



MSME GEF UNIDO CLEANTECH PROGRAMME for SME's

Registration form

First Name			
Last Name			
Email Address			
Organization name			
Title			
Organization type	Corporation <input type="checkbox"/>	Media <input type="checkbox"/>	
	Entrepreneur <input type="checkbox"/>	Public Utility <input type="checkbox"/>	
	Environmental Group <input type="checkbox"/>	Research Lab <input type="checkbox"/>	
	Government or Regulatory Body <input type="checkbox"/>	Legal <input type="checkbox"/>	
	Independent/General Interest <input type="checkbox"/>	University <input type="checkbox"/>	
	Venture Capital/Angel Investor <input type="checkbox"/>		
Primary Industry			
Category	Energy Efficiency <input type="checkbox"/>	Waste to Energy <input type="checkbox"/>	
	Renewable Energy <input type="checkbox"/>	Water Efficiency <input type="checkbox"/>	
Phone Number			
Mobile Number			
Address			
City			
State			
Country			
Zip/Postal code			
LinkedIn ID			
Facebook ID			
Twitter ID			
Company Website (URL)			



Team Name	
Tagline - Short, descriptive phrase about your company	

Qualifying Questions and background

a) How much funding have you raised (in INR) from:

Founders	
Friends and Family	
Grants	
Angel Investors	
Venture Capital	
Corporate Investment	

b) Intellectual property and copyright

Does your team own or have access to the intellectual property (IP) of the product or technology proposed for this application?

Yes No

c) Is the IP under license? Yes No

If yes, from whom?

If yes, do you have an exclusive license? Yes No

d) Have you applied for any patent(s)? Yes No

If any patents have been issued to you or anyone else, please list numbers, dates and patent owner.

--

If you have licensed this technology or are planning to license this technology from a third party, are the licensor(s) or the other patent holder(s) aware that you are applying to the Cleantech Open?

Yes No Not applicable (We own the IP)

e) Is at least one member of your team a citizen or legal alien of the country in which you are applying? Yes No



- f) Do you have a physical in the country in which you are applying for the Cleantech Open Accelerator, and does your company also have operations (sales, marketing, R&D or administration) in this country? Yes No
- g) Are any members of your team or anyone in their immediate families, affiliated in any way with the Cleantech Open as a volunteer, staff member, sponsor or partner? Yes No

1. Summary

Note that we are looking for short answers to these initial questions. We will ask you for more detailed answers in the questions that follow.

- a. Please provide a no more than three-sentence summary of your company including a brief description of the problem and your solution

- b. Please provide an even shorter description - a tagline for your product or technology - typically just a few words.

- c. Please provide a link to a simple one-minute video describing your company and innovation (your 'elevator pitch'; this can be low-quality and could be taken on your smart phone).



2. Product/Service

a. What is the problem you solve, and how do you solve it? Describe your technology and your innovation.

b. How is your solution to the problem better than existing and emerging solutions or alternatives?

c. At what stage of development is your offering?

- Concept
- Early alpha prototype
- Beta Testing
- Commercial Pilot
- Commercially ready – not yet deployed
- Actively deployed and generating revenue (not yet profitable)
- Actively deployed and generating revenue (profitable)

d. When do you expect to be commercially ready?

e. What obstacles do you foresee in achieving commercial readiness, and how much external capital, if any, will you need to rise to achieve commercial readiness?



3. Market

a. Describe the initial target market(s) for your product and how you plan to reach them (include information about market size and future growth)

b. Describe the potential impact of your product (in terms of potential economic impact for the market/customer, and potential environmental benefits)

c. Have you presented (or sold) your product/service to one or more prospects or customers? Yes No

If so, what reactions have you noted? What have been the main comments questions, compliments and/or objections from customers or potential customers?

4. Team

a. Who is on your leadership team (core team and key advisors)? Briefly describe role and relevant experience/expertise and education for each?



b. Does your team have past experience founding a start-up?

Yes No

c. Please describe any critical team skill gaps needed to achieve your milestones and how you plan to address these gaps.

5. Financial Projections

Please show revenue and EBITDA in thousands, no rupee sign, no commas, no decimal points

	2015	2016	2017	2018	2019
Revenue (in 000's)					
Gross Margin%					
EBITDA (000)					
Headcount					
Unit Sales					



6. Accomplishment

a. Entrepreneurship experience

Please describe any previous participation, awards or recognition (e.g. participation in or awards from any competitions, incubators or accelerators).

Why do you feel your company is a good candidate to participate in the Cleantech Open Accelerator? What do you expect to gain from the experience, and how do you plan to make the most of your participation?

The Cleantech Open is a process that lasts several months and requires each accepted company to engage fully in different aspects of the program. There are numerous benefits for companies that dedicate the appropriate time and effort. In the United States, each year up to 40% of Cleantech Open Accelerator participants raise third-party capital. Please confirm below that you understand the commitment.

Yes No

Please Note: All the information provided above will be kept confidential and not disclosed to other individuals registering for the competition.

Please send your entries to the below address –

FICCI, Federation House, Tansen Marg, New Delhi – 110 001