

**110 年度**

**科技部國際加速計畫資助申請規定**

**Taiwan Tech Arena**

**2021**

**Request for Proposal of International Startup  
Supporting Program**

## 一、背景說明

為配合「青年科技創新創業基地建置計畫」(以下稱 TTA)執行，打造國際級創新創業基地，將引進國際級加速器進駐基地。藉由加速器執行業務功能與加速器營運能量，辦理招募科技新創團隊、開辦創業加速課程、媒合國內外新創團隊和國內外企業促成實質商業合作，同時配合 TTA 進行國際廣宣路演，與臺灣加速器與創業生態圈建立長期合作關係，以期協助加速科技創新創業成功、並將國際加速器能量系統性導入臺灣加速器生態圈、為 TTA 建立國際能見度、創造經濟效益。

1. **Background:** Ministry of Science and Technology of Taiwan (hereby “MoST”), set up Taiwan Tech Arena (hereby “TTA”) program to contribute to building an international tech startup ecosystem in Taiwan. Through collaboration with international startup supporting programs, TTA recruits startups, provides mentorship, and operates a platform for international startups to develop business and expand. Also, TTA organizes a series of international roadshows to build global connections with international startup ecosystems so as to help accelerate the growth of tech startups, build TTA as a leading tech startup ecosystem brand and create an economic effect.

二、徵選項目：招募並引進輔導新創團隊，同時協助新創與企業取得實質商業合作、募資及事業成長；亦包含但不限於企業定向育成等支持輔導計畫。

2. **Request-for-proposal:** The International Startup Supporting Program (hereby the Program) is looking for applicants to **recruit and coach startups**, as well as **assist startups to achieve effective business opportunities with corporate, new fund raised, and other business growth**. The Program could be (but not limited to) acceleration program of **corporate open innovation** or **corporate venture building**.

## 三、申請者資格

- (一) 申請者具備投資功能為優先、執行新創加速支持計畫能量、且具備國際鏈結能量與實績者

(二) 申請者須於台灣設立公司

### 3. **Qualification:**

- I. Applicants must have the ability and track record to a) **invest(as preferred)**, b) perform a startup supporting program, and c) in specific possess the connection and capability to help startups expand internationally
- II. Applicants must to **set up a legal entity in Taiwan**

## 四、遴選審查流程

- (一) 申請：本規定公告後即日起接受申請，申請者須至少提供涵蓋以下要求內容之簡報(PPT 版本)，email 至 [vfan@itri.org.tw](mailto:vfan@itri.org.tw)。申請截止時間為 109 年 12 月 04 日 台灣時間下午五點整。
- (二) 審查：由 TTA 執行辦公室組成外部評審團進行審查，執行辦公室並保留面審權利，後續將以電子郵件通知申請者結果，並啟動簽約或續約事宜。

### 4. **Selection and review process**

- I. Application: The request-for-proposal is open for application upon its announcement. Applicants must submit a PowerPoint proposal that includes the criteria in the following paragraphs, email to [vfan@itri.org.tw](mailto:vfan@itri.org.tw). The deadline for the applications is **17:00, December 04<sup>th</sup>, 2020, Taipei Time**.
- II. Review: TTA Program Office (Industry Technology and Research Institute) will assemble an external review committee to review the applications. An on-site review meeting may be required. The decision will be delivered to the applicants by e-mail and the contract signing process would be followed.

## 五、遴選與資助金額審核準則

申請者應就如下項目提出輔導計畫簡報(英文 PPT 版本；審查會亦須以英文簡報)，TTA 將據此進行評估遴選並決定資助金額。

- (一) 資歷與實績(以輔導 TTA 新創團隊之實績說明成效，若無請以加速器其他過往輔導實績說明)

1. 107 年~109 年輔導新創團隊數

2. 107 年~109 年新創獲投金額/家數/平均規模
3. 107 年~109 年新創營收金額/增加金額
4. 107 年~109 年新創員工總人數/增加員工數
5. 107 年~109 年加速器本身投資 TTA 新創團隊總金額/家數
6. 出場/被併購金額及家數
7. 估值(高估值亮點團隊)

(二) 年度輔導特色機制

(三) 企業合作規劃

(四) 國際資源鏈結(海外網絡、資金與企業資源等)

(五) 協助團隊完成外部募資與實質商業合作等規劃

(六) 年度預算規劃

(七) 新創輔導計畫目標設定及對應作法

1. 年度新增總募資額至少台幣 1.5 億元 (可含 TTA 歷史團隊；若為 110 年新加入加速器則須達成至少台幣 1.2 億元)、其中至少 1 家團隊(須 110 年新招募輔導團隊)成功募資額須達台幣 6 千萬元。
2. 加速器經營團隊須進駐，至少須承租 6 個座位；同時提出新創團隊進駐每月預估總座位數。
3. 加速器請自行設定年度輔導團隊數量，但若輔導 20 組新創團隊以上，且其中國外團隊家數達 1/3，將予以審查加分(權重 2 倍)。
4. 所有國外新創團隊皆須實體來台參與 TTA 相關輔導活動、若因疫情持續等不可抗力因素可作適度調整。

註：

1. 若收件書審資料未完全符合如上要求、將予退件於規定期限內重新補件
2. 評分標準：

	項目	內容	比例
1	資歷與實績	加速器過往 3 年輔導新創團隊之獲投資額/營收增額/成功出場等具體績效	15%
2	年度輔導特色機制	加速器輔導培育新創成長之特色作法之	15%

	項目	內容	比例
		可行性與完整性，及是否符合本案需求	
3	企業合作規劃	導入何種企業資源與作法為團隊加值，或與企業合作開設新創輔導加速相關規劃之可行性及完整性	15%
4	國際資源鏈結(海外網絡、資金與企業資源等)	加速器導入海外網絡，如海外業師、投資人、企業與市場資源之可行性及完整性	15%
5	協助團隊完成外部募資與實質商業合作等規劃	上述年度總募資額等各指標須達成與對應作法，及如何輔導新創團隊與企業進行實質商業合作取得商機等可行性及完整性	15%
6	年度預算規劃合理性	檢視各項經費預算分配與編列成本支出之必要性與金額合理性，以及與本案相關性	10%
7	年度輔導團隊數量	加速器請自行設定年度輔導團隊數量(含國際團隊數)，但若輔導 20 組新創團隊以上，且其中國外團隊家數達 1/3，將予以審查加分(權重 2 倍)	15%
合計			100%

## 5. Criteria for selection and grant amount decision

Applicants must submit a PowerPoint proposal in English that includes the criteria as follows, TTA Program Office and the external review committee will decide the amount of the grant based on the proposal.

- I. **Credibility and tracking record (please elaborate the performance of supporting TTA portfolios; if none, please elaborate the general performance of acceleration)**
  - i. **The total number of portfolios from 2018 to 2020**

- ii. **The total amount of investment of portfolios from 2018 to 2020, the total number of portfolios being invested from 2018 to 2020, and the average number of investment of portfolios from 2018 to 2020**
- iii. **The amount of revenue of portfolios from 2018 to 2020, and the number of increased revenue of portfolios from 2018 to 2020**
- iv. **The number of employees in portfolios from 2018 to 2020, and the number of increased employees in portfolios from 2018 to 2020**
- v. **The total amount of investment from the Applicants to TTA portfolios from 2018 to 2020, and the total number of TTA portfolios being invested by the Applicants from 2018 to 2020**
- vi. **The total exit amount or merged and acquired amount of the portfolios, and the number of portfolios exited or being merged and acquired**
- vii. **The valuation of highlighted portfolios**

**II. Innovative Plans and goals to support startups**

**III. Plans and goals to collaborate with corporate**

**IV. Plans and goals to connect global resources, such as global network, fund, corporate, etc.**

**V. Plans and goals to support startups raise fund and make effective business connections**

**VI. Annual Budget**

**VII. Startup supporting goals**

- i. **Applicants must commit to supporting portfolios to increase the amount of investment no less than NTD \$ 150 million annually (including TTA portfolios; Applicants who join the Program only since 2021 will need to hit the target of NTD \$ 120 million), and at least 1 of the portfolios must raise no less than NTD \$ 60 million (must be a startup in the 2021 cohort of the Applicants)**
- ii. **Applicants must commit to having the core operation team station inside TTA and to renting at least 6 seats**
- iii. **Set the number of annual portfolios by the Applicant itself, if more than 20, and 1/3 from overseas, scoring will be weighted 2 times**
- iv. **Applicants must commit to supporting portfolios to join the Programs collaborating with TTA physically in Taiwan, may discuss alternatives if the COVID-19 pandemic continues or other incidents of Force Majeure happen**

**Note:**

- 1. TTA Program Office may request the Applicants to re-submit within the specific period if the proposal is incomplete with the aforementioned criteria**
- 2. Scoring Criteria**

	Item	Specification	%
1	Credibility and tracking record	Performance from 2018 to 2020 (the total number of portfolios being invested, etc)	15%
2	Innovative Plans and goals to support startups	The feasibility of Innovative Plans and goals to support startups	15%
3	Plans and goals to collaborate with corporate	Implement what kind of Corporate resources and practices to add values for the portfolios	15%
4	Global Resources	global network, fund, corporate, & mentor, etc.	15%
5	Fund-raising & Business Engagement	How ensure the goals of annual fund-raising, as well as the practices of supporting business engagement for the portfolios	15%
6	Annual Budget	The Rationality of annual budget	10%
7	Annual number of portfolios	Set the number of annual portfolios by the Applicant itself, if more than 20, and 1/3 from overseas, scoring will be weighted 2 times	15%
			100%

**六、獲選加速器權利**

- (一) 營運資助：110 年 TTA 可資助上限為申請者所提之總投入資源 35%，主辦單位將依團隊輔導隊數、營運項目、費用經費編列之詳實性與成本合理性等決定資助金額(新台幣含稅)。**
- (二) 基礎 TTA 使用空間：所有獲選者將享有 TTA 會議室、簡報室之基礎使用額度，惟有空間使用需求者可獲得額外使用權利。**

## 6. Selection and review process

- I. **Subsidy of Operational Expenses:** The cap amount of the Subsidy of Operational Expenses in the year of 2021 will be **35% of the Applicant's proposed input into the Program (NTD, tax included)**. MoST and the review committee will determine the amount based on but not limited to a) the proposed number of startups supported, b) the working items of the Program, c) the comprehensiveness, accuracy, and reliability of the proposed budget
- II. TTA facility basic service package: all selected applicants will be provided a certain usage quota of meeting rooms and briefing rooms. Selected applicants who rent space from TTA will get an extra quota.

## 七、獲選加速器義務

- (一) 針對申請之項目提出詳細營運計畫，說明進駐形式、工作項目、預計成果、總投入資源經費與自籌款規劃。
- (二) 依提出之計畫執行工作項目，並配合 TTA 執行辦公室提供新創輔導報告、募資與估值、每月提供執行進度報告、年度成果報告與新年度審核作業申請等資訊。
- (三) 有空間使用需求者需派遣核心人員實質進駐：
  1. 須配合 TTA 長期營運目標，於進駐期間內與 TTA 場域營運商簽訂場地租約，遵守契約、場地管理要點等相關規定，並支付使用空間之租金與管理費。
  2. 履約期或租用期間如進駐加速器造成承租場地任何損害，須照價賠償和支付相關罰金，不得有異議。
  3. 獲選者需於營運計畫中提出 110 年欲申請 TTA 座位數及相對應之預算 (TTA 座位與場地租金定價請參考備註)。
  4. 獲選者於新創團隊受輔導進駐基地期間，得向進駐團隊收取費用、但不得高於備註九、(一)租金價格。
- (四) 所有獲選者須配合 TTA 規範，於計畫活動及空間標示 TTA 品牌以供識別。



- (五) 國內外行銷：配合 TTA 執行辦公室辦理各項產業鏈結、行銷路演活動，並於申請之 TTA 計畫工作項目範圍內，配合進行本計畫廣宣，如聯名計畫、活動等。
- (六) 追蹤報告：需配合本計畫持續追蹤與提供其培訓之新創公司/團隊相關進度，並配合提供新創團隊輔導履歷報告及發展狀況。
- (七) 計畫執行審查及檢討，若以上義務未履行者或不合格者，計畫將有權利中止與加速器合作之契約。

## 7. **Obligations for selected applicants**

- I. Detailed proposal: submit a detailed proposal for the Program, describing a) the format of station/usage of TTA facility, b) the working items, c) the expected result, d) the proposed input, and e) the plan of self-fundraising
- II. Report: execute the working items as proposed and follow the instructions of TTA Program Office to provide a) overall startup supporting reports, b) the fundraising number and valuation of portfolios, c) monthly report, d) annual report, e) proposal for the next year, and other relevant information requested by MoST.
- III. Core operation team must station inside TTA if the selected applicants have facility needs:
  - i. Sign a leasing contract and pay for the rental and administration fees to the TTA Space Management Team, and comply with the lease contract and space management regulations stipulated and announced.
  - ii. If the leased premise is damaged during the term of lease, the Selected Applicants shall compensate for the same.
  - iii. Propose the number of seats requested and the respective budget in the year of 2021 while submitting the proposal (please refer to the Footnote for rental).
  - iv. Selected Applicants may charge the startups **during the time of their stationing inside TTA, the price shall be no higher than the announced rental in the Footnote 9-1 "Rental for TTA Facility Price"**
- IV. Branding: follow TTA's regulations to put TTA logo in the Selected Applicants' office or event space related to the Program
- V. Global marketing: cooperate with TTA Program Office to plan and execute activities including connection building with various industries, marketing, and roadshows, as well as to assist with public promotion working items for the Program.

VI. Performance Tracking: track and provide the progress of TTA portfolios and their coaching record.

VII. Evaluation: the Program will have the right to suspend the Subsidy Agreement with the Selected Applicants if one does not fulfill the obligations or does not meet the requirements.

## 八、其他注意事項

(一)本計畫執行辦公室保有隨時變更、解釋及終止此申請規定之權利。

(二)資助款撥款時需檢附之相關團隊輔導履歷、活動辦理等文件，將另於本計畫執行辦公室與獲遴選進駐之加速器簽訂合約詳述。

(三)本計畫執行辦公室另保留檢閱查核執行內容之權利，包括但不限於實際支出與計畫所提費用之比照、相關單據或報告等

## 8. Others

I. TTA Program Office reserves the right to change, interpret, and terminate the regulations of the Program at any time.

II. TTA Program Office will provide the format of documents required for subsidy payment installments, including startup one-pager, event record tracking, and other relevant documents. The documents will be described in detail in the Subsidy Agreement between TTA Program Office and each of the Selected Applicant.

III. TTA Program Office reserves the right to conduct audit of the Program, including but not limited to the actual expense and proof of execution.

## 九、備註

(一)110年 TTA 座位、會議空間與活動場地之租金價格

辦公座位(席)	
Hot Desk (公告價)	2500
固定座位 (公告價)	3500

<b>會議空間 / 1hr</b>	
4 人	150
6 人	200
8 人	300
12 人	400
<b>活動空間/ 4hrs 為一時段</b>	
小型教室空間 (301)	1500
大型簡報室(411)	3000
大型活動空間(3F 階梯區)	8000
3 樓餐廳暨廚房	1500

(二)由申請使用 TTA 空間加速器所輔導之新創團隊進駐 TTA 期間，均享有「基礎空間服務」(每位進駐會員所享有之固定辦公座位、會議空間使用額度、活動場地使用額度、參與 TTA 社群活動之固定配套服務)。

(三)如新創團隊欲使用「基礎空間服務」以外之資源與服務，本計畫執行辦公室(或其委辦之單位)將逕自向該新創團隊收取額外費用。

## 9. Footnote

### I. 2021 Rental for TTA Facility Price

<b>Office Seat / per seat per month</b>
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Hot Desk	NTD \$ 2,500
Fixed Seat	NTD 3,500
<b>Meeting Room / 1hr</b>	
4 persons	NTD \$ 150
6 persons	NTD \$ 200
8 persons	NTD \$ 300
12 persons	NTD \$ 400
<b>Event Space / per 4hrs</b>	
Small Room (301)	NTD \$ 1,500
Briefing Room (411)	NTD \$ 3,000
Event Space (3F Staircase)	NTD \$ 8,000
3F Kitchen	NTD \$ 1,500

- II. All startups recruited by the selected applicants inside TTA, will get TTA facility basic service package during the time of their stationing inside TTA: Each stationed member will be provided with fixed office seats, a certain usage quota of meeting rooms and event venues, and a set of supporting services for participating in TTA community activities.
- III. TTA Space Management Team may charge startups if ones requested an extra service.