

September 5, 2016

## **Procedures for Innovation Visas for Foreign Entrepreneurs Program** **(Pilot)**

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Pursuant to section 4.2.7 of Incentive Program No. 28 of the Israel Innovation Authority (hereinafter: "**Innovation Authority** ") – Innovation Visas for Foreign Entrepreneurs Program (Pilot) (hereinafter: "**the Incentive Program**"), following are the procedures established by the Innovation Authority Committee (hereinafter: "**the Committee**").

In the event of any conflict between this procedure and the Program guidelines, the latter shall prevail.

### **1. Definitions**

Terms in this procedure have the same meaning as defined in the Program guidelines, unless explicitly stated otherwise.

### **2. Selection of Landing Pads**

#### **2.1. Publication of a Call For Proposals**

The Innovation Authority will publish on the Website and in the press a call for proposals inviting organizations to submit an application for recognition as Landing Pads, in accordance with the terms and conditions set forth in the incentive Program Guidelines and in this procedure (hereinafter: "**Call for Proposals**").

#### **2.2. Application Submission**

2.2.1. An organization wishing to be recognized as a Landing Pad must submit to the Innovation Authority Startup Division:

- a. Application form for recognition as a Landing Pad (**Appendix No 1**).
- b. Certificate of incorporation.
- c. Affidavit and application as required under the Ministry of Economy and Industry's Director-General Directive No. 0.4: "Conditioning of Assistance on Social Accountability" (**Appendix No 2**) (hereinafter: "**Social Accountability Directive**").

2.2.2. The application should be submitted to the email address specified in the Call for Proposals.

- 2.2.3. Organizations that submitted an application by the deadline specified in the Call for Proposals will be allocated serial numbers according to the order of submission of the applications; (hereinafter: "**serial number**") that is, the first application submitted will be numbered "1", the next application submitted will be numbered "2", and so on.
- 2.2.4. Organizations that submitted an application and were allocated a serial number will receive a notification regarding the serial number of their application.
- 2.2.5. The organizations will be evaluated in ascending order of the serial numbers that were allocated to the applications.
- 2.2.6. If an organization wishes to waive its place in the order of evaluation of the proposals, its selection as a Landing Pad or its place in the list of Landing Pads, it must send the Innovation Authority a notification to that effect via the email address specified in the Call for Proposals.
- 2.2.7. The Committee will examine the organizations that submitted the first fifteen applications, according to the serial numbers, for compliance with the definition of an "landing pad" as well as compliance with the provisions of the Social Accountability Directive, except if an organization has relinquished its place in the order of evaluation of the applications (per section 2.2.6 above).
- 2.2.8. The applications of organizations that met the requirements of section 2.2.7 above will be graded according to the criteria set forth below.
- 2.2.9. The Committee or its designee may apply to the organizations during the examination and evaluation process for clarifications on their applications or to resolve any ambiguity that arises in the examination of the applications.
- 2.2.10. The Committee will select the organizations to be recognized as Landing Pads, and the Committee's answers will be provided to those organizations in writing by the Committee or its designee, including details of milestones and special conditions, if any have been set. Notifications will also be sent to the other organizations not recognized as Landing Pads.
- 2.2.11. An organization recognized as a Landing Pad must sign a letter of undertaking (**Appendix No 3**).
- 2.2.12. The recognition as a Landing Pad will be valid as long as the Program remains in force or up to the end of the pilot, according to the earlier date, unless the Committee decides on the earlier termination of recognition of an organization as a Landing Pad pursuant to its power under section 4.2.3 of the Program guidelines.
- 2.2.13. If a Landing Pad fails to comply with the terms and conditions of the Program or with this procedure or provides false information, the Committee will be entitled to revoke its recognition as a Landing Pad, and it will be entitled to recognize another organization that submitted an application in response to the Call for Proposals, according to the next sequential serial number.
- 2.2.14. The list of recognized Landing Pads will be published on the Website.

### 2.3. Criteria

2.3.1. The Committee will evaluate and grade the fifteen applications based on the criteria and weighting percentages set forth below:

- a. **Mutual enrichment** (20%) – Quality and availability of a shared workspace allowing the free flow of ideas and feedback between Israeli entrepreneurs and foreign technology entrepreneurs. This criterion will be used to verify the amount of entrepreneurs in the workspace in general, and specifically the number of foreign technology entrepreneurs that are to be accepted, as well as the existence of an organized plan for meetings between them. A higher score will be given for a plan that provides for a greater number of meetings between Israeli and foreign entrepreneurs and describes in detail the content of those meetings.
- b. **Physical and technological infrastructure** (20%) – Quality and availability of the physical and technological infrastructure put at the disposal of the foreign technology entrepreneur for developing the project. This criterion will be used to examine the physical and technological infrastructure provided to the foreign technology entrepreneur in the workspace and its suitability for his specific needs. Consideration will also be given to the size of the proposed workspace and its planned allocation between the entrepreneurs and the Landing Pad's staff. A higher score will be given for larger premises relative to the number of foreign technology entrepreneurs that are to be accepted and for greater suitability of the premises and infrastructure for the foreign technology entrepreneurs.
- c. **Professional support** (30%) – Quality and availability of the professional support offered to the entrepreneurs by the organization and its suitability for the development of the project. This criterion will be used to evaluate the members of the organization's staff who are to provide professional support to the entrepreneurs. Consideration will be given to the staff's experience in providing professional support to Israeli entrepreneurs, including in the planned fields of activity of the organization, as well as to the plan of guidance and instruction sessions to be held by the staff for the accepted entrepreneurs. A higher score will be given to organizations with experience in the proposed fields of activity of the Landing Pads, taking into account the potential of that field of activity, to organizations with greater experience in mentoring and supporting entrepreneurs and to organizations presenting a plan that offers broader, more diverse and better quality support for entrepreneurs.
- d. **Added value** (30%) – The organization's expected contribution to the projects in achieving the seed funding milestone, or assistance in finding a continuation entity for the project of the foreign technology entrepreneur. A higher score will be given to organizations with more extensive and better quality business and strategic collaborations with other organizations, as well as organizations that gave larger scope of assistance in capital raising for the projects and that previously assisted a larger number of entrepreneurs.

#### 2.4. Obligations of the Landing Pad

- 2.4.1. To accept foreign technology entrepreneurs who were approved by the Committee and issued innovation visas by the Population and Immigration Authority (hereinafter: "PIBA").
- 2.4.2. To set up and operate a suitable work environment infrastructures, for foreign entrepreneurs, including a physical and technological infrastructure suitable for the development of projects, allowing the free flow of ideas and feedback between Israeli and foreign entrepreneurs.
- 2.4.3. To employ a dedicated team for the provision of professional support to the foreign entrepreneurs, including administrative services and technological and business guidance.
- 2.4.4. To expose the foreign entrepreneurs to the Israeli ecosystem.

### 3. Innovation Visa Issuance Process

#### 3.1. Prerequisites for Receiving the Innovation Authority's Recommendation for an Innovation Visa as a Foreign Technology Entrepreneur

- 3.1.1. The foreign entrepreneur must be an individual who is not a resident or citizen of Israel, having a technological idea he wishes to develop into a product.
- 3.1.2. The foreign entrepreneur must submit a statement regarding funding sources covering the entire period of his planned stay in Israel, in accordance with the plan presented in his application.
- 3.1.3. The foreign entrepreneur must team up with a Landing Pad, and it must provide a signed statement regarding his acceptance (**Appendix No 4**).

#### 3.2. Submission of an Application to the Innovation Authority

- 3.2.1. An entrepreneur wishing to receive the Innovation Authority's recommendation for an innovation visa must act as follows:
  - a. Apply to a Landing Pad, obtaining a statement confirming its willingness to accept him, in the form set out in **Appendix No 4**.
  - b. Submit an application on a special form (**Appendix No 5**), a photocopy of his passport, a medical certificate, proof of a clean criminal record, curriculum vitae and certificates attesting to education, via the email address specified in the Call for Proposals.
- 3.2.2. The application will be examined by a professional evaluator appointed by the Innovation Authority, who may communicate with the entrepreneur via various media (e.g.: email, telephone, video conference call). To avoid doubt, the entrepreneur is not required to come to Israel to undergo professional evaluation.
- 3.2.3. If the Committee approves the application, a notice regarding its decision will be sent to the entrepreneur and to the Landing Pad, together with the Committee's recommendation to PIBA (**Appendix No 6**).

3.2.4. If the Committee does not approve the application, a notice regarding its decision will be sent to the entrepreneur and to the Landing Pad, including the Committee's reasons.

### **3.3. Criteria for Approval of an Application (per section 6.3 of the Program guidelines)**

3.3.1. Entrepreneur's background and experience in the field of the proposed project and his potential to successfully develop and promote the project.

3.3.2. Added value provided by the Landing Pad to the success of the project, including the nature and quality of the relationship between the project and the field of activity of the Landing Pad.

3.3.3. High level of innovation and applicable feasibility plan.

3.3.4. Significant business potential, including in the global market.

3.3.5. Potential for establishing an industrial company in Israel.

### **3.4. Process of Issuance of an Innovation Visa to a Foreign Technology Entrepreneur by PIBA**

3.4.1. The foreign Entrepreneur must follow in accordance with PIBA's Procedure - Residency Permit for foreign innovation entrepreneurs ( **Appendix 7**). An entrepreneur who received the Committee's recommendation for an innovation visa must submit an application to PIBA in accordance with PIBA's Innovation Procedure, together with the Committee's recommendation.

3.4.2. PIBA has exclusive authority to consider any aspect related to an application for an innovation visa.

3.4.3. An entrepreneur staying in Israel under an innovation visa is not entitled to wage in accordance with PIBA's Innovation Procedure.

### **3.5. Obligations of a Foreign Technology Entrepreneur under an Innovation Visa**

3.5.1. The entrepreneur must develop the proposed project as detailed in his application and in accordance with the Committee's decision.

3.5.2. The entrepreneur must report to the Committee and receive its approval for any change in his original application.

3.5.3. Throughout the period of his stay under an innovation visa, the entrepreneur may engage solely in the development of the technological idea he is interested in promoting.

## **4. Expert Visa Issuance Process**

### **4.1. Process for Receiving the Innovation Authority's Recommendation for an Expert Visa as a Foreign Technology Entrepreneur**

4.1.1. An entrepreneur who holds a valid innovation visa and wishes to receive an expert visa must set up an Israeli company for the purpose of developing the technological project in Israel.

- 4.1.2. The Israeli company owned by the foreign entrepreneur must submit an application for approval under one of the incentive programs of the Innovation Authority, in accordance with the rules and procedures of the applicable program. To avoid doubt, such an application may or may not include a request for government funding.
- 4.1.3. The application will be examined by a professional evaluator appointed by the Innovation Authority, who shall submit his opinion to the relevant committee, in accordance with the guidelines of the applicable program.
- 4.1.4. The relevant committee will decide whether to approve the application, in accordance with the guidelines of the Innovation Authority incentive program under which the application of the foreign entrepreneur was submitted, and its decision with respect to the entrepreneur's application will be forwarded to the Startup Division.
- 4.1.5. The Startup Division will send the entrepreneur a notice regarding the decision of the relevant committee, together with its recommendation to PIBA (**Appendix 8**).

#### **4.2. Process of Issuance of an Expert Visa to a Foreign Technology Entrepreneur by PIBA**

- 4.2.1. To be issued an expert visa, an entrepreneur must submit an application to PIBA in accordance with PIBA's Procedure for Foreign Experts in Israel (hereinafter: "**Experts Procedure**") (**Appendix 9**), together with the relevant committee's approval of the application and the Startup Division's recommendation.
- 4.2.2. PIBA has exclusive authority to consider any aspect related to an application for an expert visa.
- 4.2.3. An entrepreneur staying in Israel under an expert visa is entitled to wage in accordance with PIBA's Experts Procedure.

### **5. Obligations of a Foreign Technology Entrepreneur under an Expert Visa**

A foreign entrepreneur whose application for an expert visa has been approved will be subject to the obligations set forth in section 3.5 above, mutatis mutandis. In addition, he will be subject to all the guidelines of the applicable incentive program under which his application was approved, as set forth in section 4.1 above.

### **6. Miscellaneous**

- 6.1. The Committee's approval must be received for any change made in the following applications: recommendation for an innovation visa; recommendation for an expert visa; approval for a Landing Pad.
- 6.2. The Landing Pad and the foreign technology entrepreneur are obligated at all times to allow the Innovation Authority or anyone acting on its behalf, including outside entities, to inspect their operations, at times and subject to conditions as determined by them, and to comply with the Innovation Authority's directives as issued from time to time.
- 6.3. If the foreign technology entrepreneur fails to comply with the terms and conditions of the incentive program under which his application was submitted (per section 4.1 above)

or with these procedures or provides false information, the Committee will be entitled to revoke his recognition as a foreign technology entrepreneur and to recommend to PIBA to cancel the innovation visa or the expert visa, as the case may be.

- 6.4. This procedure should be read in conjunction with the Innovation Visa Procedure and the Experts Procedure of PIBA.

## 7. Appendices

[Appendix 1 - Organization's application for recognition as an Landing Pad](#)

[Appendix 2 - Affidavit and application "Conditioning of Assistance to the Existence of Social Responsibility"](#)

[Appendix 3 - Letter of undertaking of a Landing Pad](#)

[Appendix 4 - Affidavit of a Landing Pad on the admittance of a foreign entrepreneur](#)

[Appendix 5 - Application for recommendation to issue an innovation visa for a foreign technology entrepreneur](#)

[Appendix 6 - The Committee's recommendation to PIBA to issue an innovation visa](#)

[Appendix 7 - PIBA's Procedure no. 5.3.0029 Residency Permit for foreign innovation entrepreneurs](#)

[Appendix 8 - The Committee's recommendation to PIBA to issue an expert visa](#)

[Appendix 9 - PIBA's Procedure no. 5.3.0041 - Procedure for handling applications for employment permits and work licenses for foreign Experts](#)