

## Rules of the "Air Quality Challenge" Call for Proposals

**« What are the innovative Solutions to improve indoor air quality while reducing energy consumption? »**

### Summary

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# Context and ambitions of the Call for Projects

**"What innovative Solutions are available to improve Indoor Air Quality (IAQ) while reducing energy consumption? »**

## Issues

Indoor air quality (IAQ) is a health and wellness issue. In France, we spend nearly 90% of our time in enclosed spaces: housing, offices, hotels, etc. As a result, our bodies are constantly exposed to various pollutants (furniture, coatings, etc.) or health threats that are found or transmitted by the ambient air.

The effects of good air quality have a positive impact on people: better productivity, a sense of well-being... Conversely, poor indoor air quality can lead to specific problems such as headaches, fatigue, etc.

The global health crisis that began in 2020 has given new prominence to these issues. In this context, IAQ will receive reinforced attention, particularly from users, owners and operators.

In recent years, regulations have evolved in this regard. For example, Decree 2011-1728 from December 2, 2011 on IAQ monitoring in certain establishments receiving the public makes it mandatory to measure indoor air quality in certain types of spaces intended to receive the public, gradually extending to all PRTs by 2023. The topic of IAQ is also becoming an important issue in the eyes of the public. This is why this Call for Proposals is launched with the aim of identifying innovative solutions in the field of IAQ measurement and management, with a positive impact on the energy consumption of buildings. Indeed, these two issues are often difficult to reconcile, and that is why it is essential to think about innovations that will allow to reconcile these two topics.

## Themes and scope of the "Air Quality Challenge" call for projects

COVIVIO and EDF have joined forces to launch the "Air Quality Challenge", a call for projects aimed at identifying and implementing innovative materials, processes or services that contribute to improving IAQ for office, residential and hotel properties. These innovative materials, processes or services will be used to identify:

- Solutions that improve IAQ while preserving the well-being of occupants, for example:
  - Filtration and sanitation systems
  - Measurements/sensors/beacons collecting IAQ data
  - Tools for measuring air flow rates while considering the comfort of the occupants
  
- Solutions to improve the energy efficiency of IAQ devices (including building air exchange issues), for example:
  - Efficient systems with low energy consumption
  - Noise reduction of equipment (production or terminals)
  - Improvement of air renewal flow rate with controlled energy consumption

- Reduced energy consumption at constant air change rate
  - Extension of the performance maintenance time between two maintenance operations
  - Improvement of the maintainability of Air Handling Units (easier maintenance and lower costs)
  - Integration of functions in air renewal systems with controlled maintenance: synergies source of energy savings (e.g.: thermodynamic double-flow ventilation for easier use and maintenance).
- Solutions based on biomimicry, for example:
- Nature-inspired processes positively impacting IAQ
  - Filtration/capture of pollutants in closed environments

By "Solution", it is understood any type of product, service, tool, combination of solutions, responding to the themes of this call for projects.

The expected innovations can be of any nature: technical, non-technical, bio-inspired, etc.

## Article 1 – Organising companies

The company COVIVIO, hereafter referred to as "COVIVIO", a Société Anonyme (limited company) with its registered office at 18 avenue François Mitterrand, 57000 Metz, France, registered with the Metz Trade and Companies Registry under number 364 800 060, represented by Olivier ESTEVE, acting in his capacity as Deputy Chief Executive Officer,

The company ÉLECTRICITÉ DE FRANCE, hereinafter referred to as "EDF", a Société Anonyme, whose registered office is located at 22-30 avenue de Wagram, 75382 Paris Cedex 08, France, registered with the Paris Trade and Companies Register under number B 552 081 317, represented by Yves Delaby, acting in his capacity as Head of Department TREE,

Organize from June 01, 2020 to September 30, 2020 a Call for Proposals for Innovative Solutions to improve IAQ while reducing energy consumption.

The company IMPULSE PARTNERS, hereafter referred to as "IMPULSE PARTNERS", SAS, whose registered office is located at 130 rue de Lourmel, 75015, Paris, France, registered with the Paris Trade and Companies Register under number 538 386 764, represented by Mr Thomas LE DIOURON, acting as Managing Director,

is supporting COVIVIO and EDF in this call for Projects.

The following definitions are used in this document:

- "Organisers" refers collectively to the organising companies COVIVIO and EDF, and "Organiser" refers to them separately,

- "Accompanying person" means IMPULSE PARTNERS.

## **ARTICLE 2 - Purpose of the Call for Proposals "Innovative Solutions to improve Indoor Air Quality while reducing energy consumption"**

Based on shared values, the COVIVIO and EDF groups wish to identify innovative Solutions to meet the current and future IAQ needs of their customers.

- COVIVIO: as a real estate player, owner of tertiary and hotel buildings, this initiative is in line with its strategy and its "sustainable development" and "innovation" actions; in particular, to improve/test new Solutions that contribute to an improvement in the well-being of the occupants of its buildings while helping to control energy consumption,
- EDF: as an energy company, this initiative is in line with its research and development priorities, which combine elements of interior comfort and energy consumption control.

This Call for Proposals aims to identify and test innovative Solutions to improve IAQ while reducing energy consumption in buildings. It responds to a growing need linked to concerns of well-being and comfort, in all types of spaces (home, workplace, public space, etc.).

Through this competition, it will be a question of having products, services, tools or combinations of solutions, currently offering at least one functional prototype (for indication: TRL1 level 4 or 5 scale minimum), whether they are mature or under development, enabling them to be tested initially in one or more buildings of EDF's or COVIVIO's real estate assets or EDF's laboratories.

These innovative Solutions should contribute to improving IAQ, including:

- Solutions that improve IAQ while preserving the well-being of occupants, for example:
  - Filtration and sanitation systems
  - Measurements/sensors/beacons collecting IAQ data
  - Tools for measuring air flow rates while considering the comfort of the occupants
- Solutions to improve the energy efficiency of IAQ devices (including building air exchange issues), for example:
  - Efficient systems with low energy consumption
  - Noise reduction of equipment (production or terminals)
  - Improvement of air renewal flow rate with controlled energy consumption
  - Reduced energy consumption at constant air change rate

- Extension of the performance maintenance time between two maintenance operations
  - Improvement of the maintainability of Air Handling Units (easier maintenance and lower costs)
  - Integration of functions in air renewal systems with controlled maintenance: synergies source of energy savings (e.g.: thermodynamic double-flow ventilation for easier use and maintenance).
- Solutions based on biomimicry, for example:
- Nature-inspired processes positively impacting indoor air quality
  - Filtration/capture of pollutants in closed environments

By "Solution", it is understood any type of product, service, tool, combination of solutions, responding to the themes of this call for projects.

The expected innovations can be of any nature: technical, non-technical, bio-inspired, etc.

The winners of this Call for Proposals will benefit from a concretisation of the interest shown by the two Organisers through an experimentation of the Solution(s) chosen, as well as a possible support (visibility, communication, commercial development...) to accelerate these Solutions.

Each experiment will be the subject of a specific protocol that will provide a legal framework for the phase(s) of this stage.

The purpose of this regulation is to set the conditions and modalities of participation in the Call for Projects "What innovative Solutions to improve IAQ while reducing energy consumption? "».

It can be consulted and downloaded on the following internet platform: <https://www.airqualitychallenge.com/>.

## **ARTICLE 3 - Application: procedure, eligibility and pre-qualification**

The representative of the candidate structure must send an application file on the following platform: <https://www.airqualitychallenge.com/> (section Candidate)

Each application must be submitted by the duly authorised representative(s) of the applicant structure (start-up, SME, laboratory, large company, association, etc.), in a duly completed application file, which must be submitted by the required deadline.

**The application form must be completed and validated before 30 September 2020 at 23h59 (GMT+1) on the platform: <https://www.airqualitychallenge.com/>.**

The application file will be made directly online on the platform's website and will include the following elements:

- Presentation of the structure ;
- Presentation of the Solution (product/service) ;
- Value proposition.

The contribution of a video explaining the innovation in addition to the application form is not compulsory but encouraged - given the size of the videos, links to internet platforms or transfer sites will be favoured.

### **3.1 Presentation of the candidate structure**

- Presentation of the candidate and maturity of the Solution

**Note:** The types are defined as follows in this Call for Proposals:

- Type 1: "mature" Solutions: the proposed Solutions are part of an existing and operational commercial offer, and are scalable.
- Type 2: less mature Solutions that could be the subject of future co-developments

- Civility
- First name
- Name
- Telephone
- Email
- Company (legal name)
- Trade Name
- Creation date
- SIRET Number (or equivalent in countries allowed to participate)
- Postal code of the head office
- Share capital
- Legal status
- Website
- Brief description of the activity
- Stage of development
- Proof of Concept
- First customers
- Industrialization

- Internationalization
- Fundraising
- Turnover for the last 3 years
- Rewards received, if applicable
- Obtaining grants
- Partner structures
- Existing customers and commercial references
- Staff
- Team: profiles, background and complementarity
- Reason for interest in the Call for Proposals
- Expectations of a collaboration with COVIVIO or EDF

### 3.2 Presentation of the product/service

- Technical and functional description of the Solution
- Typology of building targeted by specifying "Office", "Hotel", "Residential" or other
- The maturity of the technology
- The existence of a completed MVP2 or an offer on the market
- The presentation of the product / service in relation to the needs described in the call for applications (technology / R&D / functionalities)
- The commercial and technical roadmap of the product / service
- The target of the product/service: B2B3
- The competition benchmark, if any
- The economic model of the product / service
- Existing / planned distribution channels
- Competitive advantages (barriers to entry / IP...)

### 3.3 Value proposition

- Proposed Experiment
- Estimating the cost and time required to conduct the experiment

<sup>2</sup> **Minimum Viable Product (MVP)** is a product development strategy, used for rapid and quantitative testing of a product or functionality to bring a product or functionality to market<sup>1</sup>. A term coined by Frank Robinson in 2001 and popularized by Eric Ries and Steve Blank.

<sup>3</sup> The term "**business to business**" ("B2B", or "B to B commerce") refers to all of the activities of a company aimed at a corporate clientele, or all of the technical and software computer architectures used to bring companies together. It is also sometimes called "professional market", as opposed to "consumer market".

- The candidate structure may attach to the application file any element supporting the presentation of the Solution (video, photo, computer graphics, PowerPoint...). Given the size of the videos, links to internet platforms or transfer sites will be favoured.

**Applications will close on 30 September 2020 at 23:59 (GMT +1h).**

Once the application form has been sent, the main contact of the applicant organisation may be contacted by the Organisers or their Accompanying Person for requests for details or supporting documents concerning the application.

### **3.4 Eligibility**

**All players (start-ups, SMEs, laboratories, large companies, associations) located in a European Union country, the United Kingdom, Switzerland, Norway or Iceland can apply, as long as they own the intellectual property of the proposed Solution or have complete freedom to exploit it.**

The Organisers and their Accompanying Person reserve the right not to consider the application if it does not meet all of the following eligibility criteria:

1. The intellectual property of the proposed Solution belongs to the structure itself or the structure has complete freedom to exploit its Solution;
2. The structure must be located in a country of the European Union or in one of the following countries: United Kingdom, Switzerland, Norway, Iceland;
3. The Company has already been created (a certificate of registration will be requested).

Incomplete applications or applications sent after the closing date will not be considered. Any document received after the closing date will not be taken into account in the application, unless further information is requested as indicated above. Any inaccurate or misleading statements or fraud may result in the disqualification of the applicant organisation.

## **ARTICLE 4 - Answers to questions from candidate structures**

Candidate structures will be able to ask their questions at any time from **01 June 2020 at 9:00 am to 18 September 2020 at 11:59 pm.**

Questions can be posted via the following link: <https://www.airqualitychallenge.com/contact> or directly by email at [astrid.bouchilloux@impulse-partners.com](mailto:astrid.bouchilloux@impulse-partners.com) and [benjamin-bodin@impulse-partners.com](mailto:benjamin-bodin@impulse-partners.com).

## **ARTICLE 5 - Criteria for pre-selection of finalists**

### **5.1 Pre-selection of finalists**

Each application will be evaluated by a Selection Committee that will include the Organizers (or their representative) and their Accompanying Person.

In order to be able to evaluate the applications more precisely, the Organisers or their Accompanying Person will reserve the right, if necessary, to solicit candidates to answer additional questions.

Each candidate structure will receive the answer to its application for a possible pre-selection by email by October 31, 2020 at the latest.

The Organisers cannot be held responsible for the inaccuracy of the information from the application files used for this Selection Committee.

The jury is sovereign over the pre-selection criteria defined below and will not be subject to any possible contestation. Furthermore, if no Solution received meets the conditions of the competition, it may be declared unsuccessful.

### **5.2 Screening criteria**

In order to be pre-selected, applications must meet the pre-selection criteria defined by the Organisers and their Accompanying Person and relating to the candidate structure on the one hand, and the proposed Solution on the other, namely :

- Relevance of the Solution to meet the challenges of the Call for Projects (adequacy between IAQ issues) and energy efficiency;
- Innovative character (technology/and or service/and or use) ;
- Quality and complementarity of the team ;
- Credibility of the proposed experiment and the applicant's ability to carry it out.

## **ARTICLE 6 - Selection of finalists and winners**

*Refer to Article 7 for details of the timetable.*

The jury for the selection of the finalists will be composed of the Organisers, their Accompanying Person and possibly qualified experts. In accordance with the timetable detailed in Article 7 of these Regulations, it will meet no later than 6 November 2020 to select the finalist candidates. The latter will be informed by e-mail by that date at the latest, including the material conditions.

Will be "finalists" the applications pre-selected to be presented to the final selection jury to be held no later than November 27, 2020. Representatives of the finalists may present their bids individually or as a team.

Each finalist will have 20 minutes to present his or her candidacy. The presentation will be followed by a 15-minute question and answer session with the final selection jury.

**Two winners will be chosen :**

- a finalist laureate retained by COVIVIO;
- a finalist laureate retained by EDF.

Notes : COVIVIO and EDF reserve the right to select :

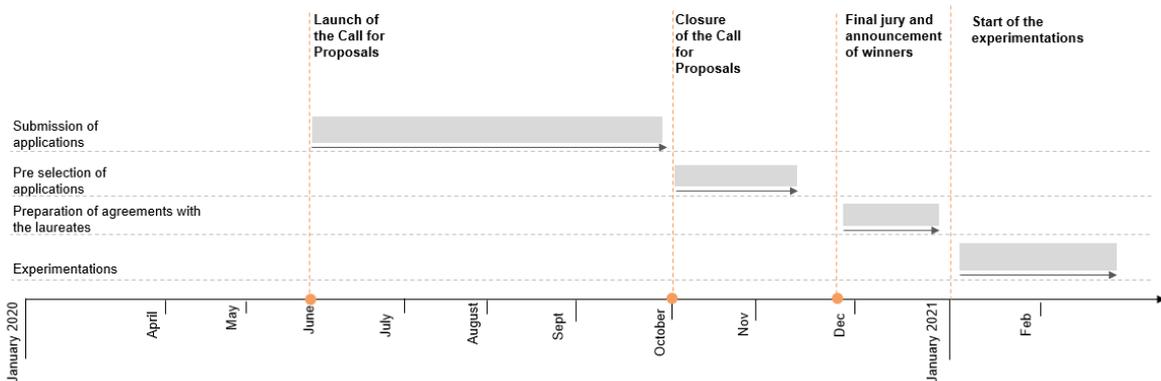
- additional winner(s) if deemed relevant.
- the most relevant Solution(s) for each person's real estate assets.

An unveiling event will take place at the end of November 2020.

## ARTICLE 7 - Timetable

Steps	Dates*
Submission of application files by the candidate structures on the following platform: <a href="https://www.airqualitychallenge.com/">https://www.airqualitychallenge.com/</a>	From June 1st 2020 at 9:00 am to September 30th 2020 at 11:59 pm (GMT+1) at the latest
Candidate structures can send any questions they may have to the following platform: <a href="https://www.airqualitychallenge.com/">https://www.airqualitychallenge.com/</a> .	From June 1st 2020 to September 18th 2020 at 19:00 at the latest
Pre-selection of applications	From October 1st 2020 to October 31st 2020
Information for candidates and finalists	No later than November 6th 2020 *
Information on the organization of the final jury	No later than November 6th 2020 *
Nomination of winners Unveiling event	No later than November 27th, 2020*
Preparation of the experimental agreements with the laureates	December 2020 - January 2021
Start of experiments	1st quarter 2021

*\*indicative dates, subject to change by the Organisers. Candidate structures must keep themselves informed by regularly consulting the website of the Call for Proposals.*



## ARTICLE 8 - Financing of the experiment and other costs linked to participation in this Call for Projects

- Financing of the experimentation: the total cost of the experiment will constitute one of the criteria for selecting the Solution. As such, candidates will detail the costs relating to this experiment in their response files. Each winner will finance the installation of their equipment and their IAQ Solution during the experiments. However, the organizers will study the conditions under which financial participation in the experimental phase could be envisaged. In addition, each Organizer will provide an experimental site and finance the collection of experimental data.
- Financing other costs linked to participation in this call for projects: The pre-selected companies and the winners will finance, at their own expense, each of the selection stages: defense travel expenses, audio-video costs, model, reprography.

## ARTICLE 9 – Commitments of the Organisers

The winners will benefit from:

- Specific support for the Organisers through an experiment, it being specified that the modalities of this experiment should be defined jointly between the winner and the Organisers, in particular:
  - The support of the Organizers may be characterized by test sites (particularly on the real estate assets of COVIVIO or EDF), experimentation and demonstration limited in time;

- This support may include technical support and contacts with experts from the organising companies to be defined jointly by each winner and the Organiser;
- A prominence in the Organisers' internal and external communication media, depending on the maturity of the Solution proposed by the winner(s), at the end of the Call for Proposals and, where appropriate, during the duration of the partnership concluded between the Organisers and the winner.

## **ARTICLE 10 – Authorized language**

This Call for Proposals is open to any structure from the European Union as well as Switzerland, the United Kingdom, Iceland and Norway.

French or English are the languages authorised to participate in this Call for Projects, it being understood that additional material in either language will be accepted in support of an application.

## **ARTICLE 11 – Confidentiality and Intellectual Property**

### **11.1 Intellectual property and / or business licence**

All intellectual and industrial property rights attached to the Solution proposed by the candidates will remain the property of the candidate structures. The Organisers do not claim any intellectual property rights or exploitation rights.

The applicant shall certify that it is the holder of the intellectual and industrial property rights and, failing this, that it has all the necessary authorisations concerning all the intellectual and industrial property rights attached to the bid. He guarantees the Organisers against any claim whatsoever from any third party concerning all the intellectual and industrial property rights attached to the proposed Solution, as well as their financial consequences, for which he is personally responsible.

The candidate structure certifies that it is not subject to any obligation concerning the proposed Solution and the different creations to which it relates that could limit its participation in this Call for Projects, limit the experimentation that will result if it is the winner or limit the deployment of the Solution later on.

The Organizers cannot be held responsible if the candidate structure reproduces works or other protected works.

## **11.2 Confidentiality**

All the information provided by candidates in their application file will be confidential, for the exclusive use of the selection committee and the final selection panel. Confidentiality will be guaranteed by the Organisers (hereinafter "Confidential Information").

The Organisers, the persons mandated by the Organisers, and in particular the members of the selection and final selection committee, undertake to treat as confidential the information provided by the applicant structure. This information may not be divulged without the prior written consent of the candidate structures.

An individual confidentiality undertaking must be signed by each member of the Organisers' staff and representatives of any partner structures involved in supporting the finalists, in which they individually undertake to respect the strictest confidentiality with regard to the Confidential Information communicated by the candidates.

## **11.3 Treatment of experimental results**

The winners and the Organisers will determine together, in each experimentation contract, the modalities for processing the results of the experiments.

## **11.4 Processing of personal data**

The personal information of the candidate structures collected in the framework of the present Call for Projects will be necessary to take into account their participation.

The Organisers, as well as all service providers/partners or persons mandated by the Organisers, take all precautions and implement the necessary measures to protect such personal data.

They will be processed in accordance with Regulation (EU) 2016/679 of 27 April 2016 and the amended law of 6 January 1978, known as the "Data Protection Act". Any applicant structure will have, in application of articles 15 and following of the regulation, a right of access, rectification and deletion of personal data concerning it, and may object to their use by notifying the Organisers in writing via the contact form on the page of the call for projects website: <https://www.airqualitychallenge.com/contact>

### **11.5 Authorisation to use the image of the representatives of the candidate structures and the presentation of the proposed tenders**

The photographs taken for the final selection and/or the announcement of the winner(s) will be used exclusively for the internal and external communication of the Organisers or any of the Organisers' companies, both national and international, for the purposes of training, promotion or informing the public about their activities, in accordance with the provisions of Article 11.2.

This authorisation also grants the Organisers or any person designated by them, the right to exploit, reproduce and disseminate, in whole or in part, on all media and under the above-mentioned conditions, the logo and the comments made by the representatives of the applicant structures in the context of the internal and external communication of the Organisers, or any company, on the response to this Call for Projects, in compliance with the provisions of article 11.2.

This image exploitation authorisation shall be valid for five years from the date of acceptance of this Regulation.

## **ARTICLE 12 - Obligations of applicant structures**

### **12.1 Obligations of all representatives of applicant structures**

Generally speaking, the representative of each applicant structure shall refrain from engaging, in the context of its participation in this Call for Projects, in acts of any nature whatsoever, such as the broadcasting, editing, putting online or distribution of content, information and/or data of any nature that would be contrary to the law or infringe upon public order, the rights of the Organisers or the rights of third parties.

In particular, and without this list being exhaustive, it will undertake to comply with the following rules:

- Communicate accurate information when sending the application of the candidate structure ;
- Do not use a false identity;
- Only send the application of the candidate structure once;
- Comply with the laws in force and the conditions of use of the site;
- Not to create, disseminate, transmit, communicate or store in any manner whatsoever and whoever the recipient of content, information and/or data of any nature that is defamatory, offensive, derogatory, obscene, pornographic, child pornography, violent or inciting to violence, political, racist, xenophobic, discriminatory and, more generally, any content, information or data contrary to public order or morality;

- To respect the intellectual property rights related to the contents disseminated on the website of the present Call for Proposals as well as the intellectual property rights of third parties;
- Do not distribute content, information or data of any nature that does not conform to reality;
- To respect the privacy of other users and, more generally, not to infringe on their rights;
- Do not use the website of this Call for Proposals to send unsolicited messages (advertising or other);
- Any communication from the winners mentioning the name, logo or trademarks of COVIVIO and EDF must have their prior written agreement;
- Undertake, as soon as the application has been sent, to be available to answer additional questions to enable the Organisers to better evaluate the proposed Solution, the team of the applicant structure, or the competition.

## **12.2 Finalists' obligations**

- The commitment for the legal representative(s) of the finalist to be available on the days of the final selection jury session to present the application of his or her structure;
- Authorisation for the Organisers to make a video and photo recording of the presentations to the final selection jury for later use in terms of communication.

## **12.3 Winners obligations**

- A commitment by the winning organization that at least one of its representatives will physically attend the prize-winners' announcement evening;
- The commitment to provide the Organisers, at their request, with information on the Solution proposed following the announcement of the winners.
- Accept that COVIVIO and EDF use the names, logos, products, services and trademarks of the winners in its communications.

# **ARTICLE 13 – Miscellaneous**

## **13.1 Responsibility of the Organiser**

The Organiser cannot be held liable in any way if these Rules should be modified for any reason whatsoever, even without prior notice. The modifications will be brought to the attention of the Participants on the Appeal website.

The Call Organizer reserves the exclusive and unilateral right to interrupt or modify the event, to postpone the period at any time and without notice if such a measure proves necessary.

## **ARTICLE 14 – Applicable law and disputes**

These rules are governed exclusively by French law.

Any dispute that may arise over the interpretation of these rules will be expressly submitted to the sovereign appreciation of the Organisers.

No questions relating to the decision of the Final Selection Panel may be received after fifteen (15) days from the announcement of the winners. The Organizers undertake to respond diligently to any question received within the reasonable time limit.

The Organisers reserve the right to modify, postpone, extend or cancel this Call for Projects without any compensation to any of the candidates. Furthermore, the Organizers cannot be held liable in any way if the present rules should be modified for any reason whatsoever, even without prior notice. The modifications will be brought to the attention of the candidate structures on the page of the Call for Projects and the modified regulations will automatically replace the regulations until they come into force, which will then become null and void.

If the Participants and the Organizer do not reach an amicable settlement, the disputes will be submitted to the competent Courts under the conditions of common law.

### **13.1 Sending the application**

The Organisers shall not be held liable in the event that one or more candidate structures fail to send their application via the platform dedicated to this purpose, due to any technical contingency or malfunction, in particular but not limited to :

- Internet congestion;
- Human or electrical error;
- A malicious intervention;
- A case of force majeure..

### **13.2 Fraud**

The Organisers reserve the right to ask the applicant structures for any justification of the information collected on the application form. Any inaccurate or false statement, any fraud will result in the rejection of the application; the control or screening operations of the various representatives of the Organiser intervening to do so will be considered as proof.

The Organisers also reserve the right to take legal action against anyone who has defrauded or attempted to do so.

The Organisers do not incur any liability of any kind towards the candidate structures because of any fraud that may have been committed.

In the event of failure to comply with these regulations on the part of a candidate organisation, the Organisers reserve the right to automatically reject its application, without it being able to make any claims whatsoever.

## **ARTICLE 15 - Contact**

Questions can be addressed directly on the website : <https://www.airqualitychallenge.com/contact> or directly by email at [astrid.bouchilloux@impulse-partners.com](mailto:astrid.bouchilloux@impulse-partners.com) and [Benjamin.bodin@impulse-partners.com](mailto:Benjamin.bodin@impulse-partners.com)

**Done in Paris, 2<sup>nd</sup> of June, 2020.**