



**PROSEGUR**

# FAQS

COME IN | OPEN INNOVATION PROGRAMME

## 1. Why Come In is different

Come In is an open innovation programme that is geared heavily towards value creation. We aim to develop, together with you, new products and solutions that will change how we create safe spaces. To do so, we will provide you with both the technical and business know-how, and our ability to reach new markets.

## 2. Come In if you are...

...a startup with an innovative solution to our challenge.

We target startups with a functional prototype seeking to validate their technologies in a real environment and generate new lines of business.

The startups may be Spanish or foreign and should have at least three members. They must offer solutions that can provide a full or partial response to the proposed challenge.

## 3. What are the most important dates?

There have been 6 challenges launched to date which are now closed. The Academic Spaces challenge with Fundación Prosegur will begin on June 15<sup>th</sup>. Registration will be open until 11.59pm CEST on July 6<sup>th</sup>.

Other key dates of the competition are:

- ▶ July 15<sup>th</sup>: Finalist selected and invited to come to the Selection Day.
- ▶ July 17<sup>th</sup>: Selection Day and winner announcement.
- ▶ Start of negotiations: after Selection Day.

## 4. Where and how can I register my startup?

You can register at: [prosegur.com/comein/joinus/](https://prosegur.com/comein/joinus/)

There you will find a registration form. Once you have filled out and submitted the form, you will receive a confirmation email.

## 5. Can I save my registration and submit it later?

Yes, you can. A save option is available in the application form. You will receive an email reminding you that your entry has not yet been submitted.

## 6. Will we have a working space during the pilot phase?

If the current situation allows it, during your working periods in Madrid, you will be invited to work in our CO-STUDIO, an open working space conceived for innovation teams to collaborate.

## 7. How many winners will there be?

Five startups will be selected for Selection Day and one winner will be chosen by the Selection Panel.

## 8. What is the prize?

Winners will receive a contract with Prosegur to run a pilot with one of our business lines. The related business unit will study the viability of a commercial agreement between the startup and Prosegur after the pilot. Prosegur will give the startup legal, technical and commercial support during the pilot. Moreover, we will give visibility to the startup and raise its brand awareness through our communication campaigns and the media.

## 9. I would like to know more about the Selection Day

During Selection Day, you will be invited to pitch virtually to our Selection Panel, composed of members of the business units, the Innovation Department, the Venture Capital Unit, and external partners.

The Selection Day is July 17<sup>th</sup>, but we will let you know if you are selected to participate by July 15<sup>th</sup>. If you are chosen for Selection Day, you will have the possibility to ask us any questions about the event and about how to prepare your pitch.

## 10. What if I have another question not addressed here?

You can find more information in the Terms and Conditions document. If you still do not find the information you are looking for, contact us via email at: [comein@prosegur.com](mailto:comein@prosegur.com)



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