**Company application form - *“Italian Master Startup Award”* 2019**

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| **Company Profile** |

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| **1. General Information** |

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| **1.1 Applicant profile** |

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| Name and Surname: |  |
| Email: |  |
| Phone number: |  |
| Mobile: |  |

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| **1.2 Company Profile** |

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| Address: |  |
| Phone number: |  |
| Fax: |  |
| Website: |  |
| Email: |  |
| Year of foundation: |  |
| Industry: |  |

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| **2. Company Overview** |

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| Provide a brief description of the company, number of employees, production plants / commercial offices, corporate structure (max 5 rows). |

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|  | **2014** | **2015** | **2016** | **2017** | **2018** |
| **Workers** [[1]](#footnote-1) |  |  |  |  |  |
| **Workers Employed [[2]](#footnote-2)** |  |  |  |  |  |

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| **2.1 Organization chart** |

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| Provide a description of the organization chart of the company through a graphical representation that expresses the name of the operating units and the hierarchical relationship between these, in order to highlight functions, tasks and relationships, which included the development of organizational and functional responsibility commit to the various organizational or operational units. |

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| **3. Business Overview** |

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| Provide a brief description of products or services of the company. Description of the characteristics of the sector, the main markets and geographic areas served. Definition of the potential market in which the company operates, description of the company's business model and strategies for market access (maximum 20 rows). |

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| **4. Description of the product / technology** |

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| Provide a description of the technological features of products or services provided by the company. Introduction of the value proposition and the differences compared to the current solutions on the market. Description of the Intellectual Property of the company (Patent number and extension of the industrial patents) (maximum 20 rows). |

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| **5. Customers** |
| Customers list and brief description of the company's relationships in place. Description of the main results obtained. (max 5 rows) | |

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| **6. Partners** |
| List of major business partners and brief description of the relationships in place (max 5 rows). | |

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| **7. Competitors** |
| Provide a brief description of the main competitors of the company (max 10 rows). | |

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| With reference to competitors identified, explain the elements of differentiation and competitive advantages of the company, filling in the table below: | | | | | | | | | | | | | | | | | | | | | |
|  | *Company* | | *Competitor 1* | | *Competitor 2* | | *Competitor 3* | | *Competitor 4* | | *Competitor 5* | | *Competitor 6* | | *Competitor 7* | | *Competitor 8* | | *Competitor 9* | | |
| *Feature 1* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 2* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 3* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 4* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 5* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 6* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| *Feature 7* |  | |  | |  | |  | |  | |  | |  | |  | |  | |  | | |
| Legenda:  • Core Competences  ◊ Skills to be developed | |  | |  | |  | |  | |  | |  | |  | |  | |  | |  |

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| **8. Management Team** |
| Provide a brief description of management team profile, including experiences and results achieved (maximum 10 rows). | |

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| **9. Fund raised** |
| Provide a description of funding rounds obtained by external investors (VC funds and angel investors), medium-long term banks loans and public grants (max 5 rows). | |

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| **10. Key Financials** |

Financial figures of the company over the past X years:

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| **Year** | **2014** | **2015** | **2016** | **2017** | **2018** |
| Turnover |  |  |  |  |  |
| EBITDA |  |  |  |  |  |
| EBIT |  |  |  |  |  |
| Profit/Loss |  |  |  |  |  |
| Net worth |  |  |  |  |  |

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| **11. Business Plan – Looking Forward** |

Description of the company's financial plan for the next four years.

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| **Year** | **2019** | **2020** | **2021** | **2022** |
| Turnover |  |  |  |  |
| EBITDA |  |  |  |  |
| EBIT |  |  |  |  |
| Profit/Loss |  |  |  |  |
| Net worth |  |  |  |  |

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| Investment plan & Financials needs (max 5 rows). |

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| **12.** The candidate applies to the special award **“Young Entreprise Initiative”** |
| **13.** The candidate applies to the special award **“Bright Future Ideas Award”** |

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| **14. Notes** |

**15) ATTACH CHAMBER OF COMMERCE COMPANY REGISTRATION ( required )**

1. *Workers: self-employed or employed (full-time, part-time or contract work and training), even if temporarily absent (for service, holidays, illness, absence from work, wage supplementation etc.). Includes the owners, the cooperators (members of cooperatives that in consideration of their performance receive remuneration commensurate with the work output and a share of the profits of the enterprise), family workers (relatives providing manual labor without a fixed contractual remuneration), executives, managers, employees, workers and apprentices. ISTAT defnition* [↑](#footnote-ref-1)
2. *Workers Employed: person who carries out its work within the company and that is registered on the payroll of the company, although responsible for its management. ISTAT definition* [↑](#footnote-ref-2)