**Cluster ACT International Matching Event**

*Attachment B – Technical Proposal*

1. **Business idea**
2. Sector/s related to your business idea:

* Cruising
* Nautical activities
* Ports and marinas

1. Describe the business model highlighting how your business idea was originated, what makes it original and innovative, how you generate/will generate income, the presence of any patents, how intellectual property is / will be protected *[maximum 1 page, avoiding submitting confidential information]*:
2. Are the founders involved in the business operations?

YES/NO

1. Please provide a brief biography of the founders *(350 characters maximum)*
2. Please provide a brief description of the team members involved in the development of the business idea highlighting their main competences and the role in the activities *(350 characters for each member maximum)*
3. What is your company's expected growth rate in revenues in the next 24 months?

* No expected growth
* Up to 5%
* Between 5% and 10%
* Between 10% and 20%
* Between 20% and 50%
* More than 50%

1. How do you plan to achieve your growth projections?
2. **Market**
3. Please briefly describe the target market, indicating the reasons that should push customers to choose your product / service. Indicate up to three possible applications and the corresponding market segments. *[maximum 500 characters]*
4. Please provide a short description of your product(s)/project (market volume and forecast / market share) *(500 characters maximum)*
5. Can you list your main significant competitors? How are you dealing with the challenges presented by them? *[maximum 500 characters]*
6. Did you already sign contracts with clients or commercial partner?

YES/NO

1. Please provide a short description of your main competitive advantages *[maximum 500 characters]*
2. Please describe your business idea current stage of market maturity:

* Prototype, pre-commercial
* Reade to be commercial
* Already commercial

1. **Fund raising**
2. Have you received funding for your business idea?

YES/NO

1. How much money in Euros has been invested in your business idea? (by founders and/or investors): €…..
2. What type of investment deal are you now considering (investment strategy)?

* Debt
* Grants
* Equity (VCs)
* Equity (Angels)
* Equity and Debt

1. When would you like to start your fund raising process?

* Immediately
* In the next 6 months
* In the next 12 months
* In the next 24 months

1. How much would you plan to raise?

* Less than 250 k€
* Between 250 k€ and 500 k€
* Between 500 k€ and 1 M€
* Between 1 M€ and 3 M€
* Between 3 M€ and 7 M€
* Between 7 M€ and 10 M€
* Above 10 M€

1. How would you plan to spend funds raised by your company?

* Improve our R&D
* Sales and Marketing
* Operations
* To hire more resources
* New Premises
* Other

Please briefly describe how you plan to spend raised funds (500 characters maximum)

1. **Financials**
2. Annual turnover (2020):

* No revenue
* 1 K€ - 100 k€
* 100 k€ - 300 k€
* 300 k€ - 500 k€
* 500 k€ - 1 M€
* 1 M€ - 5 M€
* 5 M€ - 10 M€
* over 10M€

1. Number of permanent staff (May 2021):

* 1-2
* 3-7
* 8-15
* 16-50
* Over 50

1. Fill in the following table where possible:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | | | | | | |
|  | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 |
| **Revenue** |  |  |  |  |  |  |
| Other incomes |  |  |  |  |  |  |
| Personnel costs |  |  |  |  |  |  |
| Other costs |  |  |  |  |  |  |
| **EBIT** |  |  |  |  |  |  |

1. **Your participation to this call**

What is your motivation for applying for Investors Matching program? (500 characters maximum)

**Attachments to the Technical Proposal**

Please provide:

* the company pitch deck (12 slides maximum in pdf format)
* CV of each team member
* the Executive Summary of the Business Plan

You can provide any other relevant documentation (video pitch, electronic brochure or other) specifying a link for the download.