

# Your Solutions for Leonardo's Innovation

An abstract geometric design on a dark background with a fine grid of dots. The design features a series of concentric, slightly irregular circles. A central circle contains the text "SOLVERS WANTED". Four red dots are positioned at the top, bottom, left, and right intersections of the circles with a horizontal and vertical line that form a square frame. The circles are drawn with thin white lines, and the central text is in a bold, white, sans-serif font.

**SOLVERS  
WANTED**

# SOLVERS WANTED

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## 1. CONTEXT AND OBJECTIVE

This “Solvers Wanted” challenge (hereinafter also referred to as the “Call” or the “Initiative”) is a scouting action addressed to companies and/or research entities that meet the requirements set out in this Call, aimed at collecting technological and infrastructural solutions that provide concrete and immediate responses (hereinafter, respectively, “Innovative Solutions” and “Infrastructural Solutions”) to Leonardo’s functional and infrastructural needs, with subsequent development through a prototype and/or Proof of Concept (PoC) within 12 months, leveraging the collected infrastructures.

This process is part of a broader “Open Innovation” program involving the entire Leonardo Group (hereinafter the “Group”), with the aim of integrating external, technologically advanced solutions that enable a reduction in Time to Market for the experimentation of new technologies and for product roadmap evolution.

## 2. ADMITTED PARTICIPANTS

Legal entities falling within the categories listed below (hereinafter the “Applicant”) may submit proposals:

- Startups, scale-ups, and SMEs (innovative and non-innovative)
- Universities and Research Bodies
- University spin-offs

## 3. INITIATIVE TIMELINE

The initiative is structured into the following phases:

1. opening of the challenge through publication of these regulations on the website [solverswanted.leonardo.com](https://solverswanted.leonardo.com);
2. submission of applications according to the timeline indicated on the initiative landing page;
3. selection of the three best proposals;
4. pitching event attended by the teams of the selected proposals;
5. announcement of the winner;
6. kick-off meeting of the co-innovation project;
7. implementation of the PoC and its presentation 12 months after the kick-off meeting.

## 4. PARTICIPATION PROCEDURES AND RULES

Participation in the challenge is free of charge and reserved for the entities indicated in point 2. Please note that application materials may be submitted in Italian and/or English.

For participation, it is necessary to:

- read these Regulations, as well as the related annexes that form an integral part thereof, and accept their terms and conditions;
- read the Privacy Notice on the processing of personal data (Annex A).
- review the Leonardo Group Code of Ethics and Anti-Corruption Code, available at: <https://www.leonardo.com/it/about-us/ethics-compliance>, and accept their contents;
- complete and submit the “Participant Acceptance Form,” acknowledging and accepting these Regulations; the form must be signed by the Proponent’s Legal Representative or a duly appointed special attorney; the form is attached to the participation form on [solverswanted.leonardo.com](https://solverswanted.leonardo.com).

Applications that are not complete with all information required by these Regulations will be automatically excluded from the selection process.

Before the start of the selection process, entities that submitted the application may be requested — by phone or email — to provide additional documentation.

The organization reserves the right, where deemed appropriate, to modify the submission procedures and extend one or more deadlines indicated in Section 3 above. Each Proponent guarantees that the information provided during registration is true, acknowledging that any false information will result in exclusion.

## 5. SELECTION OF PROPOSALS

Proposals will be selected through analysis of the content attached to the participation form, structured to allow assessment and comparison of each informational element of the submitted proposals.

Submitted proposals will be evaluated by a jury (hereinafter the “Jury”) composed of representatives from Leonardo’s different organizational units, depending on the challenge content and specific expertise required.

The Jury will evaluate all submissions received and select finalist proposals, in full compliance with transparency criteria, in the absence of conflicts of interest, and according to the criteria below.

- Innovative Solution

The Jury will evaluate Innovative Solutions taking into account, inter alia, the following aspects:

- description of the idea and/or solution underlying the proposal;
- Proponent company profile;
- reference technologies;
- description of the prototype or PoC to be developed within 12 months, including planning;
- patents filed associated with the proposal (indicating the patent application number);

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- description of any past collaborations with Leonardo and any prototypes already developed.

## Jury Evaluation Criteria for selecting finalists

|                                              | weight |
|----------------------------------------------|--------|
| Feasibility and completeness of the proposal | 40%    |
| Future roadmap proposal following the PoC    | 20%    |

|                                                                     |     |
|---------------------------------------------------------------------|-----|
| Detailed program for PoC implementation over 12 months (target TRL) | 20% |
| Team competencies                                                   | 20% |

- Infrastructural Solution

The Jury will evaluate Infrastructural Solutions taking into account, inter alia, the following aspects:

- alignment of the proposed infrastructure with the required infrastructural requirements;
- infrastructure readiness level for test execution;
- adequacy of the solution for validation of innovative technologies, including tests under extreme operating conditions and measures for aeronautical qualification;
- previous collaborations in the sector, references, and certifications attesting quality, safety, and compliance of the infrastructure with standards.

|                                      | weight |
|--------------------------------------|--------|
| Alignment with required requirements | 40%    |
| Availability and operability         | 20%    |
| Capacity to support experimentation  | 20%    |
| Experience and compliance            | 20%    |

At the end of the pitching event, finalists will also be evaluated on the clarity of their Pitch presentation.

## 6. FINALISTS' PRESENTATION AND WINNER ANNOUNCEMENT

Members of teams selected as finalists must sign a release for the use of their name and image, as well as consent to personal data processing for purposes connected with the selection process and any subsequent project start (Kick-off Meeting), after reviewing the Privacy Notice in Annex A.

During the presentation session of finalist proposals (Pitch), the Jury may be extended to include Leonardo Corporate top-level representatives and external experts, mentors, and advisors from the innovation ecosystem.

The Innovative Solution and the Infrastructural Solution receiving the highest scores in the evaluation phase will be declared winners by the Jury.

Proponents are informed and expressly approve that the Jury will evaluate according to the above criteria and will not provide reasons for its decisions. It is understood that proponents may not raise

objections regarding the composition of the Jury, the decision-making process, or the decision adopted, which shall therefore be final and not subject to appeal.

During the evaluation process and until the award ceremony has taken place, proposer teams are expressly prohibited from exchanging, through any communication means, any information regarding evaluation outcomes (i.e., names of winners they may become aware of and/or their own ranking).

## 7. CONTRACT WITH THE WINNER

The winner(s) of the technological and/or infrastructural challenge will have the opportunity to join the emerging startup affiliation network “Leonardo TEAM FOR INNOVATION.”

In particular, winner(s) may add the “Leonardo TEAM FOR INNOVATION” logo to their own brand, which grants the following benefits:

- possibility to use the “Leonardo TEAM FOR INNOVATION” logo;
- possibility to establish direct relationships with Leonardo's Marketing and Sales network for presenting products/solutions to loyal customers;
- inclusion in Leonardo's supplier register for the relevant product category.

The above opportunities shall not, in any case, entail any obligation on Leonardo to commission, or have commissioned, products, services, and/or consulting from proponents.

The winner of the technological challenge will have the possibility to enter into a contract with Leonardo concerning:

- collaboration aimed at developing a PoC within 12 months;
- possibility to use Leonardo equipment or conduct tests in Leonardo laboratories;
- Leonardo financial contribution of €30,000. Where deemed appropriate, Leonardo reserves the right to increase the planned financial contribution.

The winner of the infrastructural challenge will have the possibility to enter into a contract with Leonardo concerning:

- collaboration aimed at making infrastructure available for executing tests and validations in the PoC context;
- a financial contribution of €10,000 to support experimentation activities, including making infrastructure available;
- direct interaction with Leonardo experts, with the possibility to co-develop testing and validation methodologies for new technologies.

Pursuant to Article 6(a) of Presidential Decree no. 430/2001, this Initiative does not constitute a prize contest, since it concerns the presentation of projects or studies in the commercial or industrial field where awarding prizes to the author of the selected work represents recognition of the activity and work carried out.

## 8. INFORMATION AND CONTACTS

Further information and updates regarding this Initiative will be provided on the page [solverswanted.leonardo.com](https://solverswanted.leonardo.com).

In addition, the email address [solverswanted@leonardo.com](mailto:solverswanted@leonardo.com) will always be available for requests related to the Participation Form or any further information.

## 9. LIABILITY AND INDEMNITIES

Each Proponent undertakes to indemnify and hold harmless Leonardo, as well as its employees and/or directors, from any legal and economic liability connected with and/or resulting from the challenge, for direct and/or indirect damages to persons and/or property caused by the Proponent.

Each Proponent is also responsible for the content of its valorization program and therefore guarantees from now on that it:

- does not infringe third-party rights, including but not limited to patents, trademarks, trade secrets, copyrights, as further specified in Article 10 below;
- does not contain defamatory content, offensive statements, or any other content that could harm the name, honor, or reputation of Leonardo or any other person or company.

As a result, the Proponent undertakes to indemnify and hold harmless Leonardo, as well as its employees and/or directors, from any legal and economic liability arising from third-party actions for infringement of proprietary rights.

## 10. INTELLECTUAL PROPERTY

Each Proponent expressly declares that the submitted proposal is original and does not, in whole or in part, in any way infringe third-party intellectual property rights.

Furthermore, it shall be the Proponent's responsibility to verify that the proposal does not contain confidential information belonging to itself and/or third parties.

Proponents hereby authorize Leonardo to communicate, disclose and/or publish their proposals, contents, or part thereof through communication media and channels identified by Leonardo for purposes of conducting the Initiative, selection, and awarding of proposals.

In particular, Leonardo may publish, on websites owned by Leonardo and by third parties, as well as on social networks where Leonardo maintains pages, the abstract of proposals together with participants' names, as well as images and audiovisual content related to the proposal.

The Proponent therefore acknowledges that participation entails disclosure of its proposals.

## 11. ESCLUSIONE DALLA PARTECIPAZIONE

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The following shall result in exclusion from the Challenge:

- communication of untrue, inaccurate, or incomplete data provided in the participation form;
- failure to comply with participation procedures established in these Regulations and with participation requirements.

In such cases, even if declared winner, the contract referred to in Article 7 shall not be finalized.

## 12. ACCEPTANCE OF THE REGULATIONS

Participation implies full acceptance of these Regulations and their annexes.

Acceptance of the Regulations by the Proponent shall occur through signing of the Participant Acceptance Form by a person vested with adequate powers.

## 13. CONSENT TO PERSONAL DATA PROCESSING

The Proponent and team members provide consent for personal data to be processed by Leonardo in accordance with the notice attached to these Regulations, in full compliance with Regulation (EU) 2016/679 ("GDPR"), as amended, and Italian and European laws supplementing it, as amended. For this purpose, they declare they have reviewed the Personal Data Processing Notice (Annex A).

## 14. DISPUTES

These Regulations are governed by Italian law.

Any dispute arising in relation to the Initiative and these Regulations, including those concerning interpretation, validity, effectiveness, execution, and termination, shall fall under the exclusive jurisdiction of the Court of Rome.

## ANNEX A

### PRIVACY NOTICE PURSUANT TO ARTICLE 13 OF REGULATION (EU) 2016/679 ("GDPR")

#### 1. Subject matter

**1.1** Leonardo S.p.A., with registered office at Piazza Monte Grappa, 4 - 00195 Rome, email [leonardo@pec.leonardo.com](mailto:leonardo@pec.leonardo.com), represented by its pro tempore legal representative (the "Company" or the "Controller"), has launched the "Solvers Wanted" initiative (the "Initiative"), a scouting action addressed to companies and/or research entities with specific requirements and aimed at collecting solutions that provide concrete and immediate responses to the Company's needs, as better described in the call for participation to which this notice is attached (the "Call").

**1.2** In order to allow your participation in the Initiative organized by the Company, you are asked to provide certain data relating to your institution of affiliation and certain personal data. The Company undertakes to process the information provided by you in accordance with Applicable Privacy Law (as defined below). Therefore, the Company provides you with the following notice and, where necessary, requests your prior consent to process your personal data for the purposes indicated below.

#### 2. Data controller

**2.1** The Company, as controller of your personal data, provides this notice pursuant to Article 13 GDPR and applicable personal data protection legislation from time to time (together with GDPR, the "Applicable Privacy Law").

**2.2** The list of data processors appointed under Article 28 GDPR, where applicable to the Initiative, is available to each interested party upon request sent by email to the Controller at the address above.

**2.3** The Controller has appointed a Data Protection Officer (DPO), as required by GDPR, with supervisory, monitoring, and specialist advisory tasks in privacy matters, reachable at: [DPO.leonardo@leonardo.com](mailto:DPO.leonardo@leonardo.com).

#### 3. Data subjects and categories of personal data processed

**3.1** Data subjects are natural persons intending to participate in the Initiative (the "Data Subjects").

**3.2** The Controller will process ordinary personal data of Data Subjects provided, at the Controller's request, to allow registration and subsequent participation in the Initiative, including name, surname, email address, phone number, and institution of affiliation.

**3.3** The Controller may process ordinary data of Data Subjects for creating, recording, reproducing, and disseminating them within the Initiative. Processed data include, among others, name, surname, institution of affiliation, and photographic and/or audiovisual footage collected during potential participation in the final award event after project evaluation, as specified in the Call (collectively, "Personal Data"). In addition, ordinary data including name, surname, institution of affiliation, and photographic and/or audiovisual footage collected during possible participation in the project kick-off meeting will also be processed.

**3.4** For purposes under paragraph 4.1, the Controller will not process special categories of data under Article 9 GDPR.

#### 4. Purpose and legal basis of processing

**4.1** Personal Data of Data Subjects will be processed by the Controller, in compliance with Applicable Privacy Law, for organizing the Initiative and related purposes, including by way of example and not limitation:

**a)** enabling registration and participation of Data Subjects in the Initiative;

**b)** administrative management both before and after the Initiative and fulfillment of any legal obligations of the Controller arising from the Initiative's organization;

**c)** sending Data Subjects information, updates, and invitations to other initiatives organized by the Controller;

**d)** in case of participation in the final award event and in the project kick-off meeting, promotional and communication purposes related to the Initiative, through communication and/or dissemination of Personal Data (including photographic and/or audiovisual reproductions) on channels and media such as videoconferencing channels, websites, social channels, and portals of the Controller's Group.

**4.2** Personal Data for purposes under letters a) and b) above will be processed on the basis of performance of pre-contractual obligations in the Data Subjects' interest and legal obligations of the Controller, pursuant to Article 6(1)(b) and (c) GDPR.

**4.3** Personal Data for purposes under letters c) and d) above will be processed upon obtaining specific prior consent from Data Subjects, pursuant to and for the purposes of Articles 6(1)(a) and 7 GDPR.

**4.4** Provision of Personal Data required for purposes 4.1(a) and (b) is necessary to allow participation in the Initiative. Provision of Personal Data required for purpose 4.1(d) is optional: failure to provide them will only result in your Personal Data not being published or disseminated on websites, social channels, and portals of the Controller's Group.

**4.5** Processing of Personal Data will take place in compliance with Applicable Privacy Law and will be carried out using IT and/or manual systems, in any case suitable to ensure processing security. Processing is based on principles of proportionality and necessity, therefore unnecessary personal data will not be collected or processed; on fairness and transparency; and with adequate security measures.

## 5. Recipients of Personal Data and retention periods

**5.1** For the purposes under paragraph 4, Personal Data may be disclosed to public and/or private organizations authorized by law to receive them, as well as to natural and/or legal persons, associations, or professional firms providing services or assistance/consultancy to the Controller, with particular but not exclusive reference to accounting, administrative, tax, IT, legal, and/or financial matters.

**5.2** Personal Data will be processed by duly authorized Controller personnel only as necessary and based on specific instructions, with confidentiality safeguards. Personal Data will not be transferred to third countries outside the European Economic Area or to international organizations.

**5.3** Personal Data will be retained for 5 years from the moment they are first transmitted or otherwise collected by the Controller, unless compliance with specific legal obligations and/or protection of the Controller's rights in court requires longer retention. Images acquired through the camera of electronic devices during possible participation in the award event referred to in paragraph 3.3 will not be retained.

## 6. Rights of Data Subjects

**6.1** Regarding Personal Data, Data Subjects may exercise rights provided by Applicable Privacy Law. In particular, Data Subjects may:

**a)** request confirmation from the Controller of the existence of their Personal Data, origin of such data, logic and purposes of processing, categories of entities to whom data may be disclosed, and identification details of the Controller and processors;

**b)** request access to Personal Data, anonymization, blocking, rectification, integration or deletion, or restriction of processing;

**c)** object to processing in cases provided by Applicable Privacy Law;

**d)** exercise the right to data portability within the limits of Article 20 GDPR;

**e)** withdraw consent at any time, without affecting lawfulness of processing based on consent before withdrawal;

**f)** lodge a complaint with the Italian Data Protection Authority, following procedures and guidance available on the Authority's official website at [www.garanteprivacy.it](http://www.garanteprivacy.it).

**6.2** Any rectification, deletion, or restriction of processing made upon Data Subject request — unless impossible or requiring disproportionate effort — will be communicated by the Controller to each recipient to whom Personal Data were disclosed. The Controller may provide Data Subjects with information on such recipients upon request.

**6.3** To exercise rights under paragraph 6.1, and for any clarification, you may contact the Controller directly by emailing [dpo.leonardo@leonardo.com](mailto:dpo.leonardo@leonardo.com).

[leonardo.com](https://leonardo.com)

[solverswanted.leonardo.com](https://solverswanted.leonardo.com)