Climate-KIC Accelerator Programme

Application Form Stage 2: [*Company/Project Name*]

**Contact person operating inside the structure to refer to**

**(In case the company has not been registered yet, please complete the following table for each of the member of the group)**

|  |  |
| --- | --- |
| **Contact person Information** | |
| \*Name/ Surname |  |
| \*Main Address (Residenza) | Civic number, zip code, city, country. |
| \*Second Address (Domicilio) | Civic number, zip code, city, country. |
| \*Mobile number |  |
| \*E-mail |  |
| \*Citizenship |  |
| \*Place and Date of birth |  |
| \*Sex |  |
| \*Fiscal code (Codice Fiscale) |  |

|  |  |
| --- | --- |
| **Other team member** | |
| \*Name/ Surname |  |
| \*Main Address (Residenza) | Civic number, zip code, city, country. |
| \*Second Address (Domicilio) | Civic number, zip code, city, country. |
| \*Mobile number |  |
| \*E-mail |  |
| \*Citizenship |  |
| \*Place and Date of birth |  |
| \*Sex |  |
| \*Fiscal code (Codice Fiscale) |  |

Please add other tables if needed.

**Company data**

|  |  |
| --- | --- |
| \*Name of the company |  |
| \*Legal nature of the company |  |
| \*Date of establishment |  |
| \*Share capital (in euro) |  |
| \*Date of registration to the Chamber of Commerce (“registro delle imprese” for Italian companies) |  |
| \* Registration number |  |
| ISTAT (or NACE) code related to the main business activity |  |
| \*Address of the company registered office | . |
| \*Tax code / VAT code |  |
| \*Phone |  |
| \*PEC address (Posta Elettronica Certificata) |  |
| \*Name and surname of the legal representative of the company |  |
| \*Tax code of the legal representative of the company |  |

**Team contacts**

Contact details for each member of the group (Add rows according to the number of the people of the team)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Name** | **Surname** | **Email** | **Mobile number** | **Address** |
|  |  |  |  |  |
|  |  |  |  |  |

**Please describe the company or project for the purpose of publication on Aster website in compliance with the obligations of transparency on D.lgs.33/2013**

*(max 100 words)*

**Founders Dream**

*I.e. not so much a mission statement but your personal motivation. (max 20 words)*

**Team**

*Give resumes of the founders / management team (2 lines each + CVs to be attached ). Describe current involvement of all involved.*

**Business Description**

*Briefly describe the general nature of your company. From this section the stakeholders and reviewers must be convinced of the uniqueness of the company and gain a clear idea of the market in which the company will operate.**(max 35 words)*

**Value proposition:**

*Convey to the reviewers that the solution truly fills an unmet need in the marketplace. The characteristics that set the solution apart from the competition need to be identified (competitive advantage).*

*You have to use the structure of the classical seven points of a value proposition:*

1. *FOR [the ideal customer]*
2. *WHO [has this specific pain or problem]*
3. *OUR [product name]*
4. *IS A [product category]*
5. *THAT PROVIDES [this main benefit and reason to buy]*
6. *UNLIKE [the primary alternative or competitor]*
7. *OUR PRODUCT [has this unique selling proposition]*

**Partners**

*Apart the team members, who else is or will be involved in the product and business development/future company?*

**Company Background**

*Provide a short summary of the company’s background. (max 100 words)*

**Technologies**

*In this section, highlight whatever aspects of your solution that may be protected by current IP or patent law. Provide evidence of how your offerings are different and will be able to develop a barrier to entry for potential competitors. Also, identify any relevant dependencies.*

*Please also indicate if you have carried on research activity and if a prototype is available.*

*🡪 Provide independent technical validation letter ( if any).*

*🡪 Describe current IP protection: patent (if any).*

**Climate Impact**

*Describe in what way your startup has a beneficial impact on climate change adaptation and/or mitigation. This can be quantitative (i.e. 'xxx ton CO2 captured per year') or qualitative (i.e. 'much improved rain data necessary for urban water management'). (max 50 words)*

**Markets**

*This is about the chosen market niche where you want to achieve total global domination. Provide a clear description of your target market, and any market segments that may exist within that market. Include potential market size and growth rate.*

*🡪 Describe Total Addressable market*

*🡪 Describe your Segmented Addressable Market*

*🡪 Describe your Share of the Market*

**Customer and end user demand**

*Describe your customer. Describe how you are going to create end user demand.*

**Distribution Channels**

*Indicate which channels will be used to deliver your products/service to your target markets (i.e. systems integrators, independent software vendors, partner offerings, direct sales force, channel partners, etc…).*

**Competition**

*List any current or potential direct and indirect competition. Briefly describe the competitive outlook and dynamics of the relevant market in which you will operate.*

**SWOT**

*Provide a SWOT analysis*

|  |  |
| --- | --- |
| ***Strengths***  *(bullet points)* | ***Weaknesses***  *(bullet points)* |
| ***Opportunities***  *(bullet points)* | ***Threats***  *(bullet points)* |

**Revenue model and key financials**

*Describe your revenu model using the following schema and provide the following key financials:*

* cash flow 6 months forward
* projected profit yr5
* potential market size (# buyers)
* projected share of relevant market in yr5
* product life (months)
* price/product yr 5
* production cost/product
* cost of customer acquisition/product

**Legal structure and ownership of your venture**

*Describe the legal structure of your venture. Describe the ownership structure.*

|  |  |
| --- | --- |
| **Name** | **Percentage** |
| **Founders/managers** |  |
| NAME and SURNAME 1 |  |
| NAME and SURNAME 2 |  |
| **Investors** |  |
| NAME and SURNAME 1/CORPORATION NAME/INSTITUTION |  |
| NAME and SURNAME 2/CORPORATION NAME 2/INSTITUTION |  |

**Capital**

*Explain the origin of the capital , i.e. How much did you raise, type of money and in case of investors, the valuation principles.*

**Founders capital**

*Describe capital invested by founders or/and other parties*

**Current financial situation**

*What are your current financials? Please supply a copy of your Profit & Loss, Balance Sheet and Cashflow Statement for:*

1. *Last month*
2. *Year-to-date*
3. *Last year*

**Projections**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Y 2015 | FY 2016 | FY 2017 | FY 2018 | FY 2019 |
| Revenue |  |  |  |  |  |
| EBIT[[1]](#footnote-1) |  |  |  |  |  |
| Headcount[[2]](#footnote-2) |  |  |  |  |  |

**Total financing coming year**

*Explain your total financing need for the coming 12 months.*

**Subsidies / investors**

*Describe other sources of funding you have secured or are currently pursuing (subsidies, grants, investments, prizes, etc).*

**Milestone and timeline**

*What is your next milestone and when will you achieve it? A milestone is defined as a result that significantly decreases the risk/increases the valuation of your startup.*

**Milestone and financial planning**

*Demonstrate that you have enough time left to achieve your next milestone. A grant from Climate-KIC is defined as financing.*

**What are your current main needs to develop your business?**

*Please indicate main resources, key contacts or other type of need you may have.*

**What is your motivation to apply at Climate-KIC Accelerator programme?**

**Why do you think the Selection Committee should select you?**

**Knowledge of the English language**

Climate-KIC Accelerator is a programme delivered in English. Materials and trainings will be delivered in this language. A good knowledge of the English language is therefore compulsory to take part in the programme activities. The contact person declares therefore that her/his language knowledge level corresponds to the following CEFR level[[3]](#footnote-3).

Please tick appropriate level on the table:

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Basic user | | | | Independent user | | | | Proficient user | | | |
| A1 |  | A2 |  | B1 |  | B2 |  | C1 |  | C2 |  |

**More information and submission**

Application deadline is 12/06/2015, for further information please contact: [RIC-Accelerator@aster.it](mailto:RIC-Accelerator@aster.it)

**Declarations and authorizations**

These statements must be signed by the Legal Representative and the Contact Person for the application (if different from the Legal Representative).

In case the company has not been registered yet, these statements must be signed by all team members.

**Acknowledgement of the notice**

I certify that I have read the call for applications " Climate-KIC Accelerator Slovenia 2015", including Article 12 on Privacy, personal data treatment and transparency.

**Declaration of authenticity of the information contained in the application form**

Aware of the penalties in case of forgery and false statements - as required by Article 76 of D.P.R. 445 dated 28/12/2000 and the consequent possible loss of the benefits resulting from the action that can be issued on the basis of false declaration - I declare that all information contained in this application form is true and correct.

I understand that, in case a grant is awarded, any misrepresentation may lead ASTER or Climate KIC to seek refund.

**Date and Signature of the legal representative or the team contact person**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

1. EBIT = Revenue – Operating Expenses + Non-operating Income [↑](#footnote-ref-1)
2. Number of people in the company [↑](#footnote-ref-2)
3. Common European Framework of Reference for Languagesguidelines on language levels are available at: http://en.wikipedia.org/wiki/Common\_European\_Framework\_of\_Reference\_for\_Languages [↑](#footnote-ref-3)