

BUILD UP!
with ferrovial



Ferrovial Build Up! 2019

FAQs

An initiative driven by

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1. THE COMPETITION	2
1.1 Why should I take part in Build Up!?	2
1.2 Who is the competition aimed at?	2
1.4 What is the challenge for this edition?	2
2. CANDIDATES	3
2.1. What are the participation requirements?	3
2.2 Can start-ups or research groups from any technological area take part?	3
2.3 Can I submit more than one project per start-up, research group or company?	3
2.4 In what language should I send my application?	3
2.5 How do I submit my application?	3
3. LOCATION	4
3.1 I don't live in Madrid or Spain, can I participate?	4
3.2 Will the program provide me with a physical space to work on the pilot project?	4
3.3 Is there a need for a physical presence in Madrid to develop the pilot?	4
4. WINNER	4
4.1 How many winners will there be?	4
4.2 How will the winners be chosen?	4
4.3 What is the prize for the winner?	5
4.4 Will I receive funding to develop the pilot?	5
4.5 Who will have the rights for the solution that is developed?	5
4.6 What will the winner's selection event entail?	5
4.7 Is it necessary to attend the event?	6

1. THE COMPETITION

1.1 Why should I take part in Build Up!?

Build Up! is an open innovation initiative promoted by Ferrovial. Its aim is to find national and international **start-ups, research groups** and **entrepreneurs** with whom to **collaborate** with in developing solutions that improve our methods, products or services.

This is a unique opportunity to connect and work hand-in-hand with a **multinational reference** in the infrastructure sector, with more than **90,000 employees** and a presence in 6 major markets (**USA, Canada, Australia, Spain, Poland and the United Kingdom**) and that **is listed on the IBEX 35**.

1.2 Who is the competition aimed at?

The competition is aimed at all start-ups, research groups and entrepreneurs with a functional prototype of their solution or a product already on the market. They can also be companies resulting from **university research** (spin-offs) with technology that has been proven in a laboratory.

The proposals should offer solutions that resolve all or parts of the challenge, or any of its use cases, providing a differential value by applying innovative or disruptive technologies.

1.3 When does the competition start?

The third edition of Build Up! begins on **October 2nd** during the **South Summit** in Madrid. From that moment, the challenge will be made public and registration will be open to all start-ups interested in participating until **November 27th**.

Key dates of the competition are:

- **Launch of the call: October 2nd**
- **Registration closes: November 27th**
- **Evaluation period: November 28th to December 10th**
- **Event Launch Day*: December 19th**
- **Start of negotiations: after the winner is announced**

*Tentative dates subject to change by the organization

1.4 What is the challenge for this edition?

The challenge for the third edition of Build Up! has come from the business division dedicated to the construction of civil and industrial projects, **Ferrovial Agroman**. The challenge is defined as follows:

How can we more precisely understand and characterize the ground on which we build on in order to optimize the design, planning and execution of construction projects?

At present, the numerical models and programs born from the technological revolution that allow us to study the impact of the ground on a project demand a type of information that we do not

have. These numerical models need two types of data: those about the job that is going to be carried out (materials, types of structures, etc.), and those about the soil on which that job is going to be done. Herein lies the problem because the latter is very difficult to obtain.

We need to be able to measure parameters in advance such as the **permeability of the ground**, the **storage coefficient**, its **resistance** or its **elasticity**. Today this information is obtained from laboratory tests on samples taken out in the field that provide us with approximations of the required information, which are later extrapolated to other projects. The limitations of this system are clear: not all ground behaves in the same way and, therefore, the uncertainty and the number of unknown factors increase and with them the costs associated with the project.

1.5 I have a question - who can I ask?

If you have any questions about the competition or the registration process, you can contact the Ferrovial Build Up! team through this **e-mail address**: buildup@ferrovial.com.

Also, during the South Summit in Madrid on October 2nd, 3rd and 4th, attendees will be able to come to the Ferrovial stand to find out more about the competition.

2. CANDIDATES

2.1. What are the participation requirements?

The participation requirements have been drawn up and can be consulted in the [terms and conditions of the competition](#) on the initiative's website.

2.2 Can start-ups or research groups from any technological area take part?

Build Up! is looking for agents of the innovative ecosystem from any technological area, since its aim is to resolve the challenge proposed using all the resources within its reach.

2.3 Can I submit more than one project per start-up, research group or company?

Yes! You can submit more than one project or solution per start-up, provided that it meets the challenge that we have proposed.

2.4 In what language should I send my application?

Both the registration process and the winners selection event will be in English, therefore all the documentation provided by candidates must be in English.

2.5 How do I submit my application?

Any start-up, company or research group interested in taking part in the call should register and submit their applications through the program's website <http://www.ferrovialbuildup.com>.

They should complete the online form, attaching all information required to it.

All data provided by participants should be real and truthful. Similarly, the projects and solutions put forward should be the exclusive property of the start-up and therefore be protected by intellectual property rights.

The application period will begin on **October 2nd, 2019** at 10:00 (GMT+1) and will end on **November 27, 2019** at 23:59 (GMT+1).

3. LOCATION

3.1 I don't live in Madrid or Spain, can I participate?

Yes! At Build Up! we are looking for innovative start-ups, companies or research groups from **anywhere in the world** that propose solutions to the challenge.

3.2 Will the program provide me with a physical space to work on the pilot project?

As it has not been conceived as an acceleration program, Build Up! will not provide a physical space to the winning start-up, company or research group. However, the business unit involved in this edition will assess the needs of the pilot and may negotiate with the participant if it is necessary to provide a space.

3.3 Is there a need for a physical presence in Madrid to develop the pilot?

Once the winner has been selected, the relevant Ferrovial business unit will inform the stakeholders of the geographical location of the pilot, which can be developed either in Madrid or in any of the markets where Ferrovial is active.

4. WINNER

4.1 How many winners will there be?

Build Up! will have a single winner which will be chosen by the Ferrovial Decision-Making Committee during the final selection event or Launch Day.

4.2 How will the winners be chosen?

The selection process will be led by the Ferrovial Decision-Making Committee, made up of representatives from **Ferrovial's Innovation Management team** and from the business unit responsible for putting forward the challenge. In this edition; this unit will be **Ferrovial Agroman**, the business division dedicated to the **construction of civil and industrial projects**.

The process is divided into **four phases**:

- **Judges:** a panel of judges will choose the **10 best start-ups**, companies or research groups out of all the applications. This phase includes the participation of judges from outside of Ferrovial.

- **Personal interviews:** the Decision-Making Committee will personally interview these 10 start-ups, companies or research groups and will choose the **5 finalists** that will be given the opportunity to attend the winner's selection event.
- **Winner's selection event:** the Decision-Making Committee will choose the **winner** that will begin negotiating the pilot with Ferrovia Agroman.

4.3 What is the prize for the winner?

The winning project will have access to:

- **Possible conceptualization, development and implementation** of the winning solution using the resources and infrastructure that Ferrovia makes available.
- **Compensation** determined by Ferrovia to cover the expenses related to the development of the pilot.
- **Access to the know how and experience** of industry experts working hand-in-hand with Ferrovia Agroman.
- **Access to and visibility with** Ferrovia's international network of customers and suppliers

4.4 Will I receive funding to develop the pilot?

The winning start-up, company or research group will receive **compensation determined by Ferrovia Agroman**, the business unit responsible for the 2019 edition of the challenge, to cover the costs associated with testing and rolling out the pilot.

4.5 Who will have the rights for the solution that is developed?

The rights of the **proposals submitted** to the competition are the **exclusive property of each participant**.

Similarly, the **pilot** conceived by the winning start-up, company or research group together with Ferrovia will also be the **exclusive property of the participants**. However, if both sides are interested, a negotiation period will begin to consider whether rights of access or use to exploit the developed solution are awarded to Ferrovia.

All legal matters and intellectual property rights concerning the pilot are detailed in the [terms and conditions of Build Up!](#) and will be discussed between the winning start-up and Ferrovia during the pilot conceptualization phase.

4.6 What will the winner's selection event entail?

The Launch Day or winner's selection event will take place in Madrid on **December 19, 2019**. On this day, **the 5 finalists** chosen by Ferrovia will have the opportunity to **present their solutions to the Ferrovia Decision-Making Committee**, made up of representatives from the **Ferrovia Innovation Management Team and Ferrovia Agroman**, the business unit responsible for this challenge. The finalists should put forward a proposal for a pilot in their Launch Day presentation,

and all presentations should be given in **English**.

This committee will choose the winning project, which will begin negotiations **with Ferrovial Agroman** to work on the **development** of their project and to **implement it** within the company.

4.7 Is it necessary to attend the event?

It is mandatory for at **least one representative** of the start-ups, companies or research groups who have been chosen as finalists to be present at Launch Day. **If** an individual is not present at the event, the Decision-Making Committee will be able to **disqualify participants**, even though they have previously been chosen as finalists.

If due an unforeseen higher cause and the finalist, **cannot be present** on that day, **they must notify** the Build Up! team.

Finalists will be **responsible for the expenses** associated with travelling to the event in Madrid.

4.8 What happens after the event? How will the negotiation process work?

Once the winner has been chosen, the pilot will be agreed between the business unit and the company during the **negotiation phase**, which will begin after Launch Day

Together with the start-up, company or research group the business unit will define the **information, data, materials and human resources** needed to develop the pilot, and will **assume the expenses** needed to bring it to fruition. All of these matters, as well as the **scope of the pilot**, will be defined during the negotiation phase.