

Preview of application form

KPT ScaleUP Accelerator 8th batch Entrepreneur Application

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☐ Complete 7 steps to submit your application

Basic information

1. Startup name: *

2. You come to us: *

- ☐ with a team
☐ on your own

3. What is the status of your team and project you bring to the KPT Poland Prize: *

- ☐ I am/we are an informal group
☐ I/we have a registered and active business in the country of my/our origin

4. During the acceleration you intend to develop a project that can be classified as: *

- ☐ Industrial Internet of Things (IIoT)
☐ Augmented Reality (AR)
☐ Virtual Reality (VR)
☐ Artificial Intelligence (AI)
☐ other software and/or hardware solutions for the industry 4.0 sector

5. Technology Readiness Level *

The stage of development of the project – choose and describe on which TRL level is your project and which actions do you need to take to offer it to big corporations. The required TRL level is at least 4. Projects at a lower level will be rejected.

- ☐ 1 - Basic principles observed
☐ 2 - Technology concept formulated
☐ 3 - Experimental proof of concept
☐ 4 - Technology validated in lab
☐ 5 - Technology validated in relevant environment (industrially relevant environment in the case of key enabling technologies)
☐ 6 - Technology demonstrated in relevant environment (industrially relevant environment in the case of key enabling technologies)
☐ 7 - System prototype demonstration in operational environment
☐ 8 - System complete and qualified
☐ 9 - Actual system proven in operational environment (competitive manufacturing in the case of key enabling technologies; or in space)

6. Business stage: *

- ☐ Idea - The business is still just an idea, concept, or vision. You have a business plan which includes the steps and the strategies to fulfill the founder's vision.
- ☐ MVP - The business model, solution is being tested with prototypes or MVPs.
- ☐ Users - The user's need for a solution (Problem/Solution Fit) is validated. People are willing to pay to get their problems solved.
- ☐ Revenue - Product/Market Fit is validated. There is evidence of traction, retention, growth or revenue.
- ☐ Growth - Revenues and customers are increasing with many new opportunities and issues. Profits are strong, but the competition is surfacing.
- ☐ Expansion - The stage is often the choice of small business owner to gain a larger market share and find new revenue and profit channels.
- ☐ Mature - Is marked by rapid year-over-year growth and a solid core of employees who are now coming up on a decade or more of service.

7. What shareholding structure do you plan for your company/enterprise if you qualify for the programme? Please indicate which founder has how many percent of shares. ***8. Has your team participated or does it participate in an acceleration program or any other developmental program or something we have missed and is worth mentioning. If yes, describe in a few words.****9. Has your team acquired other external financing for the project submitted? If yes, what financing? Give a short description of loans, investment rounds, crowdfunding campaigns and/or grants obtained. *****10. Has the company applied/is going through the recruitment to any other accelerator as part of the Poland Prize programme? If yes, name it/them? *****11. All links and communication channels of the company/and or project that we should pay attention to: e.g. www, Facebook, LinkedIn, YouTube ***

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Basic information

1. Country of residence: *

The data of an individual authorised to represent the team

2. Nationality: *

3. Full name: *

4. Position: *

5. E-mail: *

6. Telephone number *

7. Address of the contact person, including street, city, postal code, and region *

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Questions for product/service

1. Describe briefly the product or service you want to work on during acceleration: *

We are especially interested in the specific technology requirements. Please provide a link to the information about it if you have any.

2. How will your product/service stand out among those already in the market? *

3. What is the target group of your service? Who are your customers? What is the value proposition for your customers? *

4. How many customers do you have? *

5. Describe your business model. How much revenue are you generating or how do you intend to monetise the product / service? How will you generate revenues? *

Point to all the methods of making money in your business model. What are the clients (or will be) ready to pay for? What is your pricing strategy? What are the main costs?

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The team

1. How many people work in the team permanently, and how many part-time? *

2. Describe your team and the experience you have in the related business activities and you successes. Describe members of your team, their experience and education: *

3. How long have you worked together? Have you released a product together, and if so what product was it, and what were its results. *

4. What are the strengths of the team? In what fields you are feeling very strong, do you have some secret source, which can help do achieve success? *

5. What are the weaknesses of the team? What competences are lacking? *

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Competition and market

1. Describe potential markets, their sizes and demand for the solution you offer. How big is the segment of the products/services you want to enter? Who is currently its largest player? *

Estimated market volume, if justified with a breakdown into key segments. While describing the market, use the reports, papers, and analyses, best quoting the sources. In case of shortage of numerical data, provide a short description of the target group.

2. Describe the competitive advantage you have. *

3. Describe the competition. *

Who is your competition, and which products/solutions do you find similar to the ones you want to produce as part of acceleration? Other than naming your competitor, try to include also the name of the product/solution you are comparing yourself to.

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Participation in the KPT ScaleUP

1. What are your current needs, beyond cooperation with partner, that you want to have addressed during the acceleration: *

- ☐ other (please describe below)
- ☐ business mentoring
- ☐ tech support
- ☐ customer acquisition
- ☐ funding
- ☐ marketing and promotion support
- ☐ sales support
- ☐ legal advice

Other needs

2. Which partner would you like to work with during acceleration? To which of the KPT ScaleUP Accelerator partners you address your solution? *

Make yourself/yourself familiar with the profile of operation of the KPT ScaleUP Accelerator partners and information about the projects they are looking for. That information is available on our website. Use it to assess which partners will benefit most from cooperating with you. You can select more than one partner. All partner's technology challenges are here: <https://www.kpt.krakow.pl/en/startups/poland-prize-powered-by-kpt/kpt-scaleup-accelerator/>

- ☐ Selena Industrial Technologies Sp. z o. o.
- ☐ Budimex S.A.
- ☐ MAN Truck & Bus Polska Sp. z o. o.
- ☐ Thermoplast Permanent Development S.A.
- ☐ Grupa Kęty S.A.
- ☐ FundingBox Deep Tech Fund Sp. z o.o.
- ☐ COMP S.A.
- ☐ Astor Sp. z o. o.
- ☐ Grupa Azoty S.A.
- ☐ Solaris Bus & Coach Sp. z o. o.
- ☐ Grupa Maspex Sp. z o. o.
- ☐ Woodward Poland Sp. z o. o.

3. To which specific technological challenge of the partner does your solution respond? *

If you select more than one technology recipient, please provide reasons for each partner individually.

4. What would you like the potential cooperation with the above-mentioned partner to be? What would you like to "deliver" during the acceleration? What will be important for you and your potential partner? *

How you plan to develop product/service?

5. Present your vision of co-operation with a partner. Consider the benefits that such cooperation will generate for you and your partner. Account for the 6-month-long acceleration in your plans, and propose three (3) milestones. *

The third milestone means that, in the case of cooperation with a technology recipient, at least the product or service will be validated in relevant environment. Whereas in the case of cooperation with an investor, the business goals will be achieved according to the term sheet.

5. Which promotional activities have you used and contributed to your decision to apply to the programme.

- ☐ 1. website, social media
- ☐ 2. case study
- ☐ 3. advertising campaigns
- ☐ 4. webinars/info days
- ☐ 5. event
- ☐ 6. database presence
- ☐ 7. presence in the information base
- ☐ 8. information from partners
- ☐ 9. Individual invitations (mailings/newsletters)
- ☐ 10. expert publications

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Applicant's statements

Applicant's statements *

- ☐ I agree with the KPT ScaleUP Acceleration eligibility criteria, terms & conditions. I hereby declare that the information provided in this application is true and consistent with the actual and legal status. I hereby declare that I have read the Rules and Regulations of the Programme and that I accept their provisions.

Applicant's statement *

- ☐ I hereby undertake to notify the Accelerator immediately in the event of any changes in the statements made above after the date of submitting this application and before the end of the evaluation process. I hereby declare that the innovative business idea submitted in this application is free from any legal burden, collateralisation, and/or any third party claims.

Applicant's statement *

- ☐ I hereby consent to the delivery of notifications on the Project by electronic means as meant in Art. 2.5 of the Act of 18 July 2002 on the provision of electronic services (Polish Journal of Laws of 2016, item 1030 with later amendments), and in particular by e-mail, to the e-mail address provided in the Project Form.

GDPR_1 statement *

- ☐ I hereby express consent to the processing of personal data contained in the application form in connection with the implementation of the KPT ScaleUP Accelerator acceleration programme by Krakowski Park Technologiczny sp.z o.o. with headquarters in Kraków, ul. Podole 60, 30-394 Kraków, NIP 675-11-57-834, REGON 351381295, entered into the Register of Entrepreneurs in the National Court Register administered by the District Court for Kraków-Śródmieście in Kraków, 11th Commercial Division of the National Court Register under KRS number 0000058058, with the share capital of PLN 25,372,000.

GDPR_2 statement

- ☐ I hereby consent to the processing of personal data included in the application form by Krakowski Park Technologiczny sp.z o.o. with headquarters in Kraków, ul. Podole 60, 30-394 Kraków, NIP 675-11-57-834, REGON 351381295, entered into the Register of Entrepreneurs in the National Court Register administered by the District Court for Kraków-Śródmieście in Kraków, 11th Commercial Division of the National Court Register under KRS number 0000058058, with the share capital of PLN 25,372,000, for marketing and promotional purposes, including in particular information about offers of support, industry and technical events, and projects run by Kraków Technology Park. Information will be sent electronically.

GDPR_3 statement *

- ☐ I hereby consent to the processing of personal data included in the application form by Krakowski Park Technologiczny sp.z o.o. with headquarters in Kraków, ul. Podole 60, 30-394 Kraków, NIP 675-11-57-834, REGON 351381295, entered into the Register of Entrepreneurs in the National Court Register administered by the District Court for Kraków-Śródmieście in Kraków, 11th Commercial Division of the National Court Register under KRS number 0000058058, with the share capital of PLN 25,372,000, to send data to the US, i.e. a third country located outside the European Economic Area, for which the European Commission has not issued a decision confirming that this country ensures an adequate level of personal data protection.

GDPR_4 statement *

- ☐ I hereby express consent to the processing of personal data contained in the application form in connection with the implementation of the KPT ScaleUP Accelerator acceleration programme by partners project "KPT Poland Prize": Grupa Maspex Sp. z o.o. z siedzibą w Wadowicach (kod pocztowy: 34-100) przy ul. Legionów 37; Grupa Azoty S.A. z siedzibą w Tarnowie (kod pocztowy: 33-101), przy ul. Kwiatkowskiego 8; Solaris Bus & Coach Sp. z o.o. z siedzibą w Bolesławowie (kod pocztowy: 62-005 Owiszkach), przy ul. Obornicka 46; FundingBox Deep Tech Fund Sp. z o.o. ASI Spółka komandytowo-akcyjna z siedzibą w Warszawie (kod pocztowy: 02-566), przy ul. Puławskiej 12 lok. 3; COMP S.A. z siedzibą w Warszawie (kod pocztowy: 02-230), przy ul. Jutrzenki 116; Woodward Poland Sp. z o.o. z siedzibą w Niepolomicach (kod pocztowy: 32-005 Niepolomice), przy ul. Skarbowej 32; Astor sp. z o.o. z siedzibą w Krakowie (kod pocztowy: 31-112 Kraków), przy ul. Smoleńsk 29; Aluform sp. z o.o. z siedzibą w Tychach (kod pocztowy: 43-109), przy ul. Strolowej 4; Budimax S.A. z siedzibą w Warszawie (kod pocztowy: 01-204), przy ul. Siedmiogrodzkiej 9; MAN Truck Sp. z o.o. z siedzibą w Niepolomicach (kod pocztowy: 32-005), przy ul. Dr. Rudolfa Diebla nr 1; Solena Industrial Technologies Sp. z o.o. z siedzibą w Dzierżonowie (kod pocztowy: 58-200), przy ul. Pieszycka 3; Thermoplast Permanent Development S.A. z siedzibą w Libiążu (kod pocztowy: 32-590), przy ul. Wilcza 3.

GDPR information clause *

- ☐ I hereby confirm that I have acquainted myself with the content of the information clause: in the capacity of the personal data administrator and in accordance with Art. 13.1 and 13.2 of Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of individuals with regard to the processing of personal data and on the free movement of such data, and repealing Directive 95/46/EC (general regulation on data protection) (European Journal of Laws EU.L No. 119, p. 1), hereinafter referred to as GDPR, Krakowski Park Technologiczny sp. z o.o. with headquarters in Kraków, ul. Podole 60, 30-394 Kraków, NIP 675-11-57-834, REGON 351381295, entered into the Register of Entrepreneurs in the National Court Register administered by the District Court for Kraków-Śródmieście in Kraków, 11th Commercial Division of the National Court Register under KRS number 0000058058, with the share capital of PLN 25,372,000 informs that: • The provision of data is voluntary albeit necessary to participate in the event. • You have the right to access, rectify and/or delete your data, as well the right to restrict its processing, the right to transfer data, and the right to withdraw consent at any time without affecting the lawfulness of processing. • The data provided will be processed in accordance with Art. 6.1.a and in accordance with the GDPR. • To exercise rights and/or report incidents, please contact the Personal Data Protection Officer at iod@kpt.krakow.pl. • The data processed in connection with the implementation of the Project "KPT Poland Prize" shall be processed over the duration of the project and over the period of limitation of claims in accordance with generally applicable law. • Should you agree to receive marketing and promotional materials, your consent is valid for a period of 10 years. • You have the right to lodge a complaint with the supervisory authority, should you believe that the processing of your personal data violates the provisions of the GDPR. Data recipients. The recipients of personal data are entities commissioned by the Administrator to perform activities that require the processing of personal data, in particular, e-mail handling, ICT services, hosting, IT, administration and legal and advisory services. The recipients of personal data may also include entities and bodies authorised to receive the data only in justified cases and in accordance with generally applicable law. The Administrator may submit the personal data to third countries, i.e. countries located outside the European Economic Area. The data may only be submitted to those third countries or entities for which the European Commission has issued a decision confirming that they ensure an adequate level of data protection. In the absence of a decision issued by the European Commission confirming an adequate level of protection referred to in Article 45(3) of the GDPR, personal data may be transferred to a third country only on the basis of: binding corporate rules, standard data protection clauses adopted by the European Commission, standard data protection clauses adopted by a Polish supervisory authority and approved by the Commission, an approved code of conduct or an approved certification mechanism (Article 46 of the GDPR). In the absence of a decision issued by the European Commission confirming an adequate level of protection referred to in Article 45(3) of the GDPR or the absence of appropriate safeguards referred to in Article 46 of the GDPR, including binding corporate rules, the data shall be transferred based exclusively on an express consent. With respect to the transfer of data outside the European Economic Area, you may request information about the appropriate safeguards in this regard and obtain a copy of these safeguards or information about the location where they are made available by contacting us at iod@kpt.krakow.pl. Risk. The risk related to the transfer of data to third countries in the absence of a decision issued by the European Commission confirming an adequate level of protection specified in Article 45(3) of the GDPR or the lack of appropriate safeguards specified in Article 46 thereof, including binding corporate rules, your data may be transferred to third countries that do not provide an adequate level of data protection, in accordance with generally applicable law in Poland, in particular, in accordance with the provisions of the GDPR. Consequently, pursuant to Article 49(1a) of the GDPR, we hereby inform you that we do not provide the appropriate safeguards specified in Article 46 of the GDPR. Due to the inability to conclude standard contractual clauses with the data recipient and the lack of binding corporate rules, we hereby inform you that there is a risk of insufficient protection of your data. Additional consent to the transfer of your personal data to an entity located in a third country is necessary, as there is a potential risk that the processing of your data will not comply with the provisions of the GDPR.

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Your deck

Including a presentation is only necessary if you are applying to an investment fund. In this case, make sure it is an investment pitch deck. It must include information such as what you will need the funds for, your planned sales volume, a realistic estimate of costs and showing the return on investment over a specific time period.

 **UPLOAD A FILE**

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COMPLETE REMAINING SECTIONS

☐ Complete 7 steps to submit your application

To submit your application to the KPT Poland Prize programme go to the website: <https://gust.com/programs/kpt-scaleup-accelerator-8th-batch>