



Deliverable D.5.1.

International Enterprise Hub

Partnership agreement

November 2024

Olga Voropai (KAU)

© 2024

Contact: tamer.abu-alam@uit.no

<https://seedplus.cloudearthi.com/>

Funded by the European Union. Views and opinions expressed are however those of the author(s) only and do not necessarily reflect those of the European Union or the European Innovation Council and SMEs Executive Agency



Document information

D.5.1. International Enterprise Hub Partnership agreement	
Project/Grant Agreement number	101100494
Project title	<i>Strengthening European Entrepreneurial Development</i>
Project acronym	<i>SEEDplus</i>
Project start date	01/04/2023
Project end date	30/06/2025
Project duration	27 months
Work Package	<i>WP5. Strengthening the roles of universities in their innovation ecosystems</i>
Deliverable lead	<i>KAU</i>
Author	<i>O. Voropai</i>
Type of deliverable (R, DEM, DEC, other)	<i>R</i>
Dissemination level (PU, SEN, CI)	<i>PU</i>
Date of first submission	<i>15 November 2024</i>
Revision n°	<i>Version 4</i>
Revision date	<i>4 March 2025</i>



Executive Summary

Current deliverable is an international agreement, developed to be signed among the departments, operating as Enterprise Hubs at three university partners of the SEEDplus project - UiT, TUV and KAU. The aim of the agreement is to ensure collaboration and generate synergy from the entrepreneurship support activities, provided by each hub, as well as to suggest international support to students, academic, non-academic staff and startups. Chapter 9 of the agreement implies its extension to include new members - other universities, with the relevant entrepreneurship support departments.

Agreement will be signed by the corresponding representatives of UiT, TUV and KAU and will be publicly announced on the project website and communicated through other channels. Partners will reach out to universities, being associated partners to SEEDplus, with the proposal to join the agreement during February 2025 - May 2025. The possibility to join the agreement will be further communicated across UiT's, TUV and KAU's ecosystems to involve other universities.



International Enterprise Hub Partnership agreement





Table of contents

1. Definitions	6
2. Introduction	6
3. Purpose	9
4. Principles	9
5. Scope of Assistance	10
6. Joint Innovation Projects and Events	11
7. Confidentiality & Permissible Uses	11
8. Term	12
9. Inclusion of New Partners	12
10. Amendment	13
Appendix 1: Party-wide Contact Details	15
Appendix 2: Accession Agreement Template	16



International Enterprise Hub Partnership Agreement among

Arctic University of Norway (UiT)

Technical University of Varna (TUV)

and

Kyiv Academic University (KAU)

1. Definitions

For the purposes of this International Enterprise Hub Partnership Agreement, unless the context requires otherwise:

“Party” means UiT, TUV or KAU; and collectively should be referred to as “the Parties”;

“Enterprise Hub” means the dedicated avenue of assistance offered by the Parties to the Innovative Businesses and Innovative Projects in their respective countries;

“Innovative Businesses” means a business that has been offered support from the Party in its Enterprise Hub;

“Innovative Projects” means a project that has been offered support from the Party in its Enterprise Hub;

“TRL level - Technology Readiness Level ” means the scale is used to assess the technological maturity of an innovation or technology before its operational implementation.

“BRL level - Business Readiness Level” means the scale that is used to assess the maturity of the business considerations developed alongside the technical development of an innovation.

“New Partner” refers to any organisation that has signed the Accession Agreement to become a party to this Agreement after the original signatories.

2. Introduction

2.1. The Parties share mutual desire to promote innovation for sustainable development in their respective countries. The Parties have established Enterprise Hubs in order to do so. The Parties believe that through cooperation with each other and among of them, they will be able to further the promotion of innovation in their respective countries and across regions.



Background

- 2.2. UiT The Arctic University of Norway has reinforced its commitment to innovation by enhancing its support infrastructure for entrepreneurship and technology transfer. The university offers guidance on the commercialization of research, providing information on regulations, rights, and funding opportunities to support employees in bringing their innovations to market.

In line with its strategic goals, UiT focuses on talent development and diversity, recognizing that students and staff are its most valuable resources. The university strives to be an attractive and inclusive environment that encourages experimentation and growth, fostering unity, commitment, and cooperation among students, staff, and societal stakeholders.

These initiatives align with UiT's broader objective of fostering innovation and contributing to sustainable development on regional, national, and international levels.

- 2.3. Technical University of Varna (TUV) is dedicated to fostering technological entrepreneurship and innovation. In 2025, it introduced a Master's Program in Technological Entrepreneurship and Innovations, equipping specialists to develop and manage technology-driven businesses. This interdisciplinary approach integrates engineering and business development, preparing graduates for leadership roles in innovation.

TUV also established a Research Institute, bringing together research teams, labs, and centers to facilitate technology transfer and applied research. Additionally, the university played a key role in launching the Varna Deep Tech Innovation Port, transforming the region into a hub for deep tech solutions and industry-academia collaboration.

Through these initiatives, TUV strengthens its role in advancing technology, entrepreneurship, and regional socio-economic development.

- 2.4. KAU expanded its enterprise support infrastructure and established separate departments within its Innovation Centre in January 2025, with the objective to support students, academic and non-academic staff and innovative SMEs with a range of entrepreneurial, technology transfer and other related services. The Innovation Centre and its separate departments fulfil the function of the Enterprise Hub as defined by the SEEDplus Grant Agreement. This is closely tied to the KAU's objective of supporting innovations within the National Academy of Sciences of Ukraine and launching the science park "Academ.City" to bring innovations from lab to market.

- 2.5. CloudEARTH is a pan-European initiative dedicated to fostering deep tech innovation and advancing the New European Innovation Agenda. With 31 partners across 16 European countries, CloudEARTH plays a crucial role in sustaining the actions of the SEEDplus innovation hubs, ensuring long-term impact through capacity building, technology transfer, and entrepreneurship support.



At the core of CloudEARTH is the commitment to the Smart Specialization Strategy of its associated countries, aligning research and innovation efforts with regional and national priorities. The initiative is driving the new deep tech wave, integrating AI, data science, and circular economy principles to support sustainable development goals (SDGs) and accelerate the transition to a low-carbon, resource-efficient future.

Through strategic collaborations, CloudEARTH is shaping Europe's innovation landscape, empowering startups, researchers, and policymakers to push deep tech solutions from the lab to the market. By bridging academia, industry, and policy, it strengthens Europe's position as a leader in sustainability-driven innovation.

As a result, the SEEDplus enterprise hubs represent a core mechanism for the CloudEARTH initiative and its partner institutes.

2.6. Academ.City is an innovative platform integrating science, business, government, education, and the public in a quadruple-helix model to build a sustainable ecosystem for high-tech development. Based on 12 NASU research institutions, the project aims to turn innovative ideas into viable business ventures.

The initiative, coordinated by the Kyiv Academic University, leverages NASU's potential to position Ukraine as a leader in technology creation, adaptation, and local production. Aligned with the European Open Innovation 2.0 principles, it fosters sustainable development, strengthens the knowledge-based economy, and enhances national competitiveness.

The SEEDplus enterprise hubs are playing an essential role in supporting scientific research with business knowledge and entrepreneurial expertise and will become a part of the planned Academ.City Science Park.

2.7. The Parties entered into the SEEDplus Grant Agreement (Project 101100494) dated January 2023 to promote innovations across their regions. The Parties now wish to enter into the **International Enterprise Hub Agreement** to foster collaboration among their Enterprise Hubs and support innovative businesses and projects across countries.

Support offered through the Innovation Hubs

2.8. The support offered by the Parties to Innovator Businesses and Innovator Projects through their Enterprise Hubs includes:

2.8.1. Assistance during the pre-authorisation and authorisation application phase to:

2.8.1.1. Discuss the terms of support, provided by the Enterprise Hub in a respective university.



- 2.8.1.2. Ensure that the Innovator Business/Innovator project understands the scope of the provided support and its relevance to the needs of the Innovator Business/Innovator project.
- 2.8.1.3. Prepare the memorandum of understanding between the Enterprise Hub and the Innovator Business/Innovator project for a period of two years with the possibility of expansion when circumstances require it.
- 2.8.2. A dedicated team and/or a dedicated contact for each Innovator Business/Innovator Project for the period defined in the Memorandum of Understanding;
- 2.8.3. Help for Innovator Businesses/Innovator Projects to understand the development opportunities for their innovative ideas/products/services depending on the TRL and BRL levels and the opportunities available;
- 2.8.4. Providing information and assistance with legal issues related to company registration, IP rights registration and evaluation, application for funding that are relevant to the Innovator Businesses/Innovator Projects.
- 2.8.5. Providing education and training services related to company registration, IP rights registration and evaluation, application for funding, entrepreneurship, and ways of improving the TRL and BRL levels, that are relevant to the Innovator Businesses/Innovator Projects.

3. Purpose

- 3.1. The purpose of this International Enterprise Hub Partnership agreement is to provide a framework for cooperation and referrals among the Enterprise Hubs of each Partner. The framework centres on a referral mechanism and mutual access to services and innovation environments, which will enable the Parties to refer innovative businesses/projects between their respective Enterprise Hubs. It also sets out how the Parties plan to share and use information on innovation in their respective ecosystems.

4. Principles

- 4.1. The parties intend to provide the fullest mutual assistance to one another within the terms of this International Enterprise Hub Partnership agreement. International Enterprise Hub Partnership agreement operates subject to the domestic laws or regulatory requirements in force in, or applying to, Norway, Bulgaria, Ukraine or other new partner countries who sign this agreement. The International Enterprise Hub Partnership agreement sets forth a statement of intent and accordingly does not create any enforceable rights and is not legally



binding. The International Enterprise Hub Partnership agreement does not affect any arrangements under existing agreements among the Parties.

5. Scope of Assistance

Referral mechanism

- 5.1. The Parties, through their Enterprise Hubs, will refer to one another those Innovator Businesses/Innovator Projects who would like to enter the others' ecosystems.
- 5.2. A Party may refer an Innovator Business/Innovator Project to the other Party for the purposes of getting support from the specific service(s) or all the services of the other Party's Enterprise Hub.
- 5.3. Referrals will be made in writing, and will include information demonstrating that the Innovator Businesses/Innovator Projects seeking to get support from the receiving Party's Enterprise Hub meets the Referring Party's Criteria for Support.
- 5.4. Where an Innovator Business/Innovator Project is a recipient of either Party's Enterprise Hub services and would like to receive support from the other Party's Enterprise Hub, the Parties will endeavour to facilitate that process.
- 5.5. Following referral, the Receiving Party's Enterprise Hub will offer support to the Innovator Business/Innovator Project in accordance with Section 2.7 above.

Information sharing

- 5.6. The Parties intend to share information about innovations where appropriate. This may include, but is not limited to:
 - 5.6.1. Emerging market trends and developments, industry and market reports;
 - 5.6.2. Regulatory issues pertaining to innovations in deep tech and the functioning of the innovation ecosystems;
 - 5.6.3. Activities and events launched by the Party's Enterprise Hub, including education and training activities;
 - 5.6.4. Further information on Innovator Businesses/Innovator Projects subject to the referral scheme set out in 5.1.
- 5.7. Material changes to the support offered by a Party's Enterprise Hub, or material changes to a Party's Criteria for Support will be notified to other Parties.



Mutual approaches:

5.8. The Parties will endeavour to reach shared approaches, understandings and positions on key complex and emerging issues posed by deep technologies and innovation ecosystems developments.

5.9. The Parties will pursue and advocate for global adoption of their shared approaches, understandings and positions in multilateral forums.

Expertise sharing and secondments:

5.10. Each Party may allow its staff as appropriate, to give presentations and conduct training sessions for the other Party to share expertise and knowledge about innovations, including deep tech, and the operation of a Party's Enterprise Hub.

5.11. A Party may second staff with expertise in innovative businesses to the other Party on a case-by-case basis, subject to such terms and conditions as may be agreed.

6. Joint Innovation Projects and Events

6.1. The Parties will consider hosting joint innovation events to explore the application of key and emerging technologies.

6.2. The Parties will consider undertaking joint trials, projects, experiments or research on emerging technologies. The Parties will also endeavour to publish the outcomes of any such trials, projects, experimentation or research for the benefit of the innovation ecosystem.

7. Confidentiality & Permissible Uses

7.1. Any information disclosed by one Party to the other Party as contemplated by Section 5, and including information contained in a referral, will be treated by the Receiving Party as confidential information.

7.2. Information about an Innovator Business/Innovator Project will be included in a referral and sent to a Receiving Party only if the Innovator Business/Innovator Project consents to that disclosure.

7.3. A Receiving Party will use information about a referred Innovator Business/Innovator Project only for the purpose of providing assistance to the referred Innovator Business/Innovator Project through the Receiving Party's Enterprise Hub and ensuring compliance with the law of the Receiving party's jurisdiction.

7.4. A Receiving Party will use other information disclosed to it by a Referring Party only for the purposes for which the information was referred, unless the Referring Party consents to other uses.



- 7.5. If a Receiving Party is required to disclose any information provided to it by a Referring Party by a requirement of law, the Receiving Party will notify the Referring Party prior to complying with such a requirement.

8. Term

- 8.1. This International Enterprise Hub Partnership Agreement takes effect from the date of execution and will continue to have effect until terminated by any of the Parties by the giving of at least 30 days' written notice of termination to the other Parties, until terminated by mutual agreement among all Parties, or superseded by mutual agreement of all Parties.
- 8.2. Termination of this Agreement by any single Party shall not affect the validity of the Agreement as it pertains to the remaining Parties, except where all Parties mutually agree to terminate the Agreement in its entirety.
- 8.3. This International Enterprise Hub Partnership Agreement may be executed by the Parties in counterparts. Each counterpart is deemed to be an original of this International Enterprise Hub Partnership Agreement and all together constitute one agreement.

9. Inclusion of New Partners

- 9.1. Any new organisation (referred to as the "New Partner") that shares the objectives of promoting innovation and support innovative businesses and projects and agrees to the terms of the Agreement may join the Agreement upon execution of a formal written accession agreement.
- 9.2. Each New Partner will be required to:
- 9.2.1. Sign an **Accession Agreement**, which will bind the New Partner to the terms and conditions of the original Agreement as amended.
 - 9.2.2. Submit contact information, which will be incorporated into **Appendix 1** of the Agreement for communication purposes.
- 9.3. Upon execution of an Accession Agreement by the New Partner, the New Partner will have the same rights, responsibilities, and obligations as the original Parties to the Agreement, including participation in referrals, information sharing, and collaboration on joint innovation projects as outlined in the Agreement.
- 9.4. The Accession Agreement will be executed between the New Partner and all existing Parties to the Agreement (including any previously added New Partners).



10. Amendment

10.1. The Parties will review the operation of this International Enterprise Hub Partnership Agreement and update its terms as required. The Parties acknowledge that review may be required if there is a material change to the Criteria for Support used by either Parties, or material changes to the support offered to Innovator Businesses/Innovator Projects by a Party.

10.2. This International Enterprise Hub Partnership Agreement may be amended if all existing Parties, including any New Partners, agree in writing. Amendments to this Agreement or the inclusion of New Partners will not require a complete revision of the Agreement; instead, the execution of an Accession Agreement will suffice.

Executed by the Parties:

For UiT

Name, Position

Date:

For TUV

Name, Position

Date:



For KAU

Name, Position

Date:



Appendix 1: Party-wide Contact Details

UiT	Institute of Arctic Marine Biology & Faculty of Biosciences, Fisheries and Economics tamer.abu-alam@uit.no
TUV	
KAU	Centre for Innovation Cooperation request office v.shcholokova@kau.edu.ua Department for Supporting Academic Startups (Entreprise Hub) v.gorenko@kau.edu.ua 36 Vernadsky blvd., Kyiv 03142, Ukraine



Appendix 2: Accession Agreement Template

Accession Agreement

This **Accession Agreement** is made on the _____, 20__, by and between:

1. **Arctic University of Norway (UiT)**
2. **Technical University of Varna (TUV)**
3. **Kyiv Academic University (KAU)**
4. **[Other existing Partners, if applicable]; and**
5. **[New Partner Name]**, located at [Address], [Country].

WHEREAS, the New Partner desires to join the **International Enterprise Hub Partnership Agreement** dated _____;

NOW, THEREFORE, the New Partner agrees as follows:

1. The New Partner agrees to be bound by the terms and conditions of the Agreement as amended, including but not limited to cooperation on referrals, information sharing, and participation in joint innovation projects.
2. The contact details of the New Partner will be added to **Appendix 1** of the Agreement for communication purposes.

IN WITNESS WHEREOF, the Parties hereto have executed this Accession Agreement as of the date first written above.

Executed by the Parties:

For UiT

Name, Position

Date:

For TUV



Name, Position

Date:

For KAU

Aleksandra Antoniouk, Deputy Director for Research and Innovation

Date:

For [New Partner]

Name, Position

Date: