



RINA Call 4 Startup 2025

RULES

1. Call description and goals

INA Group (hereinafter referred to as the Organizer) is an Italian corporate group, operating through its subsidiaries, with the expertise of over 6,200 professionals, within engineering consulting and certification sectors in 200 offices and 70 countries worldwide. Thanks to its cross-disciplinary expertise and commitment to innovation, RINA Group companies work daily alongside companies in the energy, infrastructure, mobility, naval, and real estate sectors.

RINA Group is launching an open call for startups and innovative SMEs (hereinafter referred to as Participants), including both early-stage and later-stage ventures. The initiative seeks cutting-edge solutions with strong potential for industrial integration and collaboration within RINA portfolio.

Challenge: Supervision and Monitoring

Context

Remote inspection technologies – such as drones, robots, IoT sensors, edge AI, and augmented reality – are revolutionizing supervision, inspection, and maintenance activities in complex and diverse operational contexts. These tools enable real-time monitoring, predictive maintenance, and process automation, improving safety, data accuracy, and cost reduction. The application of these technologies is not limited to large physical infrastructures but extends to strategic assets, energy plants, smart factories, marine environments, logistics systems, remote sites, and restricted areas. Currently, high operational fragmentation (e.g., presence of many operators, heterogeneous devices, lack of standards) reduces the scalability of business models and negatively impacts overall efficiency.

Criticalities

- Limited autonomy and scalability of devices: In critical and/or remote environments, the operational autonomy of drones and robots is often insufficient, making it difficult to continuously and automatically cover large areas or plants. Scalability is hindered by the need for multiple operators and more units on site.
- Complexity in managing and analyzing collected data: The large amount of data (images, videos, environmental signals, operational



parameters) is difficult to integrate, synchronize, and interpret in real-time. There is often a lack of automatic correlation between anomalies, operational risks, and intervention priorities.

- Cybersecurity, reliability, and robustness in hostile environments: Systems are vulnerable to interference, cyber-attacks, and malfunctions in difficult environments. The security of industrial data and the resilience of platforms become an essential requirement.

What we are looking for

Innovative technological solutions that make supervision and monitoring activities smarter, more autonomous, and safer, both in industrial environments and in natural or remote contexts. We invite startups or innovative SMEs to propose solutions based on robotics, drones, advanced sensors, artificial intelligence, augmented reality, or digital twins, capable of:

- Operating in complex and hostile environments (e.g., offshore, energy plants, confined spaces, inaccessible areas);
- Enabling predictive maintenance and continuous monitoring;
- Improving operational autonomy, data analysis efficiency, and operator safety;
- Integrating into existing digital flows and platforms;
- Complying with cybersecurity and interoperability standards.
- Modular solutions that are easily scalable and interoperable with other systems are preferred.

2. Admitted participants / Admission requirements

Who can apply

The Challenge is open to early-stage and scaleup startups, as well as innovative SMEs, with solutions ready for real-world implementation or suitable for pilot collaboration.

Eligible Participants should offer technologies or services that have been tested in relevant contexts or demonstrate strong potential for integration with industrial or corporate partners. Participants must be duly incorporated and registered in any country in compliance with relevant applicable laws and regulations.

Eligibility Criteria

Participants must be legal entities duly registered under applicable law within the register of the competent local authority, based on the relevant country of incorporation, with a solution that is ready for pilot implementation or shows strong potential for industrial integration.

Only Participants with a working prototype or demonstrable technical validation will be considered. Participants must be able to take part in the program activities and final event and must ensure that all submitted content is original and does not infringe third-party rights.

Participants shall own appropriate insurance coverage for their personnel involved in the call as per applicable law and regulations, adequate and sufficient general third-party liability insurance and professional indemnity insurance coverage.

Participants shall comply with all applicable laws and regulations and individual and collective labor contracts relating to their personnel, including but not limited to all pay, social security and safety regulations.

The Participants shall warrant that all the solutions submitted under this call are solely and duly owned by them and that such solutions do not infringe any third parties' intellectual, industrial, commercial, property rights.

3. Timeline and key dates

The Challenge will follow the schedule below. Please note that dates may be subject to change at the discretion of the Organizer:

- **Call opening** – September 17, 2025
- **Call closing** – October 17, 2025
- **Business case** – October 31, 2025
- **Shortlist selection** – November 14, 2025
- **Pitch Day** – November 26, 2025
- **PoC Design** – December 2025-January 2026

All deadlines refer to Central European Time (CET). Participants are responsible for ensuring timely submission and availability during the key stages of the program.

4. Awarding

The financial contribution awarded to each selected startup will be defined during the co-design phase between the Organizer (RINA) and the startup, based on the nature, feasibility, and potential impact of the proposed solution.

In any case, each selected startup is guaranteed a minimum prize of €20,000 (twenty thousand euros). This amount will be allocated 50% in cash, paid directly to the startup, and 50% in services provided by the Organizer. These services may include consulting activities, or other forms of support relevant to the project and available within RINA's portfolio, in accordance with the RINA Governance model, which safeguards impartiality and prevents conflict of interest situations.



For the in-services part, the Organizer will issue an invoice for a minimum of €10,000 plus VAT and, at the same time, a credit note for the same amount plus VAT in favour of the selected winner(s) that won the competition. For the cash part, the company that won the competition issues a non-VAT taxable invoice to the Organizer for €10,000.

The above amount is gross of any applicable statutory withholdings and may be increased at the sole discretion of the Organizer based on the outcome of the co-design process.

The selection and announcement of the winners will take place during the Pitch Day, as defined in Article 7 below.

It is understood that this initiative does not constitute a prize competition under Presidential Decree No. 430/2001.

5. Rules of participation & method

How to Participate / Submission Procedure

Applications must be submitted exclusively through the official SPARK platform between September 17th, 2025 and October 17th, 2025 at 11:59 PM CET.

Each application must include the following documents:

- Completed Application Form
- Innovative Startup (or SME) Certification, if available
- Most recent Pitch Deck

All application materials must be submitted in English. Submissions in other languages will not be accepted. Submissions received after the deadline will not be considered.

The Organizer reserves the right to request additional information or clarification from applicants if any part of the submission is unclear or incomplete.

Business Case preparation

All eligible applications submitted within the deadline will be reviewed and evaluated by the Organizer according to the criteria outlined in Section 6.

Following this evaluation, a shortlist of selected startups will be invited to proceed to the next phase of the selection process. Shortlisted applicants will be contacted by the Organizer and will receive detailed instructions for the preparation of a Business Case.

Participation Rules

By participating, Participants declare that all submitted information is accurate and truthful. Any mendacious, untruthful, or deceptive declaration, false data or information, plagiarism, or breach of eligibility criteria or third parties' intellectual property rights will result in immediate disqualification. Participants agree to comply with all deadlines and instructions provided by the Organizer.

6. Selection Criteria

Applications will be evaluated based on a set of qualitative and quantitative criteria, with particular focus on the following key areas:

- **Innovation:** The degree of originality and technological advancement of the proposed solution.
- **Applicability and Coherence:** Alignment with the challenge objectives and relevance to the Organizer's domains of interest.
- **Scalability and Flexibility:** Potential for the solution to be adapted, scaled, or integrated into different contexts or markets.
- **Team Strength:** The experience, expertise, and commitment of the founding team or project leaders.
- **Market Potential:** The overall attractiveness and opportunity of the target market, including its size and growth prospects.

Additional aspects such as competitive landscape, product maturity, and financial sustainability may also be considered during the evaluation process.

All evaluations will be carried out by a designated jury. The final selection of the winners will be made **at the sole and unquestionable discretion of the jury**, whose decisions are final and not subject to appeal.

7. Presentation of the finalists and proclamation of the winner

The members of the teams selected as finalists will have to sign a release form for the use of their name and image.

In the session for the presentation of the finalist proposals (Pitch day), in addition to RINA's personnel, the Jury may be extended to external personalities experts, mentors, and advisers of the ecosystem of innovation.

The Participants acknowledge and accept that the Jury will evaluate according to the above criteria at its sole discretion. It is understood that the Participants will not be able to raise objections against the composition of the Jury, the decision-making process, or the decision that is taken, which will therefore be final.

8. Contract with the winner



The winner of the call may have the opportunity to enter into a contract with RINA and/or to take part in a one-and-a-half-month acceleration program, focused on the co-development of the proposed solution.

During the program, the winner may be able to collaborate directly with the Organizer's experts to refine and develop their idea.

Please note the Organizer is not legally bound to enter into any contract with the Participant if the parties are unable to negotiate in good faith a mutually satisfactory contract.

9. Intellectual Property and Confidentiality

All intellectual and industrial property rights related to the submitted solutions shall remain the sole property of the Participants. By applying, Participants declare they hold all necessary rights, licenses, authorizations to submit the proposed solution and warrant that their solution does not infringe any third parties' intellectual, industrial and/or commercial property rights. The Participants undertake to indemnify RINA Group against any action and/or claim by Participants' employees or other third parties involved in any way by the Participants in the development of the solution aimed at obtaining recognition, also of an economic nature, connected with the exploitation of the solution proposed under this Call. Any claim and/or entitlement of Participants' personnel shall remain the exclusive responsibility of the Participants' as well as any third-party claims of whatsoever nature relating to the solution proposed by the Participants under this Call, and the Participants shall indemnify and hold RINA Group harmless against any damage, loss and/or expense resulting from any such claims.

The Organizer is authorized to access and evaluate the submitted materials solely for purposes related to the Call. No IP rights will be transferred or licensed as a result of participation, unless otherwise agreed in writing. All non-public information shared will be treated as confidential by the Organizer and any third parties involved, both during and after the Call provided that the Participant expressly mark as confidential any data or information that shall be treated as such.

Specific agreements with selected winners of the call regarding intellectual property and other relevant matters may be discussed and defined at a later stage as per Article 9.

10. Privacy

All personal data provided by the Participants will be collected by the Organizer and used in accordance with the Privacy Notice made available for acknowledgement upon registration and before participation in any specific initiative with acquisition, if applicable, of the relevant consents. Each Participant shall refrain from submitting materials containing any personal identification information, personal names, e-mail addresses or street addresses; photographs, or other indicia identifying any person, living or dead, without permission or in any case content leading to inconsistency with any applicable data protection legislation.

11. Right to cancel or suspend the call

The Organizer of the Call reserves the right to cancel, terminate, modify or suspend the call at any time and at its sole discretion.

12. Disqualification and other penalties

By participating in this call, each Participant agrees to comply with these Rules and all applicable laws and regulations. Any violation of these provisions may result in disqualification from the call and/or exclusion from participation in future open calls organised by the Organizer.

13. Warranties and representations

By participating in this call, each Participant individually warrants that they: (i) will be bound by these Rules, and by all applicable laws and regulations, and the decisions of the Organizer; and (ii) waive any as of now any claim of whatsoever nature relevant to this call and/or to its participation into this call.

14. Release of liability, waiver of claims and indemnity agreement

By participating in this call, each Participant expressly i) waives and releases any and all claims which it may have against RINA Group and its affiliates, directors, officers, employees, agents, representatives, shareholders, successors and assigns (collectively "Releasees") arising out or attributable to my participation in this call, due to any cause whatsoever, including without limitation the negligence of the Releasees, breach of contract or law, and ii) discharges the Releasees from liability under such claims.

By participating in this call, each Participant further accepts to fully indemnify and hold harmless the Releasees against any and all losses, damages, liabilities, claims, actions, penalties, fines, costs or expenses of whatever kind in connection with any third-party claim, suit, action or proceedings arising out of or resulting from participation in this call.

15. Code of Ethics and Compliance

The Participant declares to have read and acknowledged the content of "RINA Code of Ethics" the "General Principles of the Organisation, Management and Control Model", the "Anti-Corruption Policy", "Corporate Social Responsibility Policy", "Diversity, Equity & Inclusion Policy" and " Policy on Human Rights" respectively downloadable from:

https://scresources.rina.org/resources/Documents/compliance_ethical_code_en.pdf

https://scresources.rina.org/resources/Documents/compliance_mog_rina_en.pdf

https://scresources.rina.org/resources/Documents/compliance_antibribery_policy_en.pdf

<https://scresources.rina.org/resources/Documents/rina-csr.pdf>

<https://scresources.rina.org/resources/Documents/Diversity-inclusion-policy-RINA-EN.pdf>

<https://scresources.rina.org/resources/Documents/policy-on-human-rights.pdf>

assuming the obligation to comply with them and with the laws, rules, regulations, guidelines, agreements and conventions regarding the prevention of human rights violations, including but not limited to the Universal Declaration on Human Rights, the Guiding Principles of the United Nations on business and human rights, the UN Conventions on the rights of the child and fundamental conventions of the ILO (International Labor Organization) in all relations with RINA.



The Participant undertakes to refrain from any conduct which may be inconsistent with the principles outlined therein, and to comply with current legislation on the administrative liability of legal persons, in particular on anti-corruption, anti-bribery, exploitation of workers and safety at work.

RINA reserves the right to make audits to the Participant, both with its own employees or independent advisors, in order to verify compliance with the foregoing principles.

In particular, the Participant undertakes not to:

- pay any commission, or other benefits to any of RINA's employees and/or other Participants to the Call4Startup.
- enter into any business relationship with any of RINA's employees and/ or other Participants to the Call4Startup, that may cause a conflict of interest for those employees and Participants in performing their duties for RINA.
- give any of RINA's employees and/or other Participants to the Call4Startup any gifts, travel tickets or any other benefits in kind that may go beyond ordinary courtesy in a business relationship.

Possible alleged violations, perpetrated by internal staff, collaborators and business partners, referring to the principles stated in the abovementioned document, may be reported through the whistleblowing service, which is available at [Whistleblowing - RINA.org](https://www.rina.org/whistleblowing), according to company policies.

Any breach of the foregoing principles shall give RINA the right to disqualify the Participant, in accordance with article 12.

16. Applicable law and competent court

Participation in this challenge is governed by Italian law. Any dispute arising out of or in connection with this initiative shall be subject to the exclusive jurisdiction of the courts of Genoa, Italy.