



GUIDELINES

CHALLENGE

CONFECCIONES TRENTO S.A.C.

"Search for potential solvers for the prioritized innovative challenges of the Open Innovation Program of CONFECCIONES TRENTO S.A.C."

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I. INTRODUCTION.

This document establishes the guidelines for the Confecciones Trento S.A.C. Challenge, a call aimed at finding potential solvers who can offer innovative proposals in response to the company's strategic challenges.

This open innovation process is part of Confecciones Trento S.A.C.'s strategy to promote sustainability, efficiency, and competitiveness in the Textile industry. The call is structured as an opportunity for startups and companies with experience in developing technological solutions to present proposals that contribute to optimizing critical processes and generating added value in Textile production.

The Challenge will be conducted in a collaborative environment, where interaction between Confecciones Trento S.A.C., innovation experts, and technological solvers will be encouraged. The process dynamics include the review and validation of challenges, the definition of evaluation criteria, and the development of solution pilots that may eventually be implemented in the company's operations.

II. BACKGROUND.

a. Who we are

Confecciones Trento S.A.C. (hereinafter "Trento") is a leading company in the manufacturing sector, specializing in the production and commercialization of clothing for men, women, and children. Since its foundation in 2011, it has experienced sustained growth, establishing itself as a benchmark for quality, design, and comfort. With a daily production capacity of between 2,100 and 2,500 garments, Trento has implemented a business model based on on-demand manufacturing, allowing it to adapt to the specific needs of its clients and maintain a close relationship with them. Its main markets include the United States, Mexico, Brazil, and Argentina, supplying well-known brands such as WTS-Peter Millar, BONOBO, Habitat/Escape, Track&Field, and Etiqueta Negra.

In its commitment to sustainability and innovation, Trento has promoted various initiatives aimed at process optimization, reduction of environmental impact, and adoption of advanced technologies. These include the implementation of training programs in carbon footprint measurement, recycling, and sustainability, as well as the digitalization of its operational management through an ERP system. Furthermore, its participation in international fairs such as ITMA-Milan has allowed it to stay at the forefront of Industry 4.0 trends.



III. OBJECTIVE.

The objective of this open innovation call is to identify solvers capable of addressing the innovation challenges identified by the company CONFECCIONES TRENTO S.A.C. We are looking for cutting-edge and innovative solutions that can be effectively integrated with the company's processes and opportunities.

The purpose is to foster collaboration between CONFECCIONES TRENTO S.A.C. and solvers. The intention is to accelerate the adoption of disruptive solutions that boost productivity and efficiency, while promoting the sustainable development of both the organization and the innovation ecosystem in La Libertad."

This program is executed within the framework of the Open Innovation Program of CONFECCIONES TRENTO S.A.C. in collaboration with Quintil Valley and with the support and co-financing of the Ministry of Production through the National Program for Technological Development and Innovation - ProInnovate.

IV. TARGET AUDIENCE.

This call is aimed at startups, research centers, and technology companies, located in Peru or anywhere in the world, legally constituted in their country of origin, in an expansion stage, with innovative solutions in the textile sector seeking to expand their markets and develop collaborative innovation processes, with the capacity to implement and co-design technological solutions in Latin America and with the potential to expand to other markets. Other important requirements that applicants must meet include having a TRL 6 or higher, demonstrating a clear focus on sustainability and efficiency, and accrediting at least one year of activity. In the case of organizations created in Peru, they must also have a current Unique Taxpayer Registry (RUC).

V. APPLICATION PROCESS.

Applicants interested in being part of the Challenge can register by completing the form established on the call's website: Link <https://challengectrento.pe/>. The Challenge selection process includes several stages:

- **Registration:** Interested parties must apply through the form available on the official website of the call.
- **Challenge Validation:** Review and refinement of proposals in strategic workshops with the participation of stakeholders from CONFECCIONES TRENTO S.A.C.
- **Technical and Commercial Evaluation:** Analysis of proposals based on pre-established criteria, with subsequent selection of the most promising solutions.
- **Pilot and Implementation:** For the selected proposals, a pilot plan will be defined to validate the solution in a real environment, with a view to an eventual strategic linkage.

If your application is accepted, a confirmation email will be sent to you informing you of the next steps.

VI. CHALLENGES.

The call is aimed at addressing three priority innovative challenges, which reflect strategic areas for improvement within CONFECCIONES TRENTO:

CHALLENGE 1: Comprehensive Real-Time Traceability: How could we integrate, digitize, and automate key processes in the production chain to generate information that strengthens strategic, tactical, and operational decision-making, and thus improve its sustainability and efficiency?

- **Objective:** Develop and implement a comprehensive technological solution that allows progress towards digital and automated traceability throughout the value chain, from suppliers to customers, facilitating the integration of systems and data-driven decision-making with an impact on sustainability.
- **Expected Benefit:** Optimization of the service life cycle; Reduction of resources: Water, Transportation, materials. As well as an improvement in energy efficiency.

More Information: <https://challengectrento.pe/>.

CHALLENGE 2: Reduction of waste in cutting and sewing: How could we reduce waste in the cutting and sewing processes through emerging technologies that increase business profitability and allow for a reduction in environmental impact?

- **Objective:** Reduce waste by implementing a comprehensive solution that detects defects before cutting, optimizes patterns using artificial intelligence, and captures real-time data to adjust production parameters, all with the aim of improving economic, social, and environmental sustainability.
- **Expected Benefit:** Reduction of annual waste and savings in materials and operational costs.

More Information: <https://challengectrento.pe/>.

CHALLENGE 3: 3D Digitization and Smart Costing:

How could we digitize the garment design and validation process, allowing the client to design and cost through a 3D environment, modifying measurements, styles, colors, and materials, knowing in real-time the costs associated with each design?

- **Objective:** Bring the client closer to the design, development, and costing of their garment. The aim is to implement a technological solution for digital design and validation that integrates 3D simulation and artificial intelligence for online costing,

allowing for real-time design customization and reducing rework and the use of physical samples.

- **Expected Benefit:** Service quality levels, reduction in development and quotation times. Reduction of physical prototypes, reduction of and material consumption. Higher sales conversion due to the immersive customer experience.

More information: <https://challengectrento.pe/>

VII. SELECTION CRITERIA.

- **Fit with the challenges:** Applicants must have an innovative solution that responds to at least one of the challenges presented in this call.
- **Capacity to collaborate:** Participating in this open innovation process implies working in collaboration with the requesting company. Therefore, it is essential that applicants have the capacity and willingness to collaborate and solve the open innovation challenges presented in the call.
- **Innovation:** Pre-selected applications must have a differentiating value proposition.
- **Solution Maturity:** The solution must be at a Technology Readiness Level (TRL) equal to or greater than 6.
- **Experience working with companies:** Have experience providing services or developing collaborative projects with other companies.
- **Antiquity:** Accredited a minimum of one year of conducting activities.
- **RUC:** If the organization was created in Peru, it must have a Unique Taxpayer Registry (RUC).

Solution proponents may be MSMEs such as startups, scale-ups, innovative MSMEs. Universities and technology centers may also participate, provided that at least one national MSME is already participating as an EPS (Service Providing Entity).

VIII. METHODOLOGY AND BENEFITS.

By applying to the CONFECCIONES TRENTO S.A.C. Challenge, startups and solvers will have the opportunity not only to be part of an ambitious project that seeks to create an adaptive, sustainable, and competitive space through technology, but also an exciting competition process where the best solutions can enter a Fitcamp, that is, a networking space between CONFECCIONES TRENTO S.A.C. and the developers, where individual meetings can be requested and they can interact, specifically, with the owners of the challenges who are looking for technological solutions. The international firm "Quintil Valley" will evaluate several competing ventures during the Fitcamp days.

Within this process, the established criteria and traditional aspects will be taken into account, such as the business model, technical capacity, team, products or services, and growth and scalability potential. In this way, a rigorous strategic and technical alignment can exist between the startups and the participating companies.

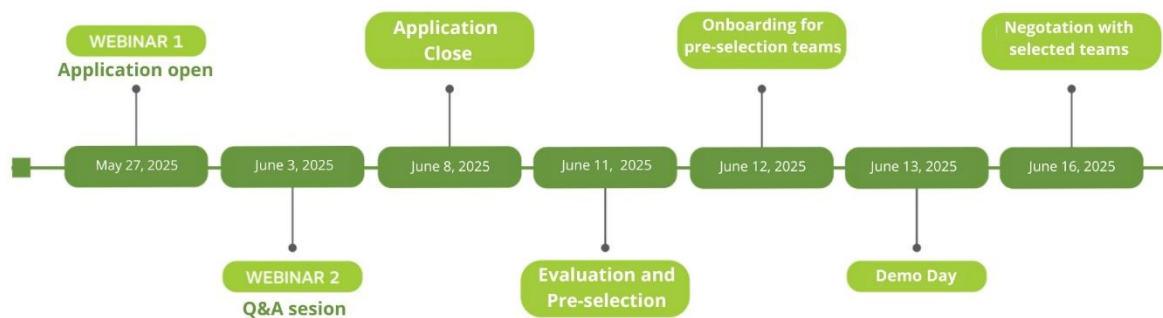
Once a selection is made, and if the requesting company so decides, a pilot will be carried out according to the needs and progress of the startup/solver, with a view to a possible linkage under the terms and conditions established by the program:

The following are some benefits that selected startups and/or solvers may obtain:

- Selected solvers will have the possibility to test their technologies and business models.
- Access to a recognized company in the Peruvian textile industry.
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- Strengthen the development of their solutions based on the experience of the professional team at Confecciones Trento S.A.C. and the innovation agency Quintil Valley.
- Networking with experts in open innovation and access to acceleration programs in LATAM.
- Solve key problems in the textile industry in sustainability, production efficiency, with the possibility of scaling solutions regionally.
- Financing for the development of pilot processes in conjunction with Confecciones Trento S.A.C.

VIII. SCHEDULE

Activity Calendar



X. INTELLECTUAL PROPERTY.

The organizing entities acknowledge that all intellectual property obtained from the beginning of participation in this contest, up to the final selection of projects, whether or not initially foreseen, created or originated as a result of, for the purposes of, on the occasion of, or by virtue of this contest, will be the property of the applicant.

On the other hand, the intellectual property resulting from the post-contest relationship process between the applicants and Confecciones Trento S.A.C. will be handled according

to the conditions that must be previously agreed upon between the parties in the collaboration document for the development of the joint initiative.

XI. TERMS AND CONDITIONS.

Applicants guarantee, under their sole responsibility, that the content they send and present is of their original creation and does not infringe on third-party rights, including without

limitation, intellectual or industrial property rights, copyrights, trademarks, patents, trade secrets, privacy, and publicity, and that the content is not illegal, nor has it been created and/or sent in a way that infringes a contractual obligation they may have with a third party.

The organizers of the call may require additional documentation on this aspect at any time. Applicants give their express and voluntary consent to the organizers, or to third parties designated by them, to process and use their information (including personal data) so that it may be processed and used for registration in the call, the participation of applicants, project analysis, and its evaluation, applying all reasonable computer security and confidentiality measures to prevent alterations, loss, unauthorized processing, or access to the data.

If you have more questions, you can send them to the email: contacto@quintilvalley.cl