



**TRAVELSOFT**

**Travelsoft Startups Contest**

**2024**

## I. Beneficiaries

The Travelsoft Startups Contest is created with the main objective of identifying and attracting talent, innovative ideas and new business models. In its essential conception as an incubator and accelerator of projects, it will focus on trying to find candidates in two parallel directions:

- 1) Innovative ideas in a simple conceptual state to be incubated in Travel Soft
- 2) Companies in the market with a minimum track record but with some traction, that offer an ambitious growth plan, and that seek to be empowered to achieve their objectives.

## II. Awards

The contest prizes include (see Annex 2 of this document for quantitative details) for up to 3 participants :

- Up to €30,000 in cash prize distributed monthly during the incubation months<sup>1</sup>.
- Between 6 and 12 months of incubation, including office space and food.
- License to use some of Travelsoft technologies( orchestra/ Traffics/Travel compositor) .
- Management, business and technology consulting packages<sup>2</sup>.
- Software Development Hour Packages<sup>2</sup>.
- Design and layout hour packages<sup>2</sup>.
- Hosting package for visiting startups.
- Access to a network of partners and their integrations trough XML
- Access to investors from our community.
- Access to the TravelSoft mentor community
- Optional for Travel soft: until 200.000 euros investment in exchange for shares

Obtaining any of the prizes mentioned above will not imply in any case any type of contractual employment relationship between the recipient and TravelSoft Startups.

In exchange for these prizes, TravelSoft Startups will be able to have an equity in the startup of between 10% and 50% depending on the contribution of TravelSoft Startups to the incubation/acceleration of the project in the form of cash prizes and/or in species for equity

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<sup>1</sup> These monthly payments will be subject to adequate justification of the project activity.

<sup>2</sup> The number of hours of these packages will depend on the specific needs of the selected ideas.

### III. Participation requirements

The competition targets teams or companies with a high level of innovation, capacity in a wide range of activities (innovations in product, processes, business model, etc.) and direct application in the tourism technology sector.

The requirements for participation in the contest are the following:

1. Maximum team size, which will be offered the possibility of incubation or acceleration, will depend on whether it is an established company or not:
  - If you have not yet established a business entity for the startup activity, the maximum team size will be 2 people. This case implies a requirement that the team members establish themselves as a legal company within a maximum period of 1 month from the awarding of the prize.
  - If the startup is already established as a for-profit entity, the size of the staff must be a maximum of 4 people, and its activity in the market must have begun a maximum of 2 years before the date of the contest.
2. The beneficiary of the prize will be a natural person of legal age acting on behalf of the startup or company that has submitted the candidacy. Such representation must be supported by documentary evidence as indicated below. The legal representative and project leader must be fully dedicated to the project.
3. Only applications will be considered for projects in the areas of tourism technology, travel technology or Travel Tech.

### IV. Submission of applications

To submit a candidacy, it will be necessary for participants to send the documents indicated below, using the form on the contest website:

<https://solutions.travelcompositor.com/startup-registration-2024>

#### Documents to attach to the web form

A single compressed file (ZIP or RAR format) must be attached to the web form on the contest page in which the following documents are included:

1. **Executive summary of a maximum of 3 pages** that includes, at a minimum:
  - a. Description of the proposed idea/project
  - b. Need covered by the project
  - c. Competition and differentiation
  - d. Marketing mix
  - e. Business model
  - f. Brief personal biography of each team member
2. **Excel by project financial projections** (a single sheet).

Only one application will be accepted per legal representative (individual) and project.

Details about the contest registration period and other relevant dates are detailed in Annex 1 of this document.

## V. Selection process

The applications will be reviewed and scored centrally and according to three areas or evaluation criteria, in order to guarantee high objectivity.

The project evaluation criteria will be based on a weighted basis on:

- Team talent: 30%
- Creativity of the proposal: 40%
- Business model: 30%

The ideas will be studied by the selection committee, made up of members of TravelSoft's innovation team, as well as representatives of investors and venture capital companies of TravelSoft's shareholders.

In order to verify the participation requirements, the presentation of appropriate documentation may be required. Failure to submit the required information in a timely manner may result in rejection of the application. TravelSoft Startups reserves the right to verify the accuracy of the information provided by candidates.

The selection process consists of two different phases, which determine the specific calendar of the competition stages (see Annex 1 of this document):

### Initial selection phase

From the opening of the registration period until the beginning of the final phase. In this stage, the evaluation of all the projects presented will be carried out, where a maximum of six projects or ideas will be selected that will enter the final phase.

The review at this point will be based exclusively on the information provided by the candidates as indicated in Section IV of this document, so the clarity, structure and quality of the information provided will play a key role in determining the scores. Exceptionally, the selection committee reserves the right to conduct interviews by videoconference or by telephone contact to complement or clarify the information provided.

The six (6) finalist projects (maximum) will be announced and notified sufficiently in advance before the beginning of the final selection phase (see Annex 1 of this document for details on specific dates).

## Final phase

The last stage of the selection process will consist of an online event with the jury formed by senior members of Travelsoft. The finalist projects will have 7 minutes of speech supported by a projected presentation (Powerpoint or similar), and additionally 3 minutes dedicated to answering the questions proposed by the jury and related to the project or the team.

After the presentations of the projects (maximum 1 hour in total for the six projects), a talk of approximately 30 minutes will be offered. "*From Startup to ScaleUp using the MoonShot methodology*", while the jury deliberates to select the winners that can be 1 to 3. Finally, the official awards ceremony will take place.

## VI. Application support

In order to facilitate the resolution of doubts or to clarify the concepts related to the writing or completion of the documentation required for participation in the contest, the email address is made available to potential candidates [travelcstartups@travelcompositor.com](mailto:travelcstartups@travelcompositor.com), where these questions can be sent and an attempt will be made to clarify as far as possible the different aspects discussed.

## VII. Legal aspects

TravelSoft Startups undertakes to receive each of the ideas sent, certifying the acknowledgment of receipt by email response and committing to respect the copyright and rights of the proponents.

All prizes will be subject to tax withholding and advance payment, and it will be the responsibility of the winner, in all cases and eventualities, to declare the prize as valid in the instances to which it is subject. Cash prizes will be paid by bank check.

## VIII. Formal aspects

### Organization

The contest and prizes are offered by TravelSoft Startups, incubation/acceleration division of the company TravelSoft, which will be in charge of the technical and operational aspects of the organization.

### Confidentiality

The confidentiality of the applications presented will be guaranteed throughout the process. In any case, its general characteristics may be published and, where

applicable, the names of the winning projects, their logo, activity, main achievements and team members.

TravelSoft Startups informs that the personal data provided will be included in a file that is declared and registered within the Spanish Data Protection Agency, under the responsibility of TravelSoft. The data will be processed for the purpose of registration and participation in the “TravelSoft Startups 2024 Contest” and to compile the relevant statistics. The data will be processed by TravelSoft as the entity responsible for organizing the award.

## IX. Winners publication

The winning companies or teams may publicise such status on letterheads, advertisements and reports, specifying the year in which they were awarded and publish or disseminate the awarding of the prizes in any media. TravelSoft may and will advertise the winning and nominated companies with due relevance in the “TravelSoft Startups Contest 2025” as well as in national and/or regional media that it considers most appropriate and on platforms related to excellence and good practices in the innovation field or through their different brands that compose the holding

## X. Acceptance of the bases

Participation in this contest implies full acceptance of these rules, the interpretation of which is up to the final jury. Any failure to comply with the deadlines or procedures reflected in these rules will deprive the participant of the right to the prizes.

# ANNEX

## Annex 1 . Registration and selection process calendar

<b>April 2, 2024</b>	Start of registration period for the contest
<b>April 30, 2024</b>	End of registration period and start of the selection process
<b>May 1, 2024</b>	Announcement of the projects that enter the final phase
<b>May 16, 2024</b>	Final phase, project presentation and awards ceremony

Note: the organization reserves the right to extend the deadline for registration of applications, in which case it will be informed on the contest website:

<https://solutions.travelcompositor.com/startup-registration-2024>

## Annex 2: Details of the contest prizes + \*possible investments

	<b>1°</b>	<b>2°</b>	<b>3°</b>
<b>Cash prize</b>	30.000 €	15.000 €	5.000 €
<b>Months of incubation (office space and meals)</b>	12 months (12.000 €)	9 months (9.000 €)	6 months (6.000 €)
<b>TravelSoft software value</b>	80.000 €	40.000 €	20.000 €
<b>Consulting, management, business and technology</b>	Up to 100 hours (10.000 €)	Up to 50 hours (5.000 €)	Up to 25 hours (2.500 €)
<b>Software development</b>	Up to 400 hours (30.000 €)	Up to 200 hours (15.000 €)	Up to 100 hours (7.500 €)
<b>Design and layout</b>	Up to 150 hours (7.500 €)	Up to 100 hours (5.000 €)	Up to 50 hours (2.500 €)
<b>Estimated total</b>	169.500 €*	89.000 €*	43.500 €*
Including also:			
<ul style="list-style-type: none"> <li>• Hosting package for visiting startups</li> <li>• Access to technological partner networks</li> <li>• Access to investor community</li> <li>• Access to community of mentors</li> <li>• Possible Cash investments</li> </ul>			