

ANNEX A

Project idea submission form

Call for Ideas for the 38th America's Cup

This form must be completed in full. In the case of a team of individuals or a company not yet incorporated, the final declaration must be signed by each member. In the case of an incorporated company, it must be signed by the legal representative.

Project title	
Acronym	
Applicant type	☐ Individual applicant ☐ Team of individuals / company not yet incorporated ☐ Incorporated company
Total number of persons involved	
Project contact person	
Certified email (PEC) / email for communications	
Telephone	

Version 1.0 • Initial operational draft prepared on the basis of the final Call

INSTRUCTIONS FOR COMPLETION

- ☐ Complete all fields fully, clearly and verifiably, avoiding generic references to external attachments.
- ☐ Use the narrative boxes to describe facts, data, assumptions, sources and evidence relevant to the evaluation.
- ☐ Indicate one main challenge among those provided for in Article 4; additional related challenges may be indicated, explaining their relevance.
- ☐ In Sections 3 and 4, state the expected results, indicators, timing, responsibilities and main risks.
- ☐ Any links to images, videos or demos must remain accessible throughout the evaluation period.
- ☐ For teams that have not yet been incorporated, the personal details section and the declaration must cover and be signed by all members.
- ☐ For incorporated companies, complete both the company details and the full list of shareholders forming the ownership structure.

Project title

Idea summary / elevator pitch

In no more than 1,000 characters, describe the problem addressed, the proposed solution, the intended beneficiaries and the distinctive value.

Keywords

Provide between 3 and 8 keywords.

Links to supporting multimedia materials

Enter the URL and a brief description of images, videos, demos or prototypes. Do not enter confidential credentials in the form.

A. APPLICANT DETAILS

- ☐ A1. Individual applicant
- ☐ A2. Team of individuals / company not yet incorporated
- ☐ A3. Incorporated company

A1-A2. Individuals involved in the project

List all persons involved. The number declared must correspond to the number of individual records and, for teams not yet incorporated, to the number of final signatures.							
Total number of individuals involved							
Team name, if any							
Team contact person							
No.	Surname	First name	Date of birth	Age	Sex*	Italian tax code	Role in the project
1							
2							
3							
4							
5							
6							
7							
8							

* Field required by the Call for the purpose of determining team composition. Complete it according to the information declared by the person concerned. If necessary, add rows using the same structure.

Individual record to be replicated for each member

Member No.	
Surname and first name	
Italian tax code	
Date and place of birth	
Age on the submission date	

Sex	☐ F ☐ M ☐ Other / non-binary ☐ Prefer not to disclose
Citizenship	
Residence	
Domicile, if different	
Email / certified email (PEC)	
Telephone	
Role in the project	
Educational qualification / relevant qualifications	
Relevant expertise and experience	

- ☐ Sole project contact person
- ☐ Team member
- ☐ Future shareholder / promoter of the company to be incorporated

A3. COMPANY DETAILS

To be completed only for an incorporated company, including start-ups and spin-offs.

Brief company profile

Registered company name	
Legal form	
Italian tax code	
VAT number	
REA number	
Date of incorporation	
Date of registration in the Companies Register	
Registered office	
Operating office, if different	
Certified email (PEC)	
Email	
Website	

Telephone	
Main activity / ATECO code	
Authorised / subscribed / paid-up share capital	
Total number of shareholders	
Legal representative	
Legal representative's Italian tax code	
Position and signing powers	

State the corporate purpose, activities carried out, products/services, expertise, results achieved and connection with the project.

Ownership structure

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* For shareholders who are natural persons. For shareholders that are legal persons, enter the contact person involved in the "Role in the project" field and attach the relevant information if requested.

No.	Shareholder / entity name	Natural or legal person	Tax code / VAT No.	Date of birth*	Age*	Sex*	Interest %	Role in the project
1								
2								
3								
4								
5								
6								
7								
8								

Ownership, governance and availability of expertise

Describe any agreements, controlling interests, decision-making roles and how shareholders and the team will contribute to the project.

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1. CHALLENGES AND AREAS OF INTERVENTION

Reference: Article 4 of the Call. Select one main challenge and, where relevant, additional related challenges.

☐ 1A *Strengthen the shipbuilding and sailing value chain*

Scope: low-impact innovative materials; sailing equipment and instruments; crafts and maritime traditions; promotion, training and social development.

☐ 1B *Automate port-area logistics operations and make them sustainable*

Scope: flows of goods, people and services; safety; traceability; automation; sustainability of port operations.

☐ 1C *Enhance tourist flows from the perspective of economic and social sustainability*

Scope: flow management; combating overtourism; sustainable and slow tourism; green transport; local accommodation; community involvement.

☐ 1D *Improve accessibility from an inclusion perspective*

Scope: inclusive mobility; independence of persons with disabilities; physical, sensory and digital barriers; accessible information; intelligent transport; assistive services.

☐ 1E *Protect and enhance raw materials and biological resources produced by the sea*

Scope: sustainable management; digital systems; sensors; marine robotics; data platforms; integration between the sea, port and city.

☐ 1F *Measure, monitor and mitigate the impact of climate change on the health of the sea and coastlines*

Scope: water treatment; materials and energy recovery; ecosystem surveillance; environmental, territorial and atmospheric analysis and monitoring.

Problem / need addressed by the project

Selected main challenge	
Additional related challenges	

Describe the context, intended beneficiaries, scale of the need, current critical issues and any available evidence.

Consistency with the main challenge and selected areas

Explain the direct link between the problem, solution, expected results and the scope set out in Article 4.

Territory and application context

Indicate the geographical area, value chain, sector, users, organisations or infrastructure concerned.

Indicate the geographical area, value chain, sector, users, organisations or infrastructure concerned.

2. SUPPORT NEEDS AND SERVICES REQUESTED

Reference: Article 3 of the Call. Select the services requested and explain the underlying need.

☐ *Specialist mentorship with experts, researchers, entrepreneurs and companies*

- ☐ Networking with public and private stakeholders, investors and industrial partners
- ☐ Business design and definition / validation of the business model
- ☐ Fundraising and preparation for discussions with investors and financing providers
- ☐ Go-to-market and strategic development
- ☐ Intellectual property and protection strategy
- ☐ Market strategy, positioning and pricing
- ☐ Prototyping and testing using the available technological assets
- ☐ Guidance for any subsequent application to incentive schemes managed by Invitalia
- ☐ Visibility, communication and presentation at institutional events or events connected with the America's Cup
- ☐ Meetings and exchanges with partners, sponsors and operators within the America's Cup ecosystem
- ☐ Other support, please specify

Priority needs

Describe no more than three needs, specifying for each: the problem to be solved, expected result, missing expertise and urgency.

Services requested and rationale

Link each requested service to a specific project stage and a verifiable result.

Required assets, data, infrastructure and collaborations

Indicate the equipment, premises, technologies, data, authorisations, partners, access or testing required.

Team availability and commitment during the six-month programme

Indicate the persons involved, average time committed, expected attendance at the premises, and participation arrangements.

Indicate the persons involved, average time committed, expected attendance at the premises, and participation arrangements.

3. PROJECT DESCRIPTION, INNOVATIVE CONTENT, IMPACT AND EXPECTED BENEFITS

3.1 Full description of the solution

Explain how the solution works, its components, technologies, delivery process, intended beneficiaries/users and method of use. Specify what will be developed during the programme.

3.2 State of the art and shortcomings of existing solutions

Describe currently available alternatives, limitations and gaps that the project intends to overcome. Cite sources or benchmarks where available.

3.3 Innovative content and originality

Highlight technological, product, process, service, business-model or organisational innovation; explain how the proposal differs from the state of the art.

3.4 Maturity level and results already achieved

Indicate any concept, research, proof of concept, prototype, testing, validation, pilot users, intellectual property or other evidence. State and justify the TRL, where applicable.

3.5 Economic, environmental and social impact

Describe the expected effects, intended beneficiaries, territory, time horizon and measurement method. Explain social inclusion, accessibility, and youth and female employment, where relevant.

3.6 Expected benefits and indicators

Indicate quantitative and qualitative benefits. For each benefit, specify the indicator, baseline value where available, target value, source and measurement frequency.

3.7 TECHNICAL IMPLEMENTATION TIMETABLE

Expected benefit	Indicator	Baseline value	Target	Deadline	Source / verification

Indicate the activities envisaged from submission of the application through completion of the support programme and the immediately subsequent stages.

Main technical, organisational, regulatory or adoption risks and mitigation measures

For each risk, indicate the probability, impact, control measure and responsible party.

No.	Activity / WP	Output / milestone	Responsible party	Start	End	Dependencies	Completion indicator
1							

No.	Activity / WP	Output / milestone	Responsible party	Start	End	Dependencies	Completion indicator
2							
3							
4							
5							
6							
7							
8							

Expected contribution of the support programme to the timetable

Indicate which activities depend on the requested services and which will be carried out independently of the support.

Contributo atteso del percorso di accompagnamento al cronoprogramma

4. APPLICATION, MARKET AND INDUSTRIAL DEVELOPMENT POTENTIAL

4.1 Priority applications and use cases

Describe where, how and by whom the solution will be used; indicate the initial use case and possible extensions.

4.2 Beneficiaries, customers and users

Identify target segments, specific needs, the purchasing/adoption process, benefits for each segment and the parties bearing the cost.

4.3 Market analysis

Indicate market size and dynamics, trends, barriers to entry, constraints, evidence of demand, sources and assumptions. Distinguish the potential, serviceable and target markets, where data are available.

4.4 Competition, alternatives and competitive advantage

Compare the proposal with direct and indirect competitors and substitute solutions. Specify differentiating factors, defensibility and the duration of the advantage.

4.5 Business model and economic sustainability

Describe the value proposition, channels, relationships, revenue, costs, partnerships, key resources and principal economic assumptions.

4.6 Industrial potential and implementation capacity

Describe the production value chain, make-or-buy approach, suppliers, technologies, capacity, certifications, authorisations, quality, maintenance and production scalability.

4.7 Intellectual property strategy

Indicate know-how, patents, software, trademarks, designs, trade secrets, freedom to operate and planned protection measures.

4.8 Scalability and replicability

Explain the technical, economic, organisational and regulatory conditions for extending the solution to other customers, territories, ports, events or markets.

4.9 Time to market

Indicate the estimated time from project launch until the solution becomes available on the market, explaining any expected placement within 18-24 months.

4.10 APPLICATION, INDUSTRIAL AND MARKET DEVELOPMENT TIMETABLE

Market and industrial milestones

Examples: validated prototype, pilot, authorisation, first sale, commercial agreement, industrialisation, entry into a new market.

Financial requirements and prospective sources

No.	Stage	Key activities	Result	Partner / responsible party	Start	End	Resources / requirements	Go / no-go
1								
2								
3								
4								
5								
6								
7								
8								

Indicate the approximate amount, use of resources, own funds, subsidised finance, equity, debt or partnerships. This does not constitute a funding request under the Call.

Evidence and expressions of interest

Indicate tests, letters of interest, agreements, pre-orders, discussions, pilot users or other feedback. Attach or link only materials permitted by the Call.

Indicate the approximate amount, use of resources, own funds, subsidised finance, equity, debt or partnerships. This does not constitute a funding request under the Call.

5. PROJECT TEAM, EXPERTISE AND ORGANISATION

5.1 Team expertise consistent with the project

Link the experience, qualifications and capabilities of the individuals to the activities in the timetable. Highlight technical, entrepreneurial, commercial and sector-specific expertise.

5.2 Roles and responsibilities

Describe decision-making and operational responsibilities, time availability and coordination arrangements.

5.3 Missing expertise and strengthening plan

Indicate roles to be recruited, consultancy, partners, training, mentorship and expected timing.

5.4 Existing or planned partnerships

Indicate the entity, role, status of the relationship and expected contribution. Distinguish formalised agreements from ongoing discussions.

Indicate roles to be recruited, consultancy, partners, training, mentorship and expected timing.

6. EVALUATION SUMMARY

Distinctive features of the proposal

Summarise the three aspects that make the project particularly worthy in relation to the purposes of the Call.

6. EVALUATION SUMMARY

Call criterion	Elements to address	Applicant summary
Quality and relevance	objectives; consistency with the challenge; innovation and originality	
Impact	economic, environmental and social effects; integration of innovation, inclusion and youth/female employment; relevance; scalability and replicability	
Feasibility and expertise	technical feasibility; expertise; development and implementation capacity	
Applicant soundness	capacity to turn the idea into a project proposal, to be explored in greater depth during Stage 2	

7. DECLARATION IN LIEU OF CERTIFICATION AND APPLICANT UNDERTAKINGS

Summarise the three aspects that make the project particularly worthy in relation to the purposes of the Call.

The undersigned, being aware of the liabilities and consequences arising from false declarations, hereby declares:

☐ to be at least 18 years of age;

This declaration is made pursuant to Articles 46 and 47 of Presidential Decree No. 445 of 28 December 2000. In the case of an incorporated company, it shall be signed by the legal representative. In the case of a team of individuals / company not yet incorporated, it shall be signed by each member.

☐ to be an Italian citizen or a citizen of an EU Member State or, if a citizen of a non-EU State, to hold a valid residence permit;

- ☐ not to have been convicted by a final judgment, an irrevocable criminal conviction order or a judgment applying a sentence upon request, for the offences and under the conditions referred to in Article 3(2) of the Call;
- ☐ not to be an employee and/or director of the City of Naples and/or entities or companies affiliated with or controlled by the City, as provided for in Article 3(2) of the Call;
- ☐ to be in compliance with the payment of the local IMU and TARSU taxes, pursuant to the City of Naples' current Programme 100;
- ☐ not to be subject to any ground for disqualification, suspension or prohibition under Legislative Decree No. 159/2011, as subsequently amended and supplemented;

- ☐ in the case of a non-EU natural person intending to establish a start-up or spin-off in Italy, to hold an Italia Startup Visa or to have commenced the relevant application process;
- ☐ that the information contained in this form and in any materials referred to herein is complete and truthful;
- ☐ that the proposal is original and does not infringe, in whole or in part, any third-party rights or exclusive rights;
- ☐ to assume responsibility for protecting the innovative and original aspects of the proposal, as provided for in the Call;
- ☐ to accept in full the conditions, criteria and evaluation procedures of the Call;
- ☐ to have read the privacy notice and to authorise the processing provided for in the Call;
- ☐ if selected, to confirm participation and take part in the activities consistently with the needs indicated in the project.

Notice: the wording above reproduces and organises the obligations under Article 3(2) and the additional declarations required by the Call. Before publication, the Administration should verify the literal correspondence of the statutory references and declaratory obligations.

- ☐ if selected, to confirm participation and take part in the activities consistently with the needs indicated in the project.

8. SIGNATURES

8.1 Incorporated company

Where a handwritten signature is used, attach a copy of a valid identity document where required by the applicable submission procedures.

8.2 Team of individuals / company not yet incorporated

Company name	
Legal representative's first name and surname	
Italian tax code	
Place and date	
Digital or handwritten signature	

The table must contain the signature of every person involved in the project. Add rows if the team consists of more than eight persons.

8.3 Attachments and completeness checks

No.	Surname and first name	Italian tax code	Place and date	Signature
1				
2				
3				



No.	Surname and first name	Italian tax code	Place and date	Signature
4				
5				
6				
7				
8				

☐ Annex A form completed and signed

☐ Identity documents of the signatories, where required

- ☐ Documentation concerning the residence permit / Italia Startup Visa, where applicable
- ☐ Any links to images, videos and demos checked and accessible
- ☐ Any additional documents expressly required by the Call
- ☐ Eventuali link a immagini, video e demo verificati e accessibili
- ☐ Eventuali ulteriori documenti espressamente richiesti dalla Call