



NUMBER¹: _____

DATE: _____

**APPLICATION FORM²
STARTUP COMPANIES
Science and Technology Park Niš (STP Niš)**

Basic information:

Program name (company)	
Date of foundation	
Legal status	
Main activity	
PIB	
Social security number	
Address	
Number of employees	
Phone number	
Email	
Web address	

Participation in domestic and international competitions or contests:

Program name	
Year	
Places won and awards	

Beneficiaries of financial resources from state institutions or international organizations:

Name of institution	
Purpose	
Amount in dinars.	

Responsible or authorized person:

Last name	
Name	

¹ Filled by STP Niš.

² To be filled out electronically in this document and sent in the pdf format to the email address specified in the Public Call.



Telephone	
Mobile phone	
Email	
Function	

Information about the intended founders and owners of the company

First and last name	Completed university	Roughly planned share in %

If the company is not established:

- Are you planning to start a business? YES NO
- a) The founding act has been prepared YES NO
- b) The founding act is in preparation YES NO

Notes before filling out the form:

Please try to describe your product/service as clearly as possible by filling out this form. The form is based on the LEAN methodology. First, read all the questions and try to answer them honestly.

Filling out the application will lead you to take a broader look at your plans and what you might need to focus more on. STP Niš will use this form as the starting point for a plan to support the development of your business.

Please note that the completed form will only be available to STP Niš and is treated as a business secret.

YOU MUST ATTACH THE FOLLOWING TO THE APPLICATION:

- Decision on the registration of a company or an extract from the register of companies or a link to the APR where the decision can be downloaded
- Information about the founders and owners (personal data and short professional biographies or links to LinkedIn profiles if available for each person)

For any questions you may have while filling out the application, please contact us via email javnipoziv@ntp.rs



Project/program name

Brief description of the program (up to 3000 characters)

A clear message explaining what you do. Why are you unique? What do you offer the user/customer?

The problem you are solving (up to 3000 characters)

Describe the problem(s) your product/service solves. Try to list the top 3 problems you solve for potential customers/users. How do potential customers/users currently solve these problems? Name at least one specific competitor and what your advantage is over them. What products exist as alternatives to what you offer.



Solutions (up to 3000 characters)

List the 3 most important solutions you offer to a potential user/customer. Define the elements of your service/product and what makes it an important tool for the user's needs.

Development phase (up to 3000 characters)

Has the product/service been developed? Have you tested the product/service? If the product/service has not been developed, what is needed to meet the conditions for prototype development?

Team and work organization(up to 3000 characters)

Who makes up your team? What is the qualification structure of the team, roles in the team.
Planned new employment in the next 3 years - in numbers.



Target groups (up to 2000 characters)

Who are your potential customers? Identify 3-4 potential users and describe them. How will you reach potential customers (sales channels) - online marketing, B2B, trade shows, etc.

Market (up to 2000 characters)

Have you identified a target market? Where would you market your product/service? Are you export-oriented?



Cost structure

Try to realistically look at the costs for the next 3 years and show them in the attached table. Fixed (costs that are constant and do not depend on the volume of sales and production) and variable costs (costs of materials and other costs related to production and labor).

	Year 1	Year 2	Year 3
Total fixed costs			
Salary - employees (specify number of people)			
Compensation - hired (specify number of people)			
Bookkeeping			
Lawyer			
Office rental			
Overhead costs			
Other fixed costs			
....			
Total variable costs			
Material costs			
Cost of tools for work			
Other expenses			
....			

(adjust the table and description of costs to your needs)

Generating revenue

Explain: What is the revenue model (product sales, licenses, services, membership fees, etc.). How will you generate revenue? What source of financing will support your company? Fill in the table below.



Available funds	Required funds	Sources of funding	
		Own funds	Loans/other sources

When are revenues expected to exceed expenses?

(Answer in text with explanation or in the form of a cash flow or diagram)

Intellectual property

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



Necessary infrastructure and professional services

(Mark the appropriate box with an X)

Infrastructure and professional services	Office space - specify the approximate area of the required space in m ² :	
	Office space - number of workplaces in the common area:	
	Administrative services:	
	Connectivity and networking services:	
	Promotion services:	
	Consulting services, training and mentoring program:	
Other services	Other services, please specify:	
	Please indicate specific needs if you have:	



STATEMENT

of acceptance of the competition terms

On behalf of _____
(name and registered office of the business entity)

and as a representative of the aforementioned business entity submitting an application to the Public Call for Startup Companies for membership in STP Niš (hereinafter referred to as the "Applicant"), I confirm:

- that all information provided in the application form is true;
- that the applicant agrees to the terms of the Public Call for Startup Companies for membership in STP Niš;
- that the applicant has settled all tax and contribution obligations;
- that the applicant has not been issued a legally binding measure prohibiting the performance of an activity prior to submitting the application;
- that no bankruptcy or liquidation proceedings have been initiated against the applicant;
- that the applicant is not the subject of legal proceedings;
- that persons who have the authority to represent, manage or control the applicant have not been convicted of fraud, corruption, participation in criminal organizations, money laundering or any other illegal activity.

I hereby declare that the applicant agrees that STP Niš will evaluate our application in accordance with the groups of criteria listed in the Public Call and, based on that, make a decision to accept or reject the application.

In _____ M.P. Signature of authorized representative

Date _____



Evaluation criteria	No. of points
1. Product / service	25
- development phase reached	1-5
- degree of innovation	1-10
- intellectual property protection / protection potential	1-5
- awards won, participation in support programs and competitions	1-5
2. Market	35
- identified domestic market and placement potential	1-15
- identified foreign market and internationalization potential	1-20
3. Human Resources (Team)	25
- competences and experience of the founder	1-10
- planned new employment	1-10
- participation in entrepreneurship and innovation programs	1-5
4. Financial structure	10
- income, expenses, sustainability and growth potential	1-10
5. Business risks	5
- identified risks and risk management plan	1-5