games publishers etc.) operating in the international market, other participants of the GameTech startup ecosystem, international GameTech partners that participated in the execution of the Programme, and other organisations.
 - 5.2. The date of the event depends on the dates for other startup events in Lithuania and Europe. The event date must be coordinated with the Procuring entity.
 - 5.3. The Supplier must ensure that the event participants (also participating remotely) include at least 10 foreign investors, including at least 5 representatives of venture capital funds, games publishers.
 - 5.4. The event must be hosted in proper premises. Proper premises refer to premises with all equipment and spaces, needed for conferences that meet the hygiene standards, established by the law.

- 5.5. The area of each hall of the event must be at least 100 sq. m and it must be able to host at least 50 people. The hall must ensure proper air conditioning and heating, based on the season and ambient temperature.
- 5.6. The Supplier must provide the premises of the event with a sufficient number of seats for all participants of the event.
- 5.7. The premises must have proper technical conditions to see and hear the information delivered.
- 5.8. The Supplier must provide all sound, video and other technical equipment needed for high-quality execution of the events.
- 5.9. The Supplier must ensure that there is a person to take care of the technical part of the event (sound, video, lighting, etc.).
- 5.10. In total, there must be 3 international GameTech Demo days – one after each of the Programme cycles.
- 5.11. Each event must be organised in 1 month since the end of the Programme cycle.

SECTION VI RESULTS OF THE SERVICES

6. At the end of the Programme execution period, but no later than 31 March 2026, the Supplier must have achieved the following results:
 - 6.1. Create and execute one Programme;
 - 6.2. Prepare and execute a plan of promotion of the Programme on the national and international scale;
 - 6.3. Organise and execute of 3 (three) Programme cycles according to the Programme prepared;
 - 6.4. Organise and execute Demo days for each cycle of the Programme (a total of 3);
 - 6.5. In 20 days after signing a service procurement agreement, the Supplier must provide the Procuring entity with a preliminary schedule of each Programme cycle, which includes preliminary start, end and demo day dates for each of the 3 (three) Programme cycles.
 - 6.6. At least 30 of the participants that have completed the Programme, including at least 20 that have developed an innovative product and (or) an MVP (based on the participant's obligation, established in the funding agreement according to PPFC No. 1).
 - 6.7. The Supplier must provide the Procuring entity with a list of participants in each Programme cycle, indicating the title, company code, address and contact information of the Programme participant, and the description of the innovative product developed.

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