

# **aws BoB - Best of Biotech**

## **International Business Idea Competition**

## **Terms and Conditions**

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# 1. Competition

aws BoB – Best of Biotech is an international business idea competition in the life sciences area.

The competition is organized by aws Life Science Austria (LISA), a program of Austria Wirtschaftsservice Gesellschaft mbH (aws), on behalf of the Federal Ministry of Labour and Economy (BMAW). The competition has been held since 2000 and is conducted in collaboration with the Austrian life science clusters, AplusB centers and further national and international partners. aws BoB receives support from its sponsors Boehringer Ingelheim, Takeda and Erste Bank.

The competition is open to students, researchers, and teams or individuals from around the world who aim to turn their ideas into businesses, as well as young start-ups up to 3 years old (founded after March 31, 2022).

In 2025, aws BoB will be awarded across four equal categories:

- Best BioTech Ideator
- Best MedTech Ideator
- Best BioTech Start-up
- Best MedTech Start-up

The ideator categories are for projects in the pre-foundation phase, while the start-up categories are for young companies up to three years old. To be successful, a well-developed business idea that represents an innovation (not a me-too product) is needed.

The competition website is: [www.bestofbiotech.at](http://www.bestofbiotech.at)

Read these terms and conditions carefully before submitting an entry. By submitting an entry, you accept the terms and conditions of the competition and agree to comply with them.

## 1.1. Aim of the competition

aws BoB is dedicated to advancing the commercialization of research in the life sciences sector. The program aims to motivate scientists, students, and other innovators to take the plunge into entrepreneurship while providing professional support along the way.

Participants from universities and research institutions interested in bringing their innovative research results to market are a key target group. BoB thus plays a pivotal role in unlocking business potential within the critical future-oriented field of life sciences in Austria and Central Europe.

Key Objectives:

- Inspiring Life Science Entrepreneurs: Motivating scientists and other creative individuals in the life sciences to pursue entrepreneurship.
- Transforming Innovations: Supporting participants in developing life science innovations into professional business concepts and presentations through comprehensive, personalized coaching.
- Visibility and Networking: Offering high visibility for winners within the life science community and valuable networking opportunities for all participants.
- Promoting Commercialization: Encouraging the commercial application of research-driven scientific innovations.
- Positioning Austria as a Life Science Hub: Strengthening Austria's reputation as a premier incubator for life science businesses.

## 1.2. General conditions

The competition is open to any legal entity (including single persons or group of legal entities) worldwide.

Ideas and business concepts from all sources, sectors and all types of organizations including for-profit, not-for-profit, or private companies as well as scientists, students and post-graduates are welcome. Applications involving several organizations and/or from various countries are possible.

Entries must be original ideas from contestants. They may propose new or improved ways to implement existing solutions, combine them, or adapt them to a different context or target group, but they cannot be exact copies of those. The contestants must demonstrate the novelty of their solution, in comparison with those already developed/implemented by themselves or by others in their context.

Entries must be submitted via the online submission tool (aws Funding Manager/FÖMA) **by June 13, 2025, at 12:00:00 at the latest (noon, Vienna time)**. Entries received after this deadline – whatever the reason may be – will be considered ineligible and will be automatically rejected.

Entries must be submitted in German or English.

By submitting your entry, you agree that the provided personal data of the contact person (name, titles, phone numbers, email address) will be used by aws to contact the contestants about the competition. aws is not responsible for inaccuracies in the details which have been submitted by the contestants.

Apart from a brief, non-confidential project description, which may be published by aws for the purpose of announcing the BoB – Best of Biotech finalists and winners, aws guarantees that all data received from participants will be treated with strict confidentiality. Evaluators and jury members sign a confidentiality agreement.

Entries must not violate publicity rights or privacy of any person, living or deceased, or otherwise infringe upon any individual's personal or proprietary rights. All entries shall comply with the relevant national, EU and international ethics-related rules and professional codes of conduct. Entries and supporting materials must be suitable for public dissemination, not containing profanity, nudity or threats of violence. It is forbidden to use entries for advertising commercial or non-commercial products, services, or economic interests or be inappropriate in any other way.

Entering the competition and registering their entry on the website imply that contestants certify that they meet the eligibility criteria and that the information they provide is true, accurate, and complete. They agree to abide by and be bound by the terms and conditions of the competition and the decisions of aws, which are final in all matters relating to this competition.

Furthermore, the competition will be run in the most open and transparent manner. For that purpose, the organizers may post the summary of any entry – the non-confidential project description exactly as it has been submitted by contestants in the entry form – on the competition website. In addition, the organizers will carry out promotional activities and publish the results of the competition. The organizers will publish the name of the finalists and winners, their locality, the purpose of their project, and, in the case of the winners, the amount of the prize. Participation in the competition implies that participants agree to this policy and consent to the use of the information provided by them.

If an entry is submitted by a group of individuals or organizations, the person completing the entry form is responsible for ensuring that other group members comply with the terms and conditions of the competition.

### 1.3. Submission categories

In 2025, the BoB offers four equally ranked submission categories:

#### **BioTech Ideator**

This category is open for business ideas in the field of **Biotechnology/Pharma before a company is founded:**

- Biopharmaceutical Biotechnology: Focuses on the development and production of medicines and therapeutic products for humans and animals.
- Agricultural and Plant Biotechnology as well as Marine Biotechnology: Involves the application of biotechnological processes in agriculture, plant breeding, and marine environments to enhance agricultural yields or utilize marine resources.
- Industrial Biotechnology: Refers to the use of cells or cell components (such as enzymes) for the production of industrial products, such as chemicals, food, or biofuels.

#### **BioTech Start up**

This category is open for young start-ups in the field of **Biotechnology/Pharma up to 3 years old (company founded after March 31, 2022):**

- Biopharmaceutical Biotechnology: Focuses on the development and production of medicines and therapeutic products for humans and animals.
- Agricultural and Plant Biotechnology as well as Marine Biotechnology: Involves the application of biotechnological processes in agriculture, plant breeding, and marine environments to enhance agricultural yields or utilize marine resources.
- Industrial Biotechnology: Refers to the use of cells or cell components (such as enzymes) for the production of industrial products, such as chemicals, food, or biofuels.

#### **MedTech Ideator**

This category is open for business ideas in the field of **Medical Devices/In-Vitro Diagnostics/Digital Health before a company is founded:**

- Diagnostic tools and technologies (e.g., X-Ray, NMR, urea tests, allergy tests, blood pressure measuring tools etc.)
- Therapeutic tools and technologies (e.g., implants, prostheses, rehabilitation tools, orthopedic tools, dialysis technology, cryotherapy etc.)
- Medical Tools (e.g., disposable gloves, syringe, incontinence aids, bandaging material etc.)
- Laboratory-, ambulance-, hospital furniture and technology (e.g., beds, mattresses, textiles, tables, illumination etc.)
- Digital Health and Services (e.g., telemedicine, digital health applications such as apps, e-health solutions etc.)

#### **MedTech Start-up**

This category is open for young start-ups in the field of **Medical Devices/In-Vitro Diagnostics/Digital Health up to 3 years old (company founded after March 31, 2022):**

- Diagnostic tools and technologies (e.g., X-Ray, NMR, urea tests, allergy tests, blood pressure measuring tools etc.)
- Therapeutic tools and technologies (e.g., implants, prostheses, rehabilitation tools, orthopedic tools, dialysis technology, cryotherapy etc.)
- Medical Tools (e.g., disposable gloves, syringe, incontinence aids, bandaging material etc.)
- Laboratory-, ambulance-, hospital furniture and technology (e.g., beds, mattresses, textiles, tables, illumination etc.)

- Digital Health and Services (e.g., telemedicine, digital health applications such as apps, e-health solutions etc.)

#### 1.4. The prize

aws plans to award a maximum of one prize per category to the winner, based on the judging criteria (see 1.6). The prize money is 8,000 € (euros) per project and category.

The prize amount will be transferred within 30 days after receipt of the complete set of required documents by bank transfer.

The prize is not tied to any specific purpose and can be used entirely at the winners' discretion. Winners are not required to start a business in Austria or use the prize money to implement their ideas. However, payment of taxes and charges when using the prize money falls under their responsibility.

In addition to the cash prize, the winning team in each category will receive one free ticket to an international matchmaking event. Additional information about the free ticket offer is available on the competition website (see 1.).

Entries will be assessed and preselected by external evaluators composed of various profiles and originating from various countries as well as aws employees. The jury will take the final decision on the winners of the competition.

The competition is designed to offer more than just prizes. It includes a coaching and training component that benefits not only the winners but all applicants. This component aims to help participants turn their ideas into tangible, sustainable projects that deliver results and achieve maximum impact. Additionally, the competition provides other benefits, such as increased visibility for participants' ideas and valuable networking opportunities. Applicants will have the chance to connect with a wide range of life science experts, organizations, investors, and networks.

#### 1.5. The competition timetable

**Entries for the competition must be submitted via the online submission tool (aws Funding Manager/FÖMA) by June 13, 2025, at 12:00:00 at the latest (noon, Vienna time).**

Entries can only be submitted via the online entry form. The competition website provides a link for registration and/or login to the online submission tool. Late submissions will not be accepted. aws is not responsible for entries that are lost, damaged, or delayed due to computer, network or telecommunications failure.

**June 16 - August 29, 2025:** A team of evaluators will review all submissions received by the deadline and select the top three from each category (12 projects in total).

**September 3, 2025:** The 12 finalists will be announced. Finalists will have the opportunity to refine their pitch decks with feedback from the evaluators.

**September 17-18, 2025:** Finalists are invited to a two-day coaching event in Vienna, including a video interview. Following the event, finalists may further refine their pitches in preparation for the jury meeting. All finalists will be introduced on social media.

**October 1, 2025:** The preselected projects are forwarded to the external jury. The teams will receive the itinerary for the jury meeting also on October 1, 2025.

**October 13, 2025:** Finalists will present their business concept live to the external BoB jury in Vienna. Attendance is **mandatory**. The jury will select the winners of each category and the teams will be awarded at the Final Award Ceremony on October 14, 2025, in the evening.

**October 14, 2025:** Join us in celebrating the winners of BoB Best of Biotech 2025 at the award ceremony in Vienna. The winning teams will receive a money prize of 8,000 € and a free ticket for an international matchmaking event. Furthermore, all winners will be announced in a press release, on the BoB website and on social media.

Travel and accommodation costs for the participation at coaching days as well as jury presentation and award ceremonies must be covered by the individual teams. All participants will receive feedback about strengths and weaknesses of their detailed ideas and/or business concepts. Every participant is invited to join the Award Ceremonies.

Following the award ceremonies, the transfer of prize money to the winners will be initiated by aws once the legal identification and bank details have been provided to aws.

## 1.6. Judging criteria

The most successful entries in each category will be those that best meet the criteria outlined below.

Judging criteria for all entries will focus on the following areas:

- **Innovative character of the idea**
- **Benefit to the customer / Unique selling proposition**
- **Market and competition**
- **Protection of the idea**
- **Profitability scenario**
- **Team**

For all entries the following weights will apply to the judging criteria:

- **Formal quality of the pitch deck (30%)**
- **Quality of the content of the pitch deck (55%)**
- **Overall impression (15%)**

aws reserves the right to refuse any entry, suspend or terminate the competition, and amend the present terms and conditions of the competition at any time without prior notice.

aws will inform the public of any such change on the competition website. Changes will take effect from the date they are posted on the competition website. Contestants are meant to visit the competition website regularly to get the most up-to-date information. Failing to do so cannot be used by contestants as a valid reason to challenge the competition results.

## 1.7. How to submit your entry

Entries must be submitted via the online submission tool (aws Funding Manager/FÖMA), accessible via the competition website referenced above.

**For all submitted projects**, contestants must submit a short non-confidential project description as well as a commented pitch deck as a document of up to 15 pages in PowerPoint or PDF format.

The pitch deck should include the following information:

- **Problem Statement**
- **Solution and Technology**
- **Unique Selling Proposition (USP)**
- **Business Model**
- **Target Market and Opportunity**
- **Competition**
- **Protection of the Idea (IP)**
- **Team**
- **Status and Milestones**
- **Roadmap (3-5 years)**
- **Costs & Financials**
- **Contact**
- **Optional: Appendix**

Please note that projects will be evaluated solely based on the submitted documents. In the first phase of the competition, there will be no opportunity to present the pitch in person. Therefore, it is strongly recommended adding comments to each slide to provide more detailed explanations of each section of the concept.

In addition to the content, the formal quality of the business idea will also be assessed. The formal criteria are length (maximum of 15 slides/pages), structure as outlined above, plausibility, clarity, depth, completeness, and the ease of understanding of the provided explanations.

If a project is ranked among the top three in its category, travel to Vienna is required to present the business project to the jury on October 13, 2025. While attendance at the award ceremony the following day is optional, it is highly recommended.

Participation in the coaching days is also highly encouraged, though it is not a mandatory requirement for competition entry.

## 1.8. Cancellation of the contest

aws may cancel the contest or decide not to award a prize – without any obligation to indemnify contestants – if:

- the objective of the contest has already been achieved;
- no applications are received;
- the jury does not find a winner or;
- the winners are not eligible or must be excluded.

## 2. Legal

### 2.1. Equal opportunity statement

aws promotes equality between women and men and shall aim in all its activities to eliminate gender inequalities. Women are particularly encouraged to enter the competition.

## 2.2. Ownership and use of the competition entries

Ownership of the idea, business concept, implementation results (including industrial and intellectual property rights), and related reports or documents shall remain with the contestant.

Without prejudice to the previous paragraph, contestants grant aws the right to communicate non-confidential information about the idea, business concept, and its results that have been previously provided by the contestants to any medium, including the competition website, provided this does not breach confidentiality obligations or existing industrial and intellectual property rights.

Any communication or publication by the competition winners, including press releases, shall indicate that the project received prize money from aws.

By submitting an entry, contestants declare that they have obtained or will obtain all necessary authorizations, consents, and permissions to submit their entry, carry out their proposal, and comply with these terms and conditions. Contestants also declare, to the best of their knowledge, that their entry does not infringe any intellectual property or third-party rights or breach any contractual obligations.

aws assumes no responsibility for disputes arising from copyright claims of any kind related to an entry submitted for the competition.

The winners of the competition must ensure that they hold all rights to use any pre-existing intellectual property when implementing their idea.

## 2.3. EU Data Protection Regulation

Personal data will be used in compliance with applicable data protection regulations and exclusively for the purpose of conducting the competition, as well as the press and public relations activities associated with it (see also 1.2).

Detailed information on the use of your personal data can be found at:  
<https://www.aws.at/en/privacy-policy/>

Data required for registration and submission of an entry:

- Team/Company name
- Company type and legal form (if applicable)
- Title, first name, and last name of each team member
- Date of birth
- Country
- ZIP code
- City
- Address
- Phone number
- Email address
- Team size/Employees
- Impacts of the project (Social, Environmental)
- Selection of the submission category
- Non-confidential description of the submitted project
- Confidential commented pitch deck

Details about contestants and responses to the questions in the entry form are required to assess the entries and communicate competition results to contestants. Personal data will be processed solely for the purposes of performing, managing, and monitoring the competition by aws.

## 2.4. Liability

The responsibility for complying with any legal obligations rest solely with the participants.

aws shall not be held liable for any damage caused or sustained by participants, including any damage caused to third parties as a consequence of or during activities related to the competition. Consequently, aws will not entertain any request for indemnity or reimbursement related to such claims.

Except in cases of force majeure, contestants shall compensate aws for any damage sustained as a result of the execution or faulty execution of their project.

Contestants shall bear sole liability toward third parties, including for any damage of any kind sustained by them during the implementation of the project.

## 2.5. Jurisdiction

The competition is governed by these terms and conditions and applicable Austrian law. The place of jurisdiction is Vienna, Austria. The decision of the jury is final, and there shall be no recourse to legal action.