**YESS CALL – POLITECNICO DI BARI**

# ANNEX 1: APPLICATION

**Project Name**

*maximum 50 characters*

**Abstract**

Would you briefly describe your entrepreneurial initiative? What are its basic characteristics?

*maximum 500 characters*

**Status of the initiative**

Please describe the stage of your entrepreneurial initiative and the technology or products/services it provides or intends to develop

*maximum 500 characters*

**Team**

How is the project team composed? What are the individual competences? What role will each staff member play in the enterprise?

*maximum 500 characters*

**Business opportunities**

What need, does the solution identified by your business idea address? What problem does it solve? To which need does it respond? How urgent is it?

*maximum 500 characters*

**Target**

What is the market of reference for your entrepreneurial initiative? Could you segment it appropriately and quantify it? Who are the users and customers?

*maximum 500 characters*

**Competitors**

Which other companies operate in the same market sector, offering similar services/products? Who are the main competitors of your entrepreneurial initiative?

*maximum 500 characters*

**Innovative potential**

What is the innovative potential of your business project? Which technologies are developed or used? Are there other competitive factors (e.g. customization, service, process simplification, etc.)?

*maximum 500 characters*

**Intellectual property**

What is the innovation property (patents, copyrights, methods, algorithms) that the team owns? Do you need any licenses from a third party?

*maximum 500 characters*

**Business model**

What is your business model?

*maximum 500 characters*

**Revenue model**

What is your company's revenue stream model? What are the main revenue channels and expected cash flow dynamics?

*maximum 500 characters*

**Partners**

Which are the main partners and/or suppliers that will help your business initiative to achieve the milestones?

*maximum 500 characters*

**Operational plan**

What are the main steps that will be taken by your entrepreneurial initiative? How do you intend to achieve the key milestones?

*maximum 500 characters*

**Financial forecasts**

What are company's financial goals for the first three years of activity?

*maximum 500 characters*

**Budget**

What are the requests you would make to a donor/business angel/investor/public fund for the first year of activity? How would you use these resources in relation to the achievement of the fundamental milestones?

*maximum 500 characters*

**It is possible (but not mandatory) to attach a business plan related to the project in free format.**