



No 1-PB-2/433/2025

APPROVED
by RSU Rector's Decree
as
15.12.2025

AGREEMENT No. _____
On the implementation of the RSU student innovation application

Rīga, _____ 202_

or

Rīga, THE DATE OF SIGNATURE OF THE DOCUMENT IS THE DATE OF THE LAST ADDED ELECTRONIC SIGNATURE AND TIME STAMP

Rīga Stradiņš University (certified in accordance with ISO 9001 standard "Quality management systems. Requirement" and in accordance with LVS EN ISO 50001 standard "Energy management systems. Requirements with guidance for use"), represented by its _____ (Position) _____ (Name, Surname), acting in accordance with _____ (Basis of representation – articles of association/deed/power of attorney etc.) (hereinafter referred to as RSU), on the one hand,
and
participants of the project "Rīga Stradiņš University Innovation Grants for Students":

Team	(name)																
Student No.1																	
Name, surname																	
declared place of residence																	
actual place of residence																	
E-mail																	
personal number	ID															telephone number	
Student No.2																	
Name, surname																	
declared place of residence																	
actual place of residence																	
E-mail																	
personal number	ID															telephone number	
Student No.3																	
Name, surname																	
declared place of residence																	
actual place of residence																	
E-mail																	
personal number	ID															telephone number	

(to be specified according to need and number of participants)

(hereinafter referred to as the Participant), on the other hand (jointly referred to as the Parties and severally as the Party),

within the framework of implementation of project No. 1.1.1.7/1/25/A/002 “RSU Innovation Grants for Students” (hereinafter referred to as the Project), on the basis of the RSU Rector’s Decree dated __.____ 202__,

for the purpose of implementing a student innovation application, expressing their free will, without mistake, fraud or duress, enter into the following agreement on the procedure of the implementation of the RSU student innovation application (hereinafter referred to as the Application) (hereinafter referred to as the Agreement):

1. Subject-matter of the Agreement

- 1.1. RSU Innovation Centre (hereinafter referred to as IC) **provides the Participant with the implementation of the student innovation programme** (hereinafter referred to as the Programme) in accordance with the RSU Student Innovation Programme Implementation Regulations (hereinafter referred to as the Regulations). The Regulations are available on the RSU website.
- 1.2. By signing this Agreement, the Participant confirms that it has read the Regulations, undertakes to comply with them and to follow any changes to the Regulations.
- 1.3. The Participant shall implement the student innovation application under the Agreement in accordance with the approved Application.
- 1.4. The Application implementation start date is the date on which the IC sends the Participant a notification of admission to the Programme.
- 1.5. The Programme is implemented on-site at the IC premises in **Riga, Vīlpiņa iela 12** and/or remotely. The Participant shall be entitled to use for the purpose of implementing the Application the common premises intended for the implementation of the Programme.
- 1.6. As part of the Agreement, the Participant shall be granted an **Innovation Voucher** ____ for **EUR** (____ *euro*, ____ *cents*). The Innovation Voucher shall only be used by the Participant to implement the idea specified in the Application, within the approved budget of the Application.
- 1.7. The Innovation Voucher awarded shall be used by the Participant no later than by the end of the current academic year in which the Application is implemented.
- 1.8. The approved Application and its Annexes shall form an integral part of the Agreement.

2. Obligations of the Participant

2.1. The Participant undertakes:

- 2.1.1. to take all appropriate steps to maintain the status of a recipient of the support under the Regulations;
- 2.1.2. to attend all training sessions implemented within the Programme with at least one team participant;
- 2.1.3. to study successfully, without academic debt, to comply with the RSU Internal Rules of Studies, RSU Academic Regulations and other legal enactments;
- 2.1.4. to participate in all activities organised by RSU IC and/or RSU and other events, if required within the implemented Programme;
- 2.1.5. to use the Programme implementation premises, storerooms and freely available equipment and services (office equipment, office furniture), the lockable cabinet allocated to each team and any additional resources allocated to them with care and diligence;
- 2.1.6. to comply with the sanitary, internal and fire safety regulations and working hours in the premises and on the territory of the implementation of the Programme, to comply with the RSU work safety and fire safety instructions and regulations governing the performance of such work, and to assume full responsibility for any violation of the aforementioned internal and external regulations and the consequences thereof;
- 2.1.7. to contact the student supervisor at least once every two weeks and prepare information on the implementation of the Application in accordance with the student supervisor’s instructions;
- 2.1.8. during the implementation of the Application, to meet the requirements of the methodological phases of the Application implementation process as set out in Annex 2 of the Agreement.

Compliance with this requirement shall be reflected in the Final Report, drawn up in accordance with the format set out in Annex 8 to the Regulations;

- 2.1.9. To complete the Participant Skills Assessment Questionnaire at the start and end of the Programme;
 - 2.1.10. to submit once (1) a month, on the Friday of the last working week, a free-form report on the progress made during the given period and a future outlook and the assistance needed, reflecting the tasks of the participants in the Application, the assessments and feedback of the student supervisor, validation results and other information on the progress of the Application
 - 2.1.11. the Participant shall submit the Final Report in accordance with Annex 8 to the Regulations no later than 5 (five) days prior to the date of INK DEMO;
 - 2.1.12. at the request of the RSU IC, to prepare a presentation of their business idea, business model, objectives, activities carried out, results achieved, etc. and present the prepared material;
 - 2.1.13. to inform the representative of the RSU IC immediately of any *de minimis* or other public and/or private support received during the term of the Agreement;
 - 2.1.14. not to engage in any activity that may create a conflict of interest that could subsequently affect the fair, objective and neutral execution of the Agreement;
 - 2.1.15. to ensure that at all times the team has at least one (1) member of the team who is a student and at least one (1) participant who is a student of RSU or a participant from an RSU structural unit, in accordance with the Regulations;
 - 2.1.16. to provide the an Application implementation report and other requested information in the manner, format and form specified in the IC information request.
- 2.2. Rights of the Participant:
- 2.2.1. To choose your their supervisor or, if necessary, request a change of supervisor for a student, giving a reasoned justification.
 - 2.2.2. To request changes to the participants of the Application (deletions or additions), if required, based on the justified needs of the participants in the process of implementation of the Application.

3. IC's liabilities

- 3.1. The IC is obliged:
- 3.1.1. To support the Participant in meeting the requirements of the methodological phases of the Application implementation process set out in Annex 2 to the Agreement, including:
 - 3.1.1.1. mentor's services;
 - 3.1.1.2. to assign a student supervisor to the Participant;
 - 3.1.1.3. competence improvement training;
 - 3.1.1.4. to organise networking events;
 - 3.1.1.5. innovative thinking workshops;
 - 3.1.1.6. practical growth and cooperation sessions;
 - 3.1.1.7. other support measures to facilitate the successful implementation of the Application;
 - 3.1.2. to provide freely accessible equipment and services at the Programme implementation premises, including office equipment (e.g. printers, copiers, scanners), office furniture, office supplies, as well as additional services – meeting rooms, storage rooms, lockers, various types of consultations.
 - 3.1.3. not to disclose information in the possession of the IC, which the Participant has indicated as a trade secret, unless such information is publicly available or its publishing is required by legal regulations;
- 3.2. to inform the Participant in a timely manner of changes to the Regulations and other changes affecting his/her participation in the Programme.
- 3.3. To carry out in a timely manner the actions necessary to support the successful implementation of the Application, including any necessary purchases required for the implementation of the Application.
- 3.4. IC's rights:
- 3.4.1. to request from the Participant any information related to the progress of implementation of the Application to ensure the implementation of the purchases planned under the Application;

3.4.2. to communicate information relating to the Agreement to the authorities involved in the control of its performance, in accordance with the laws and regulations or other agreements concluded, and to transfer to third parties the right to recover payments arising from the Agreement. To monitor the progress of the implementation of the Application and the use of the funds, and to inform the Commission of any non-compliances detected.

4. Sources of funding the awarded Innovation Voucher and their usage procedure

- 4.1. The costs of implementation of the Application are co-financed by the European Regional Development Fund, the state budget and RSU private co-financing within the project No 1.1.17/1/25/A/002 “Riga Stradiņš University Innovation Grants for Students”.
- 4.2. The costs of materials, individual consultations and mobility shall be financed in accordance with the funding available under Clause 1.6 of the Agreement through a procurement procedure organised by RSU, with invoices submitted being paid from the RSU current account opened for the implementation of the Project. Supporting documents (agreements, invoices, payment orders, etc.) indicate the identifier and title of the project and of the application.

5. Confidentiality and protection of personal data

- 5.1. All information provided by either Party to the other during the performance of the Agreement, or disclosed in the performance of its obligations under the Agreement, and any part thereof, including but not limited to information about the other Party’s operations, business processes/functions, financial standing, employee remuneration, technology, including written, oral, data, audio – visual and any other information stored in any form, shall be presumed to be confidential. In case of doubt, the Parties shall clarify the status of the information concerned.
- 5.2. The Parties shall not disclose confidential information to third parties without the written consent of the other Party, as well as distribute, reproduce, transfer the material received for the provision of the Service. Each Party shall take the utmost care and attention to ensure the security and protection of confidential information. The obligation not to disclose confidential information shall remain in force even after the expiry of the Agreement and after early termination of the contractual relationship.
- 5.3. A Party shall ensure that its officers, employees, consultants and other persons who will use the other Party’s confidential information will receive and use it only for the performance of the Agreement and only to the extent necessary, and will assume and observe at least the same confidentiality obligations as those imposed on the Parties by the Agreement.
- 5.4. The obligation of confidentiality shall not apply to information which must be disclosed to the persons prescribed by the laws and regulations in the cases, to the extent and in the manner prescribed by those laws and regulations.
- 5.5. If any documents or information are obtained within the scope of fulfilling the Agreement, which contain or may contain personal data of natural persons, the Parties are entitled to process the data obtained from the other Party only for the purposes of ensuring the fulfilment of liabilities under the Agreement and are responsible for the legitimacy of the acquisition and transfer of personal data transferred within the framework of the Agreement, in line with the requirements set in applicable regulatory enactments for processing and protection of personal data, including Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (General Data Protection Regulation) (hereinafter referred to as Regulation). The Party disclosing personal data to the other Party for processing shall be responsible for ensuring the legal basis for the processing of personal data of the respective data subjects and shall implement appropriate technical and organizational measures to protect the personal data of natural persons.

6. Liability of the Parties

- 6.1. The Parties shall be mutually liable, in accordance with the Civil Law, to the other Party or to third parties for direct damage caused by the non-fulfilment or incomplete fulfilment of the obligations set out in the agreement or by the violation of the provisions of legal regulations.
- 6.2. The Parties shall be exempt from liability for non-performance of the Agreement due to force majeure or extraordinary circumstances which the relevant Party (or both Parties) could not have foreseen, prevented or influenced and for the occurrence of which the Parties are not responsible, except for the cases specified in the Agreement.
- 6.3. RSU shall not be liable for any damage caused to third parties as a result of the actions or omissions of the Participant, shall not compensate for such damage, nor shall it increase the amount of support under the Agreement or pay compensation for damage caused by the actions or omissions of the Participant.

- 6.4. RSU shall not be liable for the economic activities of the members of the team of the Participant or the consequences thereof.
- 6.5. RSU shall not be liable for the safety of property left behind by members of the Participant's team and shall not be liable in the event of theft.
- 6.6. The Parties agree that if any of the Parties is held liable for a breach of personal data protection committed by the other Party, the guilty Party shall, to the extent it is responsible for the breach, compensate all the costs, payments, damage, expenses or losses inflicted as a result of its act or omission.

7. Conditions for entry into force of the Agreement, amendment and termination procedure

- 7.1. The Agreement enters into force on the day it is signed and **is in force until complete fulfilment of liabilities of the Parties.**
- 7.2. In the cases and in the manner set out in the Regulations, the Participant shall be excluded and may withdraw from participation in the Programme.
- 7.3. The IC shall give the Participant 5 (five) business days' notice of early exclusion from the Programme by sending a written notice electronically to the e-mail address specified in the Participant's Agreement.
- 7.4. The Agreement may be terminated early at any time by giving the other Party not less than 30 (thirty) days' written notice and by mutual agreement between the Parties in writing.
- 7.5. Any amendments to the Agreement (including changes in details of the Parties) may be made only by written agreement of both Parties, which shall form an integral part of the Agreement from the moment of its signing by both Parties. If the Parties cannot agree, the previous terms of the Agreement shall remain in force.

8. Force majeure

- 8.1. Circumstances of force majeure include natural disasters, acts of war, blockades, riots, strikes, disruptions in communications and credit institutions, acts of government and the political situation in the country.
- 8.2. Each Party affected by force majeure circumstances within the scope of the Agreement shall immediately notify the other Party thereof.
- 8.3. If a Party affected by force majeure fails, without objective reason, to inform the other Party of the occurrence of force majeure within 5 (five) working days, that Party shall not be released from the performance of its obligations under the Agreement.
- 8.4. If the circumstances of force majeure continue for more than 30 (thirty) calendar days, the Parties shall jointly decide on the further performance or termination of the Agreement. In the event of termination of the Agreement due to force majeure, neither Party shall be entitled to claim damages.

9. Other provisions

- 9.1. The person of RSU responsible for the execution, any amendments or changes of the Agreement, and the coordination of matters (other than the signing of amendments to the Agreement) is *(Name, Surname)*, tel. +371 _____, e-mail address: bspace@rsu.lv, tel. No.: +371 _____.
- 9.2. The Parties shall use the contacts of the Participant specified in this Agreement (e-mail address and telephone) and contacts of the RSU's responsible contact person (e-mail address and telephone) for mutual communication. If either Party changes its legal status, the signatory rights of its officers, or any of the details of the Parties referred to in the Agreement, telephone number, fax number, e-mail address, office postal address, etc., the Party shall immediately notify the other Party in writing. If any Party fails to comply with this provision, the other Party shall be deemed to have fully complied with its obligations in using the information specified in the Agreement. This provision shall also apply to the representatives of the Parties referred to in the Agreement and their details. Notices of change of details shall be signed by the signatory official in person or using a secure electronic signature.
- 9.3. The Participant shall inform the RSU's responsible person about any changes in the Participant's details (name, surname, personal ID number, place of residence, telephone number), as well as of any changes in the team, related to the type of business activity, immediately, but not later than within 5 (five) working days from the date of the change.
- 9.4. Documents, messages or other correspondence sent by registered post to the address of a Party specified in the Agreement shall be deemed to have been notified on the 7th (seventh) day after the date of delivery to the post office, but if sent electronically to the e-mails indicated by the Parties, signed with a secure electronic signature and containing a time stamp, it shall be deemed to have been notified on the 2nd (second) day after sending.
- 9.5. The Parties shall settle disputes by mutual negotiations. If it is not possible to reach an agreement in 30 (thirty) days this way, the Parties shall resolve the dispute in accordance with the current regulatory enactments of the Republic of Latvia. In the event of a dispute regarding the content of the obligations under

the Agreement, the Parties shall apply the provisions of the Regulations and the Application submitted by the Participant to clarify the issues in interpreting the provisions of the Agreement.

- 9.6. If intellectual property is created in the course of the implementation of the Application, its rights shall be managed in accordance with the current RSU Intellectual Property Management Policy and the RSU Intellectual Property Management Regulation.
- 9.7. The Agreement is drawn up in Latvian with a translation into English (*specify if applicable*), on __ (____) pages as an electronic document form – signed with a secure electronic signature and containing a time stamp. The Agreement signed by both Parties in electronic format is available to the Parties. *In the event of any doubt as to the interpretation or translation of the provisions of the Agreement, the Latvian language text of the Agreement shall prevail. (specify if the agreement is concluded with a translation into English)*

At the time of its conclusion the Agreement has the following Annexes (*specify if applicable*):

9.7.1. Annex 1 – Participant's Application on __ (____) page(s);

or

9.7.2. Annex 2 – Methodological phases of the minimum application implementation process on __ (____) page(s).

or

(specify if applicable),

10. Details and signatures of the Parties

Rīga Stradiņš University
Reg. No. 90000013771
Dzirčiema iela 16, Rīga, LV-1007

Position
Name/Surname

(signature)

Participant:

Personal ID number: _____

Declared address: _____

Actual address: _____

(signature)

(specify if applicable)

THIS DOCUMENT HAS BEEN SIGNED WITH A SECURE ELECTRONIC SIGNATURE AND CONTAINS
A TIME STAMP



See date in the time stamp of the electronic signature

Agreement No. _____

On the implementation of the RSU student innovation application

Annex 2

Methodological phases of the minimum application implementation process^{1,2,3}

The implementation of the application referred to in Clause 1.3 of the Agreement (development and initial testing of an innovation or research idea or development of an innovation or research idea on the basis of an existing proof of concept) must include at least the following methodological phases of the implementation process⁴, which the student applies and learns during the implementation of the application and the final report must be accompanied by documentation confirming the completion of the phase:

1. If an application for the development and initial testing of an innovation or research idea is implemented:

1.1. Basic knowledge on the development and initial testing of the innovation or research idea, including business starting or research planning, and the methods and tools to be used (*mandatory*).

During this phase, implementers of the application learn, among other things:

- methods for developing the conceptual model of an idea or research (e.g. brainstorming, 6-3-5 method, mind maps, morphological analysis, SWOT analysis, black box method, system and process analysis, analogical reasoning method, Delphi method, etc.);
- identifying, analysing problem situations, researching customer needs, validating the problem and defining solutions;
- methodological processes for developing innovative products or services, such as systemic innovations methods and other methods that demonstrate the steps involved in developing and evolving a product or service;
- developing the innovation process, business model planning tools (e.g. Business Model Canvas, etc.) or research design and selecting methods (quantitative, qualitative, mixed research methods, etc.);
- and other professionally recognised or industry-accepted methods of operation to achieve the goal of the innovation or research idea.

The completion of the phase is evidenced by an entry in the final report of the implementer of the application, providing information of participation in specific practical workshops, lectures and other relevant innovation or research training activities (name of participant (if the application is implemented by a team), title of activity, date, venue, leader of the activity), a brief summary of the main lessons learnt and conclusions from each activity, and a copy of the document confirming participation (if relevant and possible), such as a certificate, statement, etc.

¹ Aulet, B. Disciplined entrepreneurship: 24 steps to a successful startup. John Wiley & Sons. 2013. Available at:

https://www.academia.edu/14414170/Disciplined_Entrepreneurship_24_Steps_to_a_Successful_Startup_1

² LIAA „Inovatīvas darbības pamatelementi. Rokasgrāmatā maziem un vidējiem uzņēmumiem.” Rīga. 2007.gads. Available at: http://www.liaa.gov.lv/files/liaa/attachments/31_inovativas_darbibas_pamatelementi.pdf

³ Ries, E. Startup lessons learned. Available at: <http://www.startuplessonslearned.com/2009/08/minimum-viable-product-guide.html>

⁴ The phases describe the processes that need to be learnt during the implementation of the application, not the eligible costs of the application. The phases can be learned through the different activities of the Student Innovation Programme.

1.2. Networking and building cooperation (*mandatory*)

Implementers of the application present their idea/concept in the form of a short presentation, group discussions led by a business growth coach or other expert led and networking events, including with experts from different levels and different disciplines. Local and international cooperation with industry, the commercial sector, the public sector and the academic sector, and a deeper understanding of research, innovation development and business challenges in the sector is built. Implementers of the application use different communication channels (face-to-face discussions, phone conversations, electronic correspondence, use of business social networks (*LinkedIn*, etc.) for building contacts, etc.) to, for example, generate interest in the cooperation or identify the next steps of the established cooperation.

The completion of the phase is evidenced by an entry in the final report of the implementer of the application, providing information of participation in specific events (name of participant (if the application is implemented by a team), title of activity, date, venue, leader), including self-presentation of the results or intermediate results of the proposal, a brief summary of the main lessons learnt and conclusions from each activity, and a copy of the document confirming participation, such as a link to a video of the presentation of the implementer of the application (if relevant and available).

1.3. Proof of conceptual model of the concept or study (*mandatory*)

Implementers of the application analyse their innovation or research idea, develop a concept or conceptual model of the study and demonstrate that the product, process, technology or business model is feasible (*proof of concept*). For example, the team develops an initial prototype, an initial business idea model, tests a hypothesis, conducts a customer survey, involves a partner from industry or academia, etc.

A prototype is a test version of a product, service, process, model, designed to test its performance (including the relevance of the identified problem and its solution) and to learn from its mistakes.

The completion of the phase is evidenced by a developed and publicly presented innovation idea concept or conceptual model of the study, as well as a detailed description in the final report of the implementer of the applicant of development process, main results and conclusions of the development of the innovation idea concept or conceptual model of the study.

1.4. Development of a minimum viable product or solution demonstration model in a laboratory environment or in an environment with simulated interfaces to existing systems (*recommended*)

Implementers of the application start to improve and develop their innovation or research idea and test its effectiveness. One or more initial prototypes or pilot tests are developed, resulting in a Minimum Viable Product (MVP) or a prototype in a laboratory environment or in an environment with simulated interfaces with existing systems.

An MVP is a prototype or experiment that proves or disproves a hypothesis and its main objective is to provide a working product that contains the basic functions required by the user and that can be used for tests in real market conditions to obtain user feedback and demonstrate business potential.

The completion of the phase is evidenced by a developed and publicly presented minimum viable product or model, as well as by a detailed description in the final report of the implementer of the application of main results and conclusions of the development of the minimum viable product or model.

2. If an application for the development of an innovation or research application on the basis of an existing proof of concept is implemented:

2.1. Knowledge of specific modules of the research and/or innovation process (*mandatory*).

During this phase, implementers of the application perform, among other things:

- Analysing problem situations and defining solutions;

- customer and market analysis (e.g. market segmentation, target market selection, end-user or investor profiling, interviews, customer outreach, *jobs to be done* method for observing and analysing customer activities, etc.);
- product and competition analysis (e.g. product life cycle, product technical specification, *value proposition* preparation, calculation and testing methods (focus group, validation), etc.);
- financial analysis (pricing methods, raising finance from customer, investors, etc.);
- documenting processes and activities for further use in scientific publications, registration of intellectual property rights or for other purposes related to the use of the results of developments;
- and other methods of operation to achieve the goal of the innovation or research idea.

The completion of the phase is evidenced by an entry in the final report of the implementer of the application, providing information of participation in specific practical workshops, lectures and other relevant innovation or research training activities (name of participant (if the application is implemented by a team), title of activity, date, venue, leader), a brief summary of the main lessons learnt and conclusions from each activity, and a copy of the document confirming participation (if relevant and possible), such as a certificate, statement, etc.

2.2. Networking and building cooperation (*mandatory*)

Implementers of the application present their idea/concept in the form of a short presentation, group discussions led by a business growth coach or other expert led and networking events, including with experts from different levels and different disciplines. Local and international cooperation with industry, the commercial sector, the public and academic sector, and a deeper understanding of research, innovation development and business challenges in the sector is built. Implementers of the application use different communication channels (face-to-face discussions, phone conversations, electronic correspondence, use of business social networks (*LinkedIn*, etc.) for building contacts, etc.) to, for example, generate interest in the cooperation or identify the next steps of the established cooperation.

The completion of the phase is evidenced by an entry in the final report of the implementer of the application, providing information of participation in specific events (name of participant (if the application is implemented by a team), title of activity, date, venue, leader, link to video recording (if applicable)), including self-presentation of the results or intermediate results of the proposal, a brief summary of the main lessons learnt and conclusions from each activity, and a copy of the document confirming participation, such as a link to a video of the presentation of the implementer of the application (if relevant and available).

2.3. Development of a minimum viable product or solution demonstration model in a laboratory environment or in an environment with simulated interfaces to existing systems (*mandatory*)

Implementers of the application continue to develop their innovation or research idea on the basis of an existing proof of concept. One or more initial prototypes or demonstration models are developed, theoretical and field tests are performed, resulting in an MVP or prototype in a laboratory environment or in an environment with simulated interfaces with existing systems.

Proof of concept supports the feasibility of a product, process or business model, confirms or refutes the original hypothesis. For example, the team already has a prototype, an initial business idea model, a partner from the industrial sector has been involved, a hypothesis has been tested, etc.

A prototype is a test version of a product, service, process, model, designed to test its performance, concept or model and to learn from its mistakes.

An MVP is a prototype or experiment that proves or disproves a hypothesis and its main objective is to provide a working product that contains the basic functions required by the user and that can be used for tests in real market conditions to obtain user feedback and demonstrate business potential.

The target group of the product has tried the product and the product developers have listened to all user suggestions, as well as the product provides a solution to a problem.

The completion of the phase is evidenced by a developed and publicly presented minimum viable product or model, as well as by a detailed description in the final report of the implementer of the application of main results and conclusions of the minimum viable product or model.

2.4. Improvement of a business model (*recommended*)

After one or more iterations of the MVP, a customised business model is created.

The completion of the phase is evidenced by a developed and publicly presented customised business model, as well as a concise description in the final report of the implementer of the application of the development and the main conclusions of the customised business model.

The implementation of the application referred to in Clause 1.3 of the Agreement shall provide that the outcome of the application (including the prototype) reflects the knowledge, competences and skills acquired during the implementation of the application (including the knowledge to be obtained in phases 1.1, 1.2 or 2.1, 2.2), ensuring understanding and mastery of the methodological processes of innovative product or service development.

Example of activities that characterise the development of the result:

- *Identification and justification of the problem to be solved. Evidence has been obtained that the problem is relevant to the target group;*
- *Identification of the target group of the problem to be solved. The target group has been clearly described. In the case of multiple target groups, common and divergent factors are identified;*
- *The current solution to the problem. Evidence of how the problem was solved in the past has been obtained and communication with the user(s) of the current solution;*
- *Cost of the current solution to the problem. Evidence has been obtained that constitutes the unique cost components of the problem to be solved;*
- *Selling an existing solution to the problem. Evidence of the supply chain of the current solution and the cost of each step has been obtained;*
- *Regulatory enactments governing the solution of the problem. Evidence has been obtained that sets the conditions governing the implementation of the solution to the problem;*
- *Scaling the solution to the problem. Evidence has been obtained on the opportunities for the scalability of the solution, e.g. by assessing the experience of at least two countries, taking a detailed identification of the situation.*
- *Justification for no solution to the problem. The current situation has been analysed and the reasons why the current problem has not yet been solved are given;*
- *Other actions according to the type and specificity of the application.*

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