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| **APPLICATION FORM** | | | |
| In accordance with the terms of the Public Call, you are applying as (tick the box):  Domestic company that:  intents to move it’s R&D activities to the STP Belgrade.  intents to move it’s entire business operations to the STP Belgrade.  intents to establish a subsidiary for innovation development in the STP Belgrade.  Foreign company that:  already has established subsidiary/branch/representation office in Serbia.  intents to establish a subsidiary/branch/represenation office in Serbia for innovation development at STP Belgrade as mother company.  You are applying for:  Full membership  Virtual membership  If you are applying for the full membership, state what size of business space you need: \_\_\_m2  **APPLICATION GUIDELINES**  Interested companies - applicants can apply for membership in the STP Belgrade by fulfilling the Application form and submitting the annexes listed at the end of the form.  In accordance with the conditions of the Public Call, the eligible companies that can apply for the membership in STP Belgrade are: technology companies that are developing innovative products or technologies, namely: micro, small and medium-sized companies for partially or entirely location of their business in the STP Belgrade, as well as large companies for location their R&D departments.  In order to carry out the evaluation in the best possible way, it is necessary to demonstrate the innovative, personnel, financial and management potential, as well as to clearly explain the business model which will be implemented in the STP Belgrade.  If the applicant is established less than 3 years ago from the date of the application submission and therefore does not possess the information about its business for the period required in this form, it is necessary to fill in the form with the information available and/or growth plans. The company may, in attachment of the application, through the presentation (PPT or other form, up to 20 slides), provide additional information that may contribute to the evaluation of the application, such as innovation description, previous results and successes, market and competitive landscape, team’s capacity, business model, sources of financing, as well as parent company references, in the case of a subsidiary company, etc.  If the company – the applicant is a subsidiary/branch/representative office, it fulfills the data available at the moment of application, while the data related to employment and financial indicators need to be filled in for the mather company/founder (table number 2 and 4 in the "Annual Growth of the Company" section).  *All fields in the form are required. The accuracy and clarity of the information provided in the application form will be critical to the evaluation of the application. We recommend that you keep a copy of the form data so that in the event of a power failure or an unstable internet connection, the data from your application will be saved!* | | | |
| **GENERAL INFORMATION** | | | | |
|  | Company name |  |  | |  |
| Registration number |  |
| Date of registration |  |
| Webpage |  |
| Sector/Industry |  |
| Legal representative |  |
| Contact (e-mail and phone number) |  |
| Innovative product or technology (Desribe in one sentence your innovation) |  |
| **ТEAM** | | | | |
|  | **Has the team been established and developed?**  *\*Please describe if the team is:*   1. *established (minimum 2 team members),* 2. *developed – multidisciplinary and competent with clearly defined roles and* 3. *engaged with commitment of team members in innovation development - describe the level of engagement of team members in the development of the innovative product/technology, as well as the experience of the founders and/or members team in entrepreneurship and management.* | |  | |
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| **DEVELOPMENT OF INNOVATIVE PRODUCT OR TECHNOLOGY**   |  |  |  |  | | --- | --- | --- | --- | | **In which phase of development of innovative product or technology are you?**  *\*If you are developing multiple innovations, mark the development phase for the 3 most relevant solutions, stating their names.* | **Name of the product/technology** | | | | Business idea or concept |  |  |  | | Prototype in laboratory or in experimental environment |  |  |  | | Tested prototype |  |  |  | | Minimum Viable Product - MVP |  |  |  | | Full product or technology which is being improved |  |  |  |  |  | | --- | | **Is innovative product or technology developed?**  *\*Describe briefly what activities have you carried out so far regarding product or technology development.* | |  | | **Describe the level of technology innovativeness.**  *\*Desribe brielfly how do you observe level of innovativeness and novelty of technologies you are implementing in your development or you are developing. What are the key advantages and differentiations in relation to the current technological solutions.* | |  | | **Has company protected any intellectual property rights?**  *\*State if it is submitted patent application, registered patent, trademark, industrial design, etc.* | |  |   **BUSINESS DEVELOPMENT AND COMMERCIALISATION**   |  |  |  |  | | --- | --- | --- | --- | | **In which phase of business development of innovative product or technology are you?**  *\*If you are developing multiple innovations, mark the development phase for the 3 most relevant solutions, stating their names.* | **Name of the product/technology** | | | | Realized first contacts with a target group (clients/users) |  |  |  | | Validated need and a target group – first test users |  |  |  | | Commercialised product or technology with first clients and established partnerships |  |  |  | | Defined growth strategy and business operations on several markets |  |  |  |  |  | | --- | | **Describe what problem on the market are you solving with innovative product or technology.** | |  | | **Describe unique advantage of your solution comparing to the current ones on the market (direct and indirect competition) and what makes your solution innovative from the business perspective.**  **\****If you are developing multiple innovations, describe up to 3 most relevant ones.* | |  | | **Is the product or technology on the market?**  *\*Describe who your customers are, how many customers you have so far, and in which markets.*  *If the product is not commercialized yet, indicate who the potential customers of your product are.* | |  | | **Describe your market, achieved partnerships/references, and growth strategy.**  *\*Describe market size, market segmentation, etc. and describe growth strategy and go-to market strategy on target markets.* | |  |   **All the following fields have to be fulfilled only by companies applying for full membership.**  **COMPANY’S FINANCING SOURCES**   |  | | --- | | **Has the company received an investment for an innovative product or technology?**  *\*Specify the amount of the investment as well as the type of investment (grant, accelerator, VC, business angels, donations, vouchers, financing of the newly founded daughter company by mother company, etc.), as well as the name of the institution/entity that provided the investment.*  **How has been company financing its own development?**  *\*State how has the company fincanced development so far and how is it planning to finance its development in the next 3 years.* | |  |   **THE ANNUAL COMPANY GROWTH**   |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Тable 1: Specify the number of team members in the previous business period (up to three years), as well as the team members’ growth plan.** | | | | | | | | Indicator | Y-2 | Y-1 | Current year | Y+1 | Y+2 | Y+3 | | Number of permanent employees |  |  |  |  |  |  | | Number of temporary employees |  |  |  |  |  |  | | Number of interns |  |  |  |  |  |  | | *\*In the case of a newly established company or a company that has been operating for less than three years, fill in the data for the years of company’s operations and the planned growth.* | | | | | | |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Table 2: Specify the number of the team members of the mother company in the previous business period (up to three years), as well as the team members’ growth plan.** | | | | | | | | Indicator | Y-2 | Y-1 | Current year | Y+1 | Y+2 | Y+3 | | Number of permanent employees |  |  |  |  |  |  | | Number of temporary employees |  |  |  |  |  |  | | Number of interns |  |  |  |  |  |  | | **\****In the case you are applying as a mother company, which is establishing development activities within the STP Belgrade.* | | | | | | |      |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Тable 3: Indicate the amount of total revenue and export in the previous business period (up to three years), as well as the planned growth (in 000 EUR).** | | | | | | | | Indicator | Y-2 | Y-1 | Current year | Y+1 | Y+2 | Y+3 | | Total revenues |  |  |  |  |  |  | | Total revenues from commercialisation of innovative product(s)/technologies |  |  |  |  |  |  | | Total export |  |  |  |  |  |  | | *\*In the case of a newly established company or a company that has been operating for less than three years, indicate the data for the years of company's operation and planned growth.* | | | | | | |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | **Таble 4: Indicate the amount of total revenue and export of the mother company in the previous period as well as the planned growth (in 000 EUR).** | | | | | | | | Indicator | Y-2 | Y-1 | Current year | Y+1 | Y+2 | Y+3 | | Total revenues (in RSD) |  |  |  |  |  |  | | Total export (in RSD) |  |  |  |  |  |  | | \**In the case you are applying as a mother company, which is establishing development activities within the STP Belgrade.* | | | | | | |   **COOPERATION WITH SCIENCE AND RESEARCH ORGANIZATIONS**   |  | | --- | | **Do you have a joint project with science and research organizations?**  *\*Specify a name of the project and a name of the science and research organizations (SROs) with whom you are collaborating on the project.* |  |  | | --- | | **Have you received an innovation voucher or otherwise engaged SRO experts?**  *\*Specify the amount and name of the SRO from which the expert comes.* |  |  | | --- | | **Have you used any SRO labs?**  *\*Specify name of laboratory and/or SRO and conditions of use.* |  |  | | --- | | **Did you organize a joint event with the SRO?**  *\* Give the name of the event and briefly describe the type of collaboration.* |  |  | | --- | | **Other (please, specify):** | | | | | |
| **SERVICE NEEDS**   |  |  | | --- | --- | | **Choose by ticking the boxes:** |  | | Meeting rooms |  | | 3D laboratory and Makers space |  | | Business informing and advisory |  | | Access to young talents and knowledge bases |  | | Networking and internationalization |  | | Promotion and visibility |  | | Contacts with SROs |  | | Investors’ approach and fundraising advisory |  | | Legal and accounting advisory |  | | Other (please, specify): |  |  |  | | --- | | **State how you see the importance of membership at the Science Technology Park Belgrade for further R&D activities and in general for the further development of the company's business.** |   The applicaiton form must be submitted with following annexes:   * **Regular annual financial statements** for the previous three years or for the years in which the company operated (if less than three years ago); * **biographies** of the team members who will, by acquiring the status of a member in STP Belgrade, implement the proposed business program; * **Presentation (PPT or other form)** of all segments of the business model: the problem that the product solves, description of the innovation - with photos or links, target groups or profile of the ideal customer, market segmentation, references i.e. traction in terms of partnerships, investments, awards, etc., financial plan in the coming period, and a team presentation.   **By completing and submitting this form, I confirm that I agree with the terms of the Public Call for technology development companies for membership in the STP Belgrade; in this regard, I declare under full material and criminal responsibility that the applicant of which I am an authorized representative meets the conditions for participation set out in the Public Call in the section "Eligibility for participation", and that all the information in this application form is true.**  **I also confirm that I have read the Personal Data Processing Notice published on the STP Belgrade website and by signing and/or submitting this application I give consent to my data being processed for the purpose of evaluating the membership application.**  **Name and surname of legal representative: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Position: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**  **Contact information : \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_** | | | | |