



NUMBER¹: _____

DATE: _____

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

Basic information:

| | |
|------------------------|--|
| Program name (company) | |
| Date of foundation | |
| Legal status | |
| Main activity | |
| Tax ID | |
| Registration 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 organization:

| | |
|---------------------|--|
| Name of institution | |
| Purpose | |
| Amount in dinars. | |

Responsible or authorized person:

| | |
|-----------|--|
| Last name | |
| Name | |

¹ Filled by NTP 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 info@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?)



Required professional services

(Mark the appropriate box with an X.)

| | | |
|-----------------------|---|--|
| Professional services | Consulting services, training and mentoring program | |
| | Please indicate specific needs if you have: | |
| | Promotion services | |
| | Connectivity and networking services | |



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 applying for the Public Startup for companies for virtual 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 Virtual 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 _____