



## 2016 GIST TECH-I Competition Program Announcement

[gistnetwork.org/tech-i](http://gistnetwork.org/tech-i)



## I. Competition Snapshot

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<b>Competition Launch</b>	December 7, 2015
<b>Application Period and Deadline</b>	Deadline for application submission is <b>January 15, 2016</b> Applications may be submitted beginning <b>December 7, 2015</b> at 12:00 PM (noon) US EST (5:00 PM GMT) via <a href="http://www.gistnetwork.org/tech-i">www.gistnetwork.org/tech-i</a>
<b>How to Apply</b>	Upload an executive summary, short description, and 90-second pitch video to the GIST Tech-I website.
<b>General Purpose</b>	Benefit your eligible country or emerging economy by receiving training and seed funding for science and technology entrepreneurship: develop an idea into a start-up or start-up into a sustainable enterprise
<b>Eligibility Summary</b>	The applicant must be a citizen of at least one of the GIST emerging economies (Appendix A). The applicant cannot hold dual citizenship or permanent residency in a non-GIST emerging economy. For applications in the Startup Stage category: the Startup company must also be, at least in part, in a GIST emerging economy (Appendix A). For applications in the Idea Stage category: The applicant must intend to pursue their idea as a business in a GIST emerging economy (Appendix A). Full eligibility requirements are described in Section IV in the Program Announcement.
<b>Prizes and Benefits</b>	Mentorship Webinars and Face-to-Face Training Individual Seed Capital Prizes Digital Membership in the American Association for the Advancement of Science (AAAS)
<b>Submission Mechanism</b>	GIST Tech-I website: <a href="http://www.gistnetwork.org/tech-i">www.gistnetwork.org/tech-i</a>

## II. GIST Initiative and Tech-I Background

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The Global Innovation through Science and Technology (GIST) initiative, led by the U.S. Department of State, operates at the intersection of science and technology, innovation, and entrepreneurship to empower individual scientists and innovators and to strengthen entrepreneurial ecosystems. GIST equips young men and women around the world with the skills they need to become successful entrepreneurs and leaders who turn ideas into new ventures that transform their communities. GIST identifies and supports promising young entrepreneurs through competitions, skills development, networking, and interactive mentorship. To find out more about the GIST initiative, please visit [www.gistnetwork.org/about](http://www.gistnetwork.org/about).

The GIST Technology Idea (Tech-I) competition is an annual competition for science and technology (S&T) entrepreneurs from 135 emerging economies around the world. Up to thirty applicants are selected as finalists who receive an all-expense paid trip to the Global Entrepreneurship Summit (GES), this year in Silicon Valley, to



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showcase their ventures and to receive intensive training. GIST Tech-I winners, selected by experts at GES, win prizes as well as receive one-on-one mentorship and training. The Tech-I Competition is a part of the U.S. Department of State's GIST initiative and is implemented by the American Association for the Advancement of Science (AAAS).

The U.S. Department of State uses science to foster a global environment where invention, innovation, and industry thrive. It engages foreign partners on science policy issues that support open, transparent, and meritocratic systems of governance, executes public diplomacy programs that promote the value of science to the general public, and implements capacity building programs that train young men and women to become entrepreneurs. For more information about the U.S. Department of State, please visit [www.state.gov](http://www.state.gov).

AAAS is the world's largest general scientific society and publisher of the *Science* family of journals, which include journals with the largest paid circulations of peer-reviewed general science journals in the world. Founded in 1848, AAAS has 262 affiliated societies and academies of science, serving 10 million individuals. AAAS is a not-for-profit organization that is open to all and fulfills its mission to "advance science, engineering and innovation throughout the world for the benefit of all people" through initiatives in science policy, international programs, and science education. For more information about AAAS, please visit [www.aaas.org](http://www.aaas.org).

### III. Scope of GIST Tech-I Competition

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AAAS invites all eligible participants from the 135 GIST emerging economies listed in Appendix A to participate in the annual GIST Tech-I Competition. More details regarding GIST emerging economies can be found below and on the GIST Tech-I website. Applicants can come from any sector. Some examples of sectors are agriculture, healthcare, energy, environment, ICT and aerospace.

The GIST Tech-I Competition is designed to encourage and support technology and science entrepreneurs to launch and/or grow a company through:

- Training and mentorship with successful entrepreneurs, scientists, angel investors, and venture capitalists
- Networking opportunities
- Access to capital through networking opportunities
- Prizes to support your entrepreneurship goals
- National and international visibility for your idea or enterprise

Each GIST Tech-I application consists of an executive summary (up to 750 words in English), a short description (up to 100 words), and a promotional video (no longer than 90 seconds) of the product or service (see section VI. Application Instructions) and will be reviewed by an expert review panel convened by AAAS. Panels will be chosen based on the particular science and technology sectors covered within the application pool, and also in regard to any specific regional perspectives, such as Eurasia; Latin America & the Caribbean; The Middle East & North Africa; West Africa; East, Central, & Southern Africa. The panels thus will consist of both general and regional scientific and technical experts, as well as innovation and entrepreneurship experts.

The panels will select up to 100 GIST Tech-I semi-finalists, who will have their videos posted online for public voting over a pre-determined period. Based on the public voting and the merit scores from the expert panels, up to thirty finalists will be selected. These finalists will be invited to the 2016 GIST Tech-I Finals at the 2016 Global Entrepreneurship Summit (GES) in Silicon Valley. Immediately prior to GES, all finalists will receive two days of training with AAAS, the U.S. Department of State, and a team of trainers and mentors. As part of GES, the finalists will make their final pitches in one of two classifications: Idea Stage entries and Startup Stage entries. These pitches will be judged by panels of experts who will select competition winners. GIST Tech-I Prize winners will include at minimum the top Idea Stage entry, the top Startup entry, Outstanding Female Entrepreneur, and the Science and Technology Excellence Prize.



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## IV. Eligibility

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Competition applicants must meet all of the following criteria to be eligible to participate in the 2016 GIST Tech-I Competition:

- 1) The applicant must be a citizen of at least one of the GIST countries or emerging economies (Appendix A). The applicant cannot hold dual citizenship or permanent residency in a non-GIST country or emerging economy.
- 2) The application must contain all parts required (described below in Application Instructions).
- 3) The application must be received by the announced submission deadline.
- 4) All applications must focus on science or technology solutions with market potential in a GIST eligible country or emerging economy, or broader.
- 5) For applications in the Startup Stage category: the Startup company must be, at least in part, in a GIST country or emerging economy (Appendix A).
- 6) For applications in the Idea Stage category: The applicant must intend to pursue their idea as a business in a GIST country or emerging economy (Appendix A).
- 7) Teams/individuals may only enter the competition once.
- 8) For a team application, each team must select one member who will be the applicant for the team in the competition. In team situations, eligibility is determined by the applicant team member, not the team as a whole. This member does not have to occupy a particular position on the team, (e.g., CEO); however, their role and responsibilities within the team must be documented in the application. Should the application progress to the finals, the applicant team member will represent the team at the Global Entrepreneurship Summit (GES). The applicant team member is hereafter referred to as the applicant and will be the recipient of any prize funds. Should the applicant from a team be unable to attend the finals, another member of the team may be appointed as a replacement; however, that replacement must meet all the eligibility requirements for the competition as stated in this document. In the case of a replacement, the replacement team member becomes the applicant representing the team at GES and will be the recipient of any prize funds.
- 9) Each applicant must choose to enter the competition as either an Idea Stage or Startup Stage classification based on the following criteria:

### Idea Stage

- The entrepreneur has research or a technology with commercialization potential.
- The entrepreneur has not started a business yet and is willing to start a business.
- The entrepreneur has defined the qualifications of a management team needed to execute the idea.
- The entrepreneur has started to identify advisors.
- The entrepreneur has started market research.

### Startup Stage

- The venture is for profit
- The venture is less than three years old from date of startup.
- The venture has some funding already—either through revenue, through external financing (from public or private sources), or a combination of both.
- The venture has a product or service that is currently in a testing or pilot stage and that can be made available for commercial release.



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- 10) Applications that fall under the following categories will not be accepted:
- Research projects with no demonstrable commercial potential
  - Teams based at a charity or foundation (not-for-profit) organization
  - Finalists from previous GIST Tech-I competitions who traveled and competed in the GIST Tech-I Finals. Prize winners from I-Dare competitions
  - Teams based at organizations that buy and resell technologies and other goods
- 11) The applicant must be at least 18 years old and can be through 40 years old on January 15, 2016 (application deadline), and must be able to both read and speak English proficiently.
- 12) The applicant must hold a valid passport of a GIST eligible emerging economy and be eligible to travel to participate in the training days and GES, if selected as a finalist. The applicant must be able to obtain a U.S. visa that allows for monetary reimbursements. Also, the applicant should be available to present their Idea or Startup during GES.
- 13) All materials submitted must be the original work of the applicant (see Appendix B).
- 14) All prize winners of the GIST Tech-I Competition must have access to or the ability to obtain a bank account that is able to accept wire transfers in order to receive funds.

## V. Timeline and Process

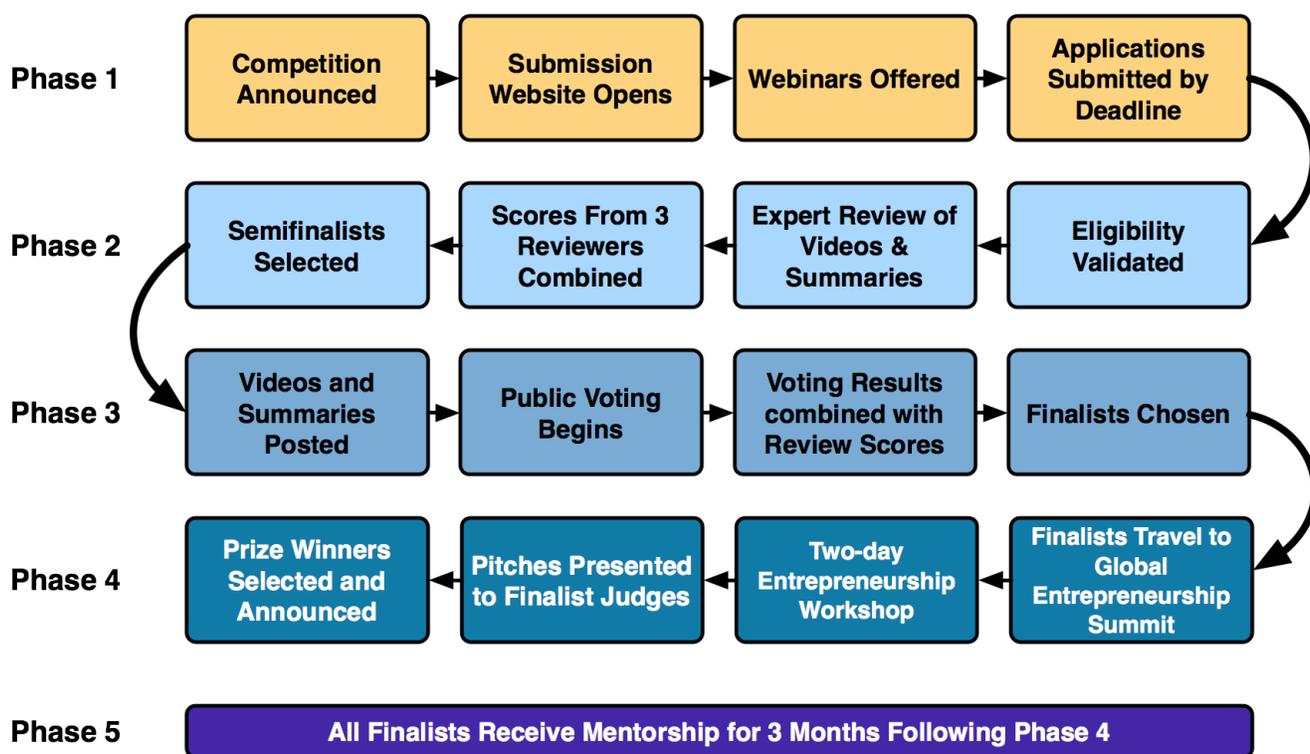


Table 1: GIST Tech-I Timeline

		Starts	Ends
Phase 1	Submission & Webinars	7 December 2015	15 January 2016
Phase 2	Expert Panel Review & Semi-Finalist selection	25 January 2016	28 February 2016
Phase 3	Online voting and Finalist selection	TBD	TBD
Phase 4	GIST Tech-I Finals	TBD	TBD
Phase 5	Mentorship of Finalists for 3 months	TBD	TBD



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## Phase 1: Submission & Webinars

A complete GIST Tech-I application consisting of a 750-word executive summary, short description, and a 90-second promotional video must be submitted via the GIST Tech-I website by January 15, 2016, at 12:00 PM (noon) US EST (5:00 PM GMT). Applicants are advised to allow sufficient time prior to the deadline to submit their application and to carefully review the “Application Instructions” and “Evaluation Criteria” prior to submitting. Once the application is submitted by the announced deadline, the applicant may not seek to modify it.

All applicants will be able to access and edit their applications, including submitted applications, until the application deadline.

During the application period, potential applicants can attend webinars to acquire skills to improve their applications:

- 9 December 2015: *Is GIST Tech-I for me? What is GIST Tech-I?*
- 16 December 2015: *How to make a promotional video*
- 6 January 2016: *Advice on how to complete your proposal*

This schedule may be adjusted and additional training webinars may be added. All changes to this schedule will be posted on the GIST Tech-I website, [www.gistnetwork.org/tech-i](http://www.gistnetwork.org/tech-i).

## Phase 2: Expert Panel Review and Semi-finalist Selection

Expert review panels will select up to 100 semi-finalists, based on the evaluation criteria outlined in Section VII.

Applicants will be notified of the results via email. Results will also be announced on the GIST Tech-I website ([www.gistnetwork.org/tech-i](http://www.gistnetwork.org/tech-i)) and on GIST Network social media platforms including Facebook and Twitter: Facebook – [www.facebook.com/GISTNet](http://www.facebook.com/GISTNet); Twitter – @GISTNetwork.

## Phase 3: Online Voting and Finalist Selection

The GIST Tech-I semi-finalists selected from the previous phase are encouraged to mobilize their networks to vote for their videos for roughly a month-long period. Online voting provides evidence of the entrepreneur’s ability to create and sustain a strong network. All videos will be made available online for the global public voting audience for the dates specified. All semi-finalists are required to create GIST Network profiles at [www.gistnetwork.org](http://www.gistnetwork.org) in order to allow the global voting public to view their video and to learn more about the semi-finalists and their idea or start-up. Up to thirty finalists will be selected (see evaluation criteria below for more information).

AAAS will work with all semi-finalists to support their endeavors to promote, advertise, and mobilize networks of voters around the world.

**Voting Frequency and Process:** Each day during the one-month voting period, a person may cast one vote each for any of the semi-finalists. For example, the voter can cast one vote each for several different semi-finalists on the same day. After 24 hours, the voter may vote again for any number of semi-finalists. This regulated repetition in voting is allowed in order to encourage Tech-I applicants to build and sustain public enthusiasm and interest—an element of successful S&T entrepreneurship.

However, AAAS reserves the right to discount fraudulent votes as determined by fraud prevention analysis. In cases of severe fraudulent activity AAAS will contact the semi-finalist in order to attempt to resolve the issue. Persistent fraudulent activity will result in the removal of a semi-finalist from the competition.

**GIST Regional Startup Boot Camp Voting:** During online voting for GIST Tech-I applicants in Phase 3, voters will also be given the option to vote for an emerging economy whose entrepreneurs could win attendance at a Regional Startup Boot Camp. This option is presented each time a voter votes for a semi-finalist, so Tech-I



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applicants can also have an indirect influence on further opportunities for entrepreneurs in their country or region.

GIST Startup Boot Camps empower young science and technology innovators and entrepreneurs through on-the-ground training and mentoring delivered by top U.S. mentors and in-country partners. Training and mentorship, combined with exposure and access to capital, encourage entrepreneurs to confidently apply their skills to advance science and technology ventures. Regional Startup Boot Camps accept entrepreneurs from the local region, or a pre-selected sub-set of countries in a region, to expand the reach of a single country event.

There will be one winning GIST emerging economy in the boot camp competition. This emerging economy will have received the highest number of votes. A limited number of entrepreneurs from the winning emerging economy will be invited to attend a boot camp, either in their country or in another country at the discretion of the U.S. Department of State. The event will be scheduled during the 2017 calendar year. The U.S. Department of State reserves the right to determine where the boot camp will be held. If the boot camp is not held in the winning emerging economy, at least 25% of the boot camp participants will come from the winning emerging economy and transportation of winning emerging economy participants to the camp will be provided. A GIST boot camp prize is restricted to not more than one every three years. All attendees are selected through a transparent application process detailed on [www.gistnetwork.org](http://www.gistnetwork.org).

#### **Phase 4: GIST Tech-I Finals at the Global Entrepreneurship Summit**

Finalists will be invited to the Global Entrepreneurship Summit (GES) in Silicon Valley, with all travel expenses provided, to participate in the 2016 GIST Tech-I competition as part of GES. All travel will be organized and coordinated by AAAS. On site and immediately prior to GES, all finalists will receive two days of training with AAAS and its team of experience trainers and mentors. All trainers and mentors will sign the AAAS Conflict of Interest and Non-Disclosure agreements so that conversations about the planned product can be open and detailed. Training and group workshop topics may include: perfecting your business model canvas, maximizing your mentorship opportunities, identifying and selling to your key audience, understanding regulatory pathways and IP protection, and effective communication of complex science and technology to a general audience.

Finalists may be required to provide additional information prior to the finals, including the submission of a business model canvas, technical specifications of the innovation, a market-positioning statement on product uniqueness, and a write-up on envisioned social impacts. The Lean Startup Methodology will be the basis for the business model canvas and commercialization strategy requirements.

All finalists will be invited to attend a minimum of three webinars designed to assist and aid in their preparations for the final round of competition. Webinar topics to assist in the development of such materials will include the key components of a business model canvas, effective communication with potential funders, technical writing for entrepreneurs, and the elements of an effective business pitch. The webinars form the pre-requisite training required prior to embarking on the intensive training in country.

There will also be the opportunity for finalists to engage in subject matter-specific sessions with entrepreneurs who have expertise in funding opportunities, stakeholders, and key global technology trends and opportunities within various topic areas. Additional sessions will be held for female finalists only and for those who may have never presented in English previously.

The final round of the GIST Tech-I competition is the presentation pitching, which will take place during GES. Finalists will be split into two groups: Idea Stage entries and Startup Stage entries. Each finalist will give a live, 3-5 minute business pitch to a panel of judges, followed by 3-5 minutes of questioning. Details of judging are described further below in the section on Evaluation Criteria and Process.

Finalists who are chosen to win prizes will be announced during the GIST Prize Ceremony at GES. There will be several prizes, both monetary and non-monetary, presented including Top Startup entry, Top Idea Stage entry, Outstanding Female Entrepreneur, and Science and Technology Excellence Prize. Additionally, all finalists will receive a one-year digital membership to AAAS that provides electronic access to *Science Magazine* and the resources of the association.



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## Phase 5: Mentorship for Finalists Following the Global Entrepreneurship Summit

The GIST Tech-I finalists who compete in Phase 4 will have the opportunity to work with a suitable mentor for up to three consecutive months following the GIST Tech-I Finals. The mentoring phase of the competition matches each finalist with a mentor and links each finalist with a network of mentors and advisors who can offer assistance meeting a range of needs and requirements.

## VI. Application Instructions

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In order to participate in the competition, eligible applicants must submit their application online at [www.gistnetwork.org/tech-i](http://www.gistnetwork.org/tech-i) by the announced deadline. At the time of submission, applicants will

- Classify the application as either an Idea Stage or Startup Stage project;
- Assure that the purpose of the work proposed is to benefit a GIST country or emerging economy;
- Acknowledge that any funds or support received from the GIST Tech-I program will be used for lawful purposes;
- Commit to providing a report on the impact of any prize received from the competition;
- Commit to using any Tech-I prize money received to advance the S&T entrepreneurship goals described in the application; and
- Certify that materials submitted in the application are the original work of the applicants. All applications advancing to the semi-final stage will be screened electronically to validate that writing is that of the applicant and not taken from other sources. No application containing plagiarized writing will be funded under this competition. Please carefully read Appendix B below.

Applicants and their representatives are encouraged to contact the AAAS GIST Tech-I team via e-mail to [tech-i@gistnetwork.org](mailto:tech-i@gistnetwork.org) with questions regarding their application prior to the application deadline. However, applicants are as to check the Frequently Asked Questions that will be published online for the benefit of all applicants at [www.gistnetwork.org/tech-i](http://www.gistnetwork.org/tech-i)

Once the application is submitted by the announced deadline, the applicant may not seek to modify it.

By submitting an application, the applicant agrees to all of the rights, permissions, terms, and conditions of application and participation contained in this document. Upon submission, all applications, encompassing the proposal text and video, become the nonexclusive property of AAAS. AAAS can publicize and use the application materials in order to promote the GIST Tech-I competition. More details on Terms and Conditions of Application and Participation can be found in Section VIII. All proposals and videos will be screened for eligibility immediately following submission. Non-eligible proposals will not advance to review and the applicant will be informed of this action.



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The application must contain three components:

- 1) **Executive Summary**  
The executive summary narrative should not to exceed 750 words, and should be written in English. It should include information addressing the review criteria outlined in Section VII, Table 2, for your submission category (Idea or Startup). In addition to the executive summary narrative, applicants are encouraged to include visuals, such as tables, graphs, and/or photos, to convey additional information or to complement the narrative.
- 2) **Short Description**  
The short description should not to exceed 100 words, and should be written in English. It should briefly describe the important points of the application: what is the idea or startup; why is it innovative; how will it have an impact. The short description will be posted with your 90-second video during Phase 3. Be sure to give as much specific detail as possible in less than 100 words to excite and interest voters about your work.
- 3) **A 90-Second Promotional Video**  
Each application must include a 90-second promotional video that highlights the value and purpose of the product or service to customers. The video must be presented in English or include English subtitles. The video cannot exceed 90-seconds.

The video should focus on the concept, product, or service being promoted and its potential market value. Additionally, videos should be both engaging and creative. The use of images, pictures, text, music, animation, or prototypes is actively encouraged.

Videos will be made available to the general public in Phase 3, and therefore, they should not contain any confidential or proprietary information or any copyrighted material for which you have not acquired permission of use. If copyrighted materials are included with permission, credit should be given. AAAS is not responsible for the content of submitted videos. More details on Terms and Conditions can be found in Section IX.

Videos can be uploaded using the application tool. Formats accepted include .MOV, .MPEG4, .MP4, .AVI, .WMV, .MPEGPS, .FLV, .3GPP, and .WebM.

Applicants are encouraged to view videos from the GIST Tech-I 2014 and 2015 finalists which can be found on the How to Apply GIST Tech-I website ([www.gistnetwork.org/tech-i/howtoapply](http://www.gistnetwork.org/tech-i/howtoapply)). On this website and the advice page ([www.gistnetwork.org/tech-i/advice](http://www.gistnetwork.org/tech-i/advice)) applicants will also find great advice on how to make a successful video using the technical equipment you have around you or using online animation platforms. Additional videos produced by entrepreneurs promoting their products can be found at websites such as Indiegogo and Kickstarter.

## VII. Evaluation Criteria and Process

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### Phase 2: Merit Review and Selection of Semi-Finalists

Each eligible application submitted will be reviewed in Phase 2 by a panel of three experts, including regional experts, scientific and technological experts, and innovation and entrepreneurship experts. Expert reviewers will not be able to view details of the applicant's gender, country, or citizenship. The experts will work anonymously: their names will not be made available to the applicants or to the public. The expert panels will be convened based on the applications within particular scientific and technical fields, or sectors, and within main GIST regions (see Appendix A). Expert panelists will be vetted by AAAS for potential conflict of interest to assure that applications are reviewed impartially and have equitable treatment. All panelists sign AAAS Conflict of Interest and Confidentiality agreements prior to viewing applications.

The panels of experts will evaluate the merit of applications using the following criteria and weighting.



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**Table 2: Evaluation Criteria**

<b>Topic</b>	<b>Idea Stage</b>	<b>Startup Stage</b>
<b>Significance</b>		
	<b>10%</b> Assess: (1) The significance of the problem to be addressed; and (2) The potential impact of the proposed product or service.	<b>10%</b> Assess: (1) The significance of the problem to be addressed; and (2) The potential impact of the proposed product or service.
<b>Scientific and Technical Merit</b>		
<b>Innovation</b>	<b>20%</b> Assess (1) The degree to which the proposed product or service is novel; and (2) The degree to which the proposed product or service is competitive relative to current solutions.	<b>10%</b> Assess (1) The degree to which the proposed product or service is novel; and (2) The degree to which the proposed product or service is competitive relative to current solutions.
<b>Technical Approach</b>	<b>10%</b> Assess the science and technology basis for the product or service idea. Is the planned approach appropriate? Considering any prototype, known risks, and what S&T work needs to be done?	<b>20%</b> Assess the science and technology basis for the product or service. Is the prototype at an appropriate stage of development? Are there any significant remaining technology risks?
<b>Commercial Potential and Impact for GIST Country or Emerging Economy</b>		
<b>Business Strategy</b>	<b>25%</b> Does the applicant clearly identify a market niche and potential customers in the GIST country, and why they would want the product/service? Are the plans for using GIST Tech-I prize funds to move from idea to startup in the GIST country appropriate?	<b>20%</b> Does the applicant clearly articulate market needs, potential customers, and their needs in the GIST country, and why they would want the product/service? Are the plans for using GIST Tech-I prize funds to grow the startup in the GIST country appropriate?
<b>Team</b>	<b>15%</b> Does the applicant have a clear understanding of the necessary expertise and individual roles to move from idea to startup? Is the described management team and structure appropriate?	<b>20%</b> Assess: (1) The capability of the team to conduct the proposed work; and (2) The leadership structure and management plan. Are plans for future support/partnerships appropriate and achievable?
<b>Promotional Video</b>		
	<b>20%</b> Is the video engaging and appropriate for a broad public audience? Does it express a compelling concept? Does the content convey that the product or service has market potential?	<b>20%</b> Is the video engaging and appropriate for a broad public audience? Does it express a compelling concept? Does the content convey that the product or service has market potential?

Using the above criteria, up to 100 GIST Tech-I semi-finalists will be selected based on merit, with representation from all regions (Appendix A) and with a balance of Idea and Startup stage applications.



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## Reviewers' Comments

Following the announcement of the semi-finalists, any applicant who wants to see the reviewers' comments on their own proposal may contact AAAS. Applicants may not request information regarding other applicants' reviewers' comments, and any attempt to do so will result in proposal disqualification. Decisions made regarding semi-finalists, finalists, and prize winners are final and not subject to appeal.

## Phase 3: Merit Evaluation and Selection of Finalists

Once selected in Phase 2, the semi-finalists' videos, short descriptions, and executive summaries will be posted online for public voting in order to help determine the GIST Tech-I finalists. Online voting provides evidence of the entrepreneur's ability to establish networks and to mobilize support, as well as provides evidence of the value the public places on an entrepreneur's idea.

A maximum of thirty GIST Tech-I finalists (half Idea and half Startup stage applications) will be selected based on the expert panels' scores assigned in Phase 2 (60%) and the total number of online votes (40%). For proposals of similar merit and voting support, the gender of applicant, region, and subject area will be given consideration, in order to ensure equity and diversity. Shortly after voting ends, applicants will be notified whether they have been chosen as finalists.

## Phase 4: Pitching Competition at the Global Entrepreneurship Summit

Finalists will compete at the GIST Tech-I competition through the pitch presentation, which will be the sole basis for selection of prize winners at the finals: the expert review scores and number of votes in Phases 2 and 3 will not be considered in choosing the prize winners. The details of the judging criteria for the final round will be communicated to all finalists when they are invited to the GIST Tech-I Finals so that they will have adequate time to prepare. The criteria used will be similar to those in Phase 2 but with stronger requirements for a demonstration of product suitability and marketing potential or capabilities.

AAAS will vet each judge for suitability based on expertise in science and technology, angel investing, venture capital, and entrepreneurship. AAAS will also vet each judge for potential conflicts of interest to assure that Finalists are judged impartially and are treated equitably. All judges will sign AAAS Conflict of Interest and Confidentiality agreements and receive instructions and guidance on judging criteria from AAAS in advance of the Pitch Competition. AAAS follows well-established standards regarding Conflicts of Interest and Confidentiality, consistent with the approaches adopted by the U.S. National Science Foundation and the National Institutes of Health.

Two types of judges may be present at the Pitching Competition:

- *Finalist Judges* are judges present for all pitches in the pitching competition, both the Idea Stage and Start-up Stage. They are confirmed up to a week in advance to allow training, and to help them prepare they will be provided with participant background materials but will not consider those materials in assigning scores. Finalist Judges may have served as mentors in the training sessions. Mentors who serve as Finalist Judges will recuse themselves from a pitch if they worked with any finalist for a longer period than others. If they recuse themselves from more than three pitches, they will serve as a *VIP Judge*.
- *VIP Judges* may be brought in closer to the pitching competition. They typically will not have had time to review participants' background materials, but instead will react solely to the pitch presentations that they attend, bringing a fresh perspective into the competition. They are usually present only for a subset of pitches. If a VIP Judge is present and participated (e.g. was not recused) for all pitches relevant to a prize category, the VIP Judge's vote will be counted in choosing the prize recipient in that category; otherwise the VIP Judges comments and opinions will still be considered by the prize-ranking panel for that particular prize.
- The prize-ranking panel for a prize category is made up of all Finalist Judges and VIP Judges who were present and participated (e.g. were not recused) for pitches relevant for the prize category.



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Judges will score finalists and make prize recommendations to the AAAS Tech-I Finals Prize Selection Committee, who will make the final decision about the prize recipients. If the winner(s) in a prize category is not evident from the judges' scores, the AAAS Tech-I Finals Prize Selection Committee will use the prize-ranking panel's comments in combination with consideration of gender, region, subject area, and other factors relevant to Tech-I competition goals to select the prize recipient.

## VIII. Terms and Conditions of Application and Participation in GIST Tech-I

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1. **Liability:** AAAS does not endorse any submission or any opinion, recommendation, or advice expressed therein, and expressly disclaims any and all liability in connection with submissions.
2. **Intellectual Property Rights:** AAAS does not permit infringement of any intellectual property rights and will disqualify any submission if properly notified that a submission's contents infringe on another's rights. In connection with submissions, applicants affirm, represent, and/or warrant that they own or have the necessary licenses, rights, consents, and permissions to use and authorize AAAS to use all patent, trademark, trade secret, copyright, or other proprietary rights in and to any and all submissions to enable inclusion and use of the submissions in the manner contemplated by AAAS and these Terms and Conditions.
3. **Agreement of Terms and Conditions:** By submitting an application, the applicant agrees to all of the rights, permissions, and terms and conditions as contained in this document.
4. **Non-Exclusive Rights to Submitted Material:** By entering the GIST Tech-I Competition, applicants agree that AAAS and the U.S. Department of State shall have the nonexclusive right to use all submitted materials for promotional purposes, in perpetuity throughout the world and in any and all media for no payment or other compensation. All submitted materials, including videos, may be used by AAAS and the U.S. Department of State for the purpose of communication, training, outreach, promotional activities, and other purposes. By entering the Competition each applicant agrees to grant AAAS and the U.S. Department of State an irrevocable, royalty-free license to use the video entered for publications and promotional activities including, but not limited to, the competition website, GIST initiative associated websites, social media pages, as well as any other promotional activities of both AAAS and the Department of State.
5. **Third Party Material:** Applicants further agree that they will not submit material that is copyrighted by a third party, protected by trade secret, or otherwise subject to third-party proprietary rights, including privacy and publicity rights, unless the applicant is the owner of such rights or has permission from their rightful owner to submit the material.
6. **Rights, Licenses, Consent, and Permission:** By entering the competition, applicants warrant and confirm that they grant and have obtained all necessary rights, licenses, consents and permissions from all persons rendering performances in relation to their video(s), including but not limited to consents from all persons whose performances are reproduced in the video(s) or otherwise in order that AAAS and the U.S. Department of State may make the fullest use of the video(s). If any such consents, permissions or any clearances have not been properly and legally obtained, then the entrant, upon submitting the video(s), agrees to indemnify and keep AAAS and the U.S. Department of State fully indemnified from and against any claim, damage, loss (whether foreseeable or not), liability or cost including reasonable legal fees arising out of any failure to obtain such consents.
7. **Legality:** By entering the competition, applicants warrant and confirm that the applicant is in compliance with all laws applicable to the application and the work proposed.



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8. **Offensive, Inappropriate, Derogatory, or Libelous Materials:** Regarding the promotional video, any form of violence, profanity, sexually explicit content, libel and/or attacks on individuals or organizations may not be depicted. Videos should not invade privacy, reveal other people's personal information or display predatory behavior. Videos must not contain material that promotes intolerance, harassment, intimidation, racism, hatred or harm against any group, individual or organization or promote discrimination based on race, gender, religion, nationality, disability, sexual orientation or age. AAAS reserves the right, in its sole discretion, to disqualify and delete any application it deems to be offensive, inappropriate, derogatory and libelous, or not in keeping with the competition theme or that is otherwise not in compliance with the official GIST Tech-I terms and conditions.
9. **Lost or Damaged Materials:** AAAS accepts no responsibility for applications lost, delayed, misdirected, damaged or undelivered. Incomplete, non-compliant and/or illegible entries will be disqualified. AAAS shall not be responsible for technical errors in telecommunications networks, Internet access or otherwise, preventing entry to the competition.
10. **Publicity:** By entering the GIST Tech-I, applicants acknowledge that they may be featured in publicity without further consent. Such publicity may include without limitation the applicant's video, and their name and/or likeness, voice, photographs and/or video footage of the applicant, biographical information provided by the entrants/winners and/or any statement made by them concerning the competition and/or the prizes. Applicants agree that any or all such elements may be used by AAAS and the U.S. Department of State in any and all media in perpetuity throughout the world. Nevertheless, AAAS and the U.S. Department of State shall have no obligation to include an entrant in any publicity whatsoever.
11. **Plagiarism:** By entering the GIST Tech-I, the applicant certifies that materials submitted in the application are the original work of the applicants (see Appendix B). All applications advancing to the semi-final stage will be screened electronically to validate that writing is that of the applicant and not taken from other sources. No application containing plagiarized writing will be funded under this competition.
12. **Reporting:** All applicants who advance to become Finalists commit to provide AAAS with reasonable assistance in communicating the outcomes and impacts to the public of their work. Prize recipients commit to providing a report six months following the receipt of their prize money.
13. **Export Control:** AAAS complies with all U.S. laws and regulations and applicable international law pertaining to export controls and to the participation of foreign nationals or institutions in its activities. It is AAAS's policy not to conduct any transactions with U.S. restricted entities without appropriate authorization from the U.S. Government, including licenses and other permits and restrictions. AAAS reserves the right to restrict the participation of any individual or institution in its programs.
14. **Intellectual Property Rights to Work Produced Under Prizes:** AAAS makes no claim to intellectual property rights to any work created under any prize. However, AAAS shall have the right to share information provided by participants regarding outcomes and impacts of Tech-I participation with the U.S. Department of State and to publicize the program through summaries of participants' reports and other means.
15. **Dissemination:** AAAS reserves the right to publicly disseminate general information about submissions. Such information may include: the number of proposals received; the names of applicants and applicant organizations; the applicant's citizenship; titles of proposed activities; and sector(s) in which the work is proposed. For teams receiving prizes, AAAS reserves the right to publically disseminate descriptions of proposals funded, as well as reports about progress and outcomes. All finalists will be expected to provide AAAS with reasonable assistance in communicating the outcomes and impacts to the public of their work.



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- 16. Finalists' Travel to GES:** For each finalist, GIST Tech-I will cover all costs for one individual (the applicant) to travel to the training and the Global Entrepreneurship Summit (GES). These costs include: visa fees (if applicable), air travel, ground transportation to and from airports, accommodation at GES, and meals while in country and during transit to and from GES. AAAS will not be responsible for expenses other than the ones specified above, unless the extra cost has been pre-approved by AAAS after having received a written request. AAAS will not be responsible for the inability of an applicant to obtain a visa to travel to GES.
- 17. Prize Payment:** Monetary prizes will be disbursed in a single installment via wire transfer to a bank account held in the applicant's name. All prizes will be granted to the applicant only. All prize recipients will be required to sign the prize acceptance providing bank wire transfer information and reiterating commitment to the "Terms and Conditions of Application and Participation in Tech-I" including intention to use the prize money only for lawful purposes, use it towards the goals and activities proposed in the application submitted to Tech-I, and to provide a report regarding the impact that the GIST Tech-I competition and prize has had in advancing the prize winner's entrepreneurship goals. Prizes may be subject to taxation in certain situations.
- 18. Protection of Confidential Information:** Demographic information collected from application materials, including gender, citizenship, and residency, will not be shared with the expert review panelists and judges. For semi-finalists and finalists, limited personal information (e.g., name and citizenship), may be made publically available in promotional materials and specifically as part of the voting process and associated applicant profile. Applicants will be made aware of this prior to information being made publically available. Information collected from voters during the voting phase of the competition, including name and email, will not be stored unless the voter's explicit approval is given for AAAS to contact the individual with information updates for the GIST Tech-I competition. No information will be shared with outside third parties. Applicants are responsible for identifying any business confidential information contained in their application materials. AAAS assumes that no business confidential information will be disclosed by an applicant including the initial application and the pitch presentation. If there is a valid need to provide any business confidential information after selection as a semi-finalist, such information shall be clearly marked so that AAAS can, to the degree reasonably possible, protect it by restricting its exposure to its authorized staff, to its funding and oversight agencies, and to external U.S. and international business reviewers and judges. Any materials containing business confidential materials should be clearly labeled "Business Confidential." Independent U.S. and international business reviewers and judges retained by AAAS, as well as all personnel of AAAS and its partner organizations, are required to adhere to strict standards of confidentiality and conflict of interest in the handling of all business confidential information contained in any materials. Reviewers and judges will be required to sign a non-disclosure agreement and conflict of interest prior to receipt of any business confidential materials from an applicant. A copy of the template for this agreement is available on request by corresponding to: [tech-i@gistnetwork.org](mailto:tech-i@gistnetwork.org). Applicants may request that particular organizations or individuals, whose access to their proposals would compromise business confidential information, not be selected as reviewers. Such information must be disclosed to AAAS at the initial, Phase 1, application submittal. This can be done by contacting the AAAS GIST Tech-I Team at [tech-i@gistnetwork.org](mailto:tech-i@gistnetwork.org).

## X. Definitive Version of this Announcement

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For explanatory purposes or for clarification, this competition announcement and associated documents will be translated into Arabic, French, Russian, and Spanish. In the event of the existence of such a translation, the English language version shall serve as the definitive version determining the interpretation of any provision contained herein. Should AAAS amend or make corrections or clarifications to this announcement, applicants will be promptly notified.

## XI. Additional Information and Support

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Questions and correspondence regarding this competition announcement should be directed to the AAAS GIST Tech-I Team (please see contact information below). Applicants are requested to identify themselves in all



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correspondence and to put the phrase “GIST Tech-I” in the email subject line. AAAS may choose not to disclose certain information in a response to any question or query, if in our view such details would affect the fairness or transparency of the competition or convey an undue advantage to an applicant. Applicants are encouraged to review the Frequently Asked Questions (FAQ) on the GIST Tech-I website on a regular basis as answers are updated daily while applications are being accepted. AAAS also reserves the right to disclose to all other applicants an answer or clarification to a question from an applicant in the interest of fairness, objectivity, and transparency of this competition.

AAAS reserves the right to amend, modify or change any of the terms and conditions at any time and without prior notice by posting the amended terms on the GIST Tech-I website, [www.gistnetwork.org/tech-i](http://www.gistnetwork.org/tech-i). The amended terms and conditions shall automatically be effective upon posting on the GIST Tech-I website.

AAAS

Attn: GIST Tech-I Team, Research Competitiveness Program

1200 New York Avenue NW

Washington, DC 20005

E-mail: [tech-i@gistnetwork.org](mailto:tech-i@gistnetwork.org)



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**APPENDIX A - GIST Countries**  
**Global Innovation through Science and Technology**  
*Operating in 135 Emerging Economies*

Eurasia	Latin America & the Caribbean	The Middle East & North Africa	West Africa	East, Central, and Southern Africa
Afghanistan	Argentina	Algeria	Benin	Angola
Albania	Belize	Bahrain	Burkina Faso	Botswana
Armenia	Chile	Egypt	Cape Verde	Burundi
Azerbaijan	Colombia	Iraq	Cote d'Ivoire	Cameroon
Bangladesh	Costa Rica	Jordan	Gambia	Central African Republic
Belarus	Dominica	Kuwait	Ghana	Chad
Bhutan	Dominican Republic	Lebanon	Guinea	Comoros Islands
Bosnia & Herzegovina	Ecuador	Libya	Liberia	Congo
Brunei	El Salvador	Morocco	Mali	Congo (Republic of)
Bulgaria	Guatemala	Oman	Mauritania	Djibouti
Burma	Guyana	Qatar	Niger	Eritrea
Cambodia	Haiti	Saudi Arabia	Nigeria	Ethiopia
Fiji	Honduras	Syria	Senegal	Gabon
Georgia	Jamaica	Tunisia	Sierra Leone	Kenya
Hungary	Mexico	Turkey	Togo	Lesotho
Indonesia	Nicaragua	United Arab Emirates		Madagascar
Kazakhstan	Panama	West Bank and Gaza		Malawi
Kiribati	Paraguay	Yemen		Mauritius
Kosovo	Peru			Mozambique
Kyrgyzstan	St. Lucia			Namibia
Laos	St. Vincent and the Grenadines			Rwanda
Macedonia	Suriname			Sao Tome and Principe
Malaysia				Seychelles
Maldives Islands				Somalia
Marshall Islands				South Africa
Micronesia				South Sudan
Moldova				Swaziland
Mongolia				Tanzania
Montenegro				Uganda
Nepal				Zambia
Pakistan				Zimbabwe
Palau				
Papua New Guinea				
Philippines				
Romania				
Samoa				
Serbia				
Solomon Islands				
Sri Lanka				
Tajikistan				
Thailand				
Timor-Leste				
Tonga				
Turkmenistan				
Tuvalu				
Ukraine				
Uzbekistan				
Vanuatu				
Vietnam				



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## APPENDIX B — Standards on Plagiarism

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**Definition:** “Plagiarism is the appropriation of another person's ideas, processes, results, or words without giving appropriate credit.” ([http://ori.hhs.gov/FR\\_Doc\\_05-9643](http://ori.hhs.gov/FR_Doc_05-9643))

**Explanation:** To give appropriate credit for another person's writing, the writing must be **formatted with quotation marks** to clearly show that it is not yours, and **a citation to the source** must be given. Only giving a citation without marking the other person's writing with quotation marks is not sufficient.

If you are using data or a photograph or graphic created by another person, you must clearly state that fact, usually in the caption of the photograph or graphic.

### Examples:

Plagiarism	Not Plagiarism
Because an entrepreneur is willing to put his or her career and financial security on the line and take risks in the name of an idea, we need to support each other through success and failure in order to succeed ( <a href="https://en.wikipedia.org/wiki/Entrepreneurship">https://en.wikipedia.org/wiki/Entrepreneurship</a> ).	Because an “entrepreneur is willing to put his or her career and financial security on the line and take risks in the name of an idea,” we need to support each other through success and failure in order to succeed ( <a href="https://en.wikipedia.org/wiki/Entrepreneurship">https://en.wikipedia.org/wiki/Entrepreneurship</a> ).
In this example, it appears that we found some ideas reading Wikipedia, but we wrote about those ideas in our own words. Because we actually copied writing from Wikipedia, this would be considered plagiarism. We failed to show clearly that some writing was not ours.	In this example we clearly use quotation marks to show that we took some writing from Wikipedia and used it in our writing. This is not plagiarism.