



NUMBER<sup>1</sup>: \_\_\_\_\_

DATE: \_\_\_\_\_

**APPLICATION FORM<sup>2</sup>  
FOR STARTUP COMPANIES  
Science and Technology Park Niš (STP Niš)**

**Basic information:**

Program (company) name	
Date founded	
Legal status	
Primary activity	
PIB	
ID Number	
Address	
Number of employees	
Telephone number	
E-mail	
Web address	

**Participation at domestic and international competitions or contests :**

Program name	
Year	
Places won and rewards	

**Users of financial resources from state institutions or international organizations:**

Name of the institution	
Purpose	
Amount in RSD	

**Authorized person :**

Surname	
Name	
Telephone	
Mobile	

<sup>1</sup> Filled in by STP Niš.

<sup>2</sup> Filled in electronically in this document and is sent in pdf format at the e-mail address stated in the Public Call.



E-mail	
Function	

Information on the planned founders and owners of the company

Name and surname	Alma Mater	Approximately planned share in %

If the company has not been founded:

Do you plan on founding the company ? YES  NO

a) Articles of association have been prepared YES  NO

б) Articles of association are being prepared YES  NO

**Notes before filling in the form:**

*Try to describe your product/service as clearly as possible by filling in this form. The form has been put together on the basis of LEAN methodology. First, read all the questions and try to answer them all honestly.*

*Filling in this form will lead you to take a broader look at the plans and what you should dedicate more attention at.*

*To STP Niš, this form will be a starting point for a support plan for your business development.*

*Have in mind that the completed form will only be available to STP Niš and is treated as a trade secret.*

**IN ADDITION TO THE FORM, YOU NEED TO ENCLOSE THE FOLLOWING:**

- Decision on the finalized registration of the company or an excerpt from the business registry or the link from SBRA where the decision can be downloaded from
- Information on the founders and owners (personal data and short professional biographies or links to LinkedIn profiles if they exist for each individual)

For any inquiries you have when filling out the form, contact us via email at [info@ntp.rs](mailto:info@ntp.rs)

**SCIENCE  
TECHNOLOGY  
PARK  
NIS**



**НАУЧНО  
ТЕХНОЛОШКИ  
ПАРК  
НИШ**

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Science and Technology Park Nis  
Address: Aleksandra Medvedeva 2A, Nis, Serbia





Project/program name

A short description of the program (up to 3000 characters)

A clear message which explains what you do. What makes you unique? What are you offering to the user/buyer?

The problem that you are solving (up to 3000 characters)

Describe which problem(s) you are solving with your product/service. Try to state the top 3 problems you are solving for potential buyers/users. In what way are potential buyers/users currently solving those problems? State at least one concrete competitor and your advantage compared to them. Which products exist as an alternative to what you are offering?



#### Solutions (up to 3000 characters)

State the 3 most important solutions you are offering to a potential user/buyer. Define the elements of your service/product and what it is that makes it an important tool for the user's needs.

#### Development phase (up to 3000 characters)

Is the product/service developed? Have you tested the product/service? If the product/service has not been developed, what is necessary to acquire the conditions for developing a prototype?

#### Team and organization of work (up to 3000 characters)

Who makes up your team? What is the qualification structure of the time, and the role on the team? Planned new employment in the next 3 years – in numbers.



### Target groups (up to 2000 characters)

Who are your potential buyers? Identify 3-4 potential users and describe them. In what way will you reach the potential buyers (sales channels) – online marketing, B2B, fairs, etc.

### Market (up to 2000 characters)

Have you identified the target market? Where would you place the product/service? Are you export-oriented?



### Expense structure

Try to realistically estimate expenses for the next 3 years and present them in the following table. Fixed (expenses that are constant and do not depend on the scope of production and sales) and variable expenses (expenses for materials and other expenses related to the production and work).

	Year 1	Year 2	Year 3
<b>Fixed expense total</b>			
<i>Salary – employees (state the number of people)</i>			
<i>Compensation fees – hires (state the number of people)</i>			
<i>Bookkeeping</i>			
<i>Lawyer</i>			
<i>Office use fee</i>			
<i>Overhead expenses</i>			
<i>Other fixed expenses</i>			
....			
<b>Variable expense total</b>			
<i>Expenses for materials</i>			
<i>Expenses for working tools</i>			
<i>Other expenses</i>			
....			

*(Adjust the table and expense descriptions according to your needs)*

### Income generation

Elaborate: what is the income earning model (selling products, licences, services, membership, and the like). How will you generate income? Which financing source will raise your company? Fill out the table below.



Resources available	Resources needed	Financing sources	
		Own resources	Loans / other sources

**When do you expect income to be larger than expenses?**

(Answer textually with elaboration or via a cash flow or a diagram)

**Intellectual property**

(Do you have a protected patent? Have you considered protecting your intellectual property and, if you have, have you checked the possibilities?)





Expert services needed

(mark the appropriate field with an X)

Expert services	Consulting services, a training and mentoring program	
	State specific needs if you have them:	
	Promotion services	
	Connection and networking services	



## STATEMENT

On accepting conditions for the contest

On behalf of \_\_\_\_\_  
(name and headquarters of the company)

And as a representative of the aforementioned company submitting the application to the Public Call for technology development companies for STP Niš membership (hereinafter: "Applicant"), I confirm:

- that all data stated in the application form is true;
- that the applicant agrees with the terms of the Public Call for technology development companies for STP Niš membership;
- that the applicant has fulfilled all obligations regarding taxes and contributions;
- that the applicant has not been issued a final measure prohibiting them from working prior to the submission of the application;
- that the applicant is not under bankruptcy or liquidation proceedings;
- that the applicant is not a subject of judicial proceedings;
- that persons who have been authorized to represent or have the right to manage or control the applicant, have not been a subject of a conviction for fraud, corruption, participation in criminal organizations, money laundering, or any other illegal activity.

With this, I state that the applicant agrees that STP Niš will evaluate our application in accordance with the groups of criteria stated in the Public Call and that, based on that, make a decision on whether to accept or decline the application.

Y \_\_\_\_\_

L.S. Authorized representative's signature

Date \_\_\_\_\_

\_\_\_\_\_