

ENAEX Challenge 2022

Hello! We appreciate your interest in applying for the challenge that ENAEX wishes to solve and that it will make its call through the openinnspiral.com. On the page, you will find everything you need to be able to apply, enter your information, and some supporting documents.

1. INTRODUCTION

1.1 About ENAEX

Enaex SA and its subsidiaries have established themselves as the most important group that produces ammonium nitrate, explosives for mining and provides comprehensive rock fragmentation services in Chile and Latin America, maintaining directly or through third-party contracts with the main mining companies that operate in Chile, Peru, Argentina, Brazil, and other countries in the region.

Enaex SA currently maintains a broad international presence through the export of ammonium nitrate, high-power explosives and initiation solutions, being found in more than 20 countries, highlighting Peru, Argentina, Brazil, Mexico, Australia, Bolivia, South Africa, and Japan.

Enaex, through the Prillex América plant located in Mejillones, today has the largest explosive-grade Ammonium Nitrate production complex in the world, positioning itself as the third-largest player in the world in terms of production

1.2 About INNSPIRAL

INNSPIRAL is a digital and global corporate innovation accelerator that enables the installation of innovation capabilities with a business, technology and design perspective. The purpose of INNSPIRAL is to enable leaders and professionals from large companies to innovate at the level of the most successful companies in the world, and for this, it has dedicated itself to transferring knowledge and methodology so that companies install a systematic process of generating verifiable value. , for its clients, its collaborators, and shareholders.

1.3 About OpenINNSPIRAL (openinnspiral.com)

All companies face challenges (problems and/or opportunities) for which need to connect with external capacities, to generate unique and high-value solutions for their operations and their clients. OpenINNSPIRAL is the open innovation platform created by INNSPIRAL, as a tool that facilitates the publication of proposals and project flow management. OpenINNSPIRAL will be available to any company seeking to publish and disseminate their innovation challenges (demand side), and to any startup, entrepreneur,

inventor, provider, or author of knowledge, technology, and solutions (supply side) seeking to make themselves known and collaborate with these companies in their innovation projects.

2. OBJECTIVE OF THE CALL

The objective of this call is to identify startups and/or technology providers capable of solving the challenges prioritized by ENAEX, through an open innovation call.

ENAEX will consider any innovation that is in the advanced stages of MVP or products in the commercialization stage.

3. INNOVATION CHALLENGES

Within the framework of the search for solutions that allow solving ENAEX's challenges, the following challenges are presented to be addressed in this call:

Factory truck fleet optimization, availability, and reliability

Challenge: Increase the availability and reliability of the factory trucks, in order to meet the requirements for the number of explosives loaded in the mine's blast holes according to the production plans.

Current situation: Occurrence of failures in the factory trucks (equipment with the capacity to generate the mixtures for the elaboration of explosives in-situ) in operation, when these are assigned to the client's blasting zones, or considered in the planning of available equipment. . This can create potential delays or increased demand on the existing fleet of trucks.

ENAEX has more than 100 operational factory trucks, which have explosive loading capacity configurations between 20 tons and 30 nominal tons and various products.

Factory trucks are currently partially with sensors.

Aspects to consider:

- Equipment subjected to high vibrations as a result of traffic on roads of mining operations.
- Difficulties associated with signal connectivity in mining operations.
- The operation of the equipment occurs only during the day.

What we are looking for:

1. Software for monitoring, maintenance management, and predictive analysis of factory trucks
2. Hardware to capture data from various equipment that makes up factory trucks (eg sensors, IoT)

Expected impact: Increase the availability and reliability of the equipment fleet of ENAEX in order to reduce the number of factory trucks in customer operations and improve the service provided by ENAEX.

Factory truck reference:

- https://www.youtube.com/watch?v=B_osMIOPSdI

4. PREREQUISITES

Any legal person (hereinafter the “Participant/s” or “Applicant”) may participate during the Validity Period present a solution that is related to the challenges posed by ENAEX.

All participants may submit one or more proposals, meeting the following requirements:

- a) Have a technological solution validated at a pilot level in the field, with demonstrable results.
- b) Feasibility of conducting pilot tests of their technologies in Chile once they have been selected in this call. exclusive requirement.
- c) Have the availability to attend all the activities of the Open Innovation Program, online.
- d) At least one (1) of the founding partners of the Venture must be dedicated full time to the Venture and must be responsible for participating in 100% of the activities of the acceleration program.
- e) Neither the Venture nor its partners or employees, shareholders, employees, administrators, or investors of companies that are direct competitors of ENAEX.

5. ENAEX'S COMMITMENTS

ENAEX undertakes with the selected and non-selected companies to:

- a) Preserve the confidentiality of the projects presented by the participants and comply at all times with the agreements reached by both parties (participants - organization) for this purpose. With the exception of the communication of information that must be disclosed for the purposes of an adequate promotion of the enterprise, and in general, all that that is required to be communicated for the

purposes of facilitating the creation of value for the benefit of the enterprise and the accelerator.

- b) Inform the participants about the results obtained by their project.
- c) Inform the participants through the channels defined for this purpose about any modification in the bases, activities, and dates of the different stages of the call.

ENAEX may select one or more proposals. From the evaluation of the solutions carried out by INNINSPIRAL, ENAEX will freely select the proposal or proposals that, in its exclusive judgment, meet the objective of the Open Innovation Program that it promotes.

Regarding said selected proposals, ENAEX undertakes to deliver the following:

- **pilot development:** Co-financing for the development of a technology test pilot. In case of being selected, the company must present its plan for the pilot, justifying all the cost items required for its execution, the total amount of which ENAEX will co-finance in a percentage to be agreed upon.
- **Space for the development and implementation of the pilot:** A test space will be provided in the current operations of ENAEX in Chile, or the use of an external test center will be arranged.
- **ENAEX Know-How:** For this pilot, ENAEX will support the winning teams through the know-how of ENAEX collaborators on the solutions selected to develop the pilot.
- **Methodological Support:** For the development of the pilot, the winners will have to mentor by the corporate innovation accelerator INNINSPIRAL, who will support with methodologies for the design of technological testing and insertion in ENAEX operations.

Under no circumstances does the selection of the proposals mean for ENAEX to assume a commitment to acquire the companies, or their products or services.

6. COMMITMENTS OF THE PARTICIPATING ORGANIZATIONS

The applicant commits to ENAEX to the following:

Actively participate in all the activities defined in the Open Innovation Program described in these rules and accept all the conditions of this document.

The applicant declares and guarantees that the contents and/or proposal(s) that he sends are of his original creation and that it does not infringe the rights of any kind that belong to third parties, including copyrights, trademarks, patents, trade secrets, confidentiality, privacy rights, and publicity.

Likewise, the applicant undertakes to respect the Chilean Legal System and therefore, declares to know and accept that he will not be able to upload or enter the application

website, contents contrary to the law, public order, morality, and good customs. and/or that in any way may violate contractual obligations previously contracted by the applicant or that may be considered harmful, abusive, derogatory, defamatory, vulgar, invasive of privacy, racist, xenophobic or discriminatory, and in general, in any way objectionable. Similarly, the applicant undertakes to take the necessary measures to prevent the content sent from containing computer viruses, or any file or program designed to interrupt, destroy or limit the functionality of any software, hardware, or telecommunications equipment.

The applicant knows and accepts that he enters his business proposal under his sole and exclusive responsibility, and at his own account and risk. Consequently, in the event of a dispute of any kind (including disputes over the authorship and/or ownership of the rights over the proposal(s) or for any reason between the applicants or between any of them and a third party, ENAEX and INNSPIRAL will be exempt from any liability for claims, lawsuits or damages of any kind and nature that are related in any way to said dispute. Likewise, the applicant accepts and undertakes to defend ENAEX and INNSPIRAL from claims by third parties related to the idea or innovation that it provides.

7. APPLICATION

The application as a legal person implies the knowledge and acceptance of these bases both by the representative and by all the members of the enterprise, without reservations or exceptions of any kind.

To apply for a member of the entrepreneurial team, as a legal entity, must complete the application whose link will be available on the platform <https://www.openinnspiral.com/enaexchallenge>

Along the same lines, it is requested to attach **a commercial presentation (Google Drive link or similar platform)** that explains in detail the problem to be addressed, opportunity detected, the characteristics of your solution, business model, customer benefits, the competition, and its differentiation, and the team. In addition, the fit must be explained with the open innovation challenges of the call and any additional information that is relevant to highlight

The deadline for receiving applications will be from April 28, starting at 09:00 a.m., until May 22 at 11:59 p.m. (Chilean time).

8. EVALUATION CRITERIA

ENAEX will consider any innovation that, in its opinion, complies with a thorough understanding of the challenges posed and understanding of the needs of the industry. In addition, the proposals are led by a competent and highly capable entrepreneurial team.

Before the initial evaluation, the eligibility of each of the applicants will be reviewed, which is analyzed directly through the openinnspiral.com platform in compliance with all the requirements indicated in the application form. If the form is not complete or was not sent, it will not enter the evaluation process of the committee, so it is vital that you answer all the mandatory fields. All those who meet the eligibility requirements will be evaluated by each of the following selection criteria:

- **Fit with the challenge to solve:** It will be evaluated not only how the problem addressed is solved, but also the adaptability to the operating conditions of the ENAEX with its clients
- **Degree of maturity:** The degree of development of the technologies will be evaluated, considering whether it is in development or in mature stages of commercialization
- **Team experience:** The experience, skills, and competencies of the work team will be evaluated

9. PROGRAM OF WORK AND RELEVANT DATES

The main milestones of the process and their respective development dates are presented below:

Milestone	Description	Date
Launch of the call	Start of applications for the innovation challenges through the page openinnspiral.com	April 28
Closing of the call	End of receipt of applications	May 22
Pre-selection of candidates	Once end Once the application process has been completed, INNSPIRAL will review all complete and relevant applications based on the criteria already described. Subsequently, INNSPIRAL will present a list of pre-selected candidates to ENAEX, in which this selection will be validated and finally the selected ones who will participate in the program in its next phase will be decided	Between May 24 and 25
Initial Demo Day	The pre-selected participants will participate in a meeting to delve into its solutions and the fit with the challenges of ENAEX. Once these meetings are over, a team from ENAEX and INNSPIRAL will select the finalists who will present their developments on the final Demo Day	Between May 26 and 27
Final Demo Day	A selection committee will be held in which representatives from ENAEX and INNSPIRAL will participate. In this committee, each pre-selected participant will have to present the final proposal for collaboration and resolution of the challenges identified, based on the validation and deepening work carried out. ENAEX will select the winners that it considers best solve the challenges posed and have the greatest impact.	Between June 02 and 03

All these dates may be subject to change, with prior notification to the participants.

Once the winning proposal(s) have been selected and the applicant notified, a contract will be drafted and signed that defines the conditions for the development of the project.

10. INTELLECTUAL PROPERTY AND CONFIDENTIALITY

The applicant will maintain ownership of the intellectual property rights that may emanate from their proposal. The applicant declares and guarantees to be the owner or to have the required authorization for the use or exploitation of all the intellectual property used in the development of their proposal, including but not limited to the copyright, industrial property, trademarks, appellations of origin, patents, utility models, industrial designs, trade secrets, and that they have all the permits, licenses and authorizations for that purpose. Consequently, the applicants declare and guarantee that they will exempt ENAEX and INNSPIRAL from all liability and will hold them harmless from and against any claim, legal action, loss, damage, and expense incurred as a result of or in connection with any claim, whether or not legitimate, due to infringement of the rights of third parties.

For the purposes of the Open Innovation Program, all information related to the Open Innovation Program communicated to the applicants before or after the notification of the selection will be considered confidential information. Confidential information includes, without excluding other information of a similar nature, the identification of the organizers and their shareholders; commercial, financial, legal, accounting, technical, industrial, and production information; marketing plans; the name of clients and information related to them; sales and pricing information; marketing and expansion plans; development of products and their formulas, software and related development, inventions, production processes, pricing policies, manufacturing methods and information on the operations, methods, systems, and procedures used for the development of its commercial activity by each of the parties and must be treated under strict confidentiality, not being able to be used for purposes other than those indicated in this instrument.

The confidentiality obligation stipulated in this clause shall be understood without prejudice to the information communicated with the purpose of being disclosed for commercial, administrative, technical, operational, logistical, and advertising purposes inherent to the normal fulfillment of the Open Innovation Program.

The confidentiality obligations indicated here will remain in force throughout the duration of the Open Innovation Program and even after its termination and non-compliance will give the right to deduct, where appropriate, civil, criminal, and other actions that correspond in accordance with current legislation.

This obligation will be extended to the employees or subcontractors, suppliers or allies of the participating organizations who come to know the information of reserved nature and who in no case may give it a more lax treatment than agreed here. The participants are

responsible for the use of the confidential information received by their subcontractors and/or employees, suppliers, or allies.

Notwithstanding the foregoing, the applicant will sign and deliver all those public and/or private instruments that are required by Enaex to safeguard their confidential information.

At the end of the Open Innovation Program, for any reason, the participants must destroy and return all the confidential information that has been revealed to them and that is in their possession.

In the event that the disclosure of confidential information is necessary by legal provision or order of a judicial or administrative authority empowered for this purpose, said disclosure or publication may only be made after notifying the disclosing party in writing of the reasons and nature of the disclosure. or publication required, in order that it may exercise the actions it deems pertinent to protect confidential information. In addition, the disclosure must be limited only to that portion of the confidential information that is necessary to comply with the legal provision or order of judicial or administrative authority.

11. COMMUNICATIONS AND CONTACT

All communication regarding the call and/or modifications to this website openinnspiral.com and/or on our social networks, these notifications being valid as a modification or formal communication by the organizers. Any questions regarding the rules and our process, please write to openenaex@innspiral.com and we will respond as far as possible.