**Rajasthan Angel Innovators Network (RAIN): Questionnaire**

1. **Startup Information**
   1. Small description of your venture / idea / startup (in about 50 words)  
      Oswald Foundation is on a mission to make technology accessible to everyone, and is currently building the first smartphone operating system for the over 500 Million illiterates, visually impaired, dyslexics, or senior citizens in India.
   2. Start-up Name (or Functional Name)  
      Oswald Foundation
   3. Official Website
   4. Name of Main contact person and his role  
      Anand Chowdhary, CEO
   5. Email of Main contact person  
      anand@oswald.co.in
   6. Phone number of Main contact person  
      +91 9555297989
   7. Type of Entity (Private Limited/ L.L.P/ Partnership/ any other / not registered)  
      Private Limited (applied)
   8. How much money has the founding team invested in the venture? Which founder has put in how much money? What is the source of that money?  
      Mahendra and Anand have together invested around Rs. 6,00,000 from their previous venture together, an ecommerce website.
   9. Outside of the money that's already invested, is the founding team planning to contribute more money to the venture? If yes, how much?  
      We have invested our savings and are therefore looking for outside capital. That being said, a couple of lakhs will be invested by the founding team.
   10. Have you taken / raised any external capital? From Friends, Family, Angels, etc.? Give as much details as possible.  
       We have not taken any outside capital apart from the office development and furniture costs that were borne by Mahendra, Anand, and Anand’s family.
   11. How much money do you have available for the venture (runway) & how much have you spent so far? Give Details.  
       We are spending around Rs. 2,00,000 per month, and have been for a few months. We have no more than 2 months of runway available.
   12. Number of Co-founders? (Having a significant shareholding in the company i.e 5% and above)  
       A. Anand Chowdhary  
       B. Mahendra Singh Raghuwanshi  
       C. Nishant Gadihoke

Note: Please provide detailed information of each co-founder of your startup in the Annexure: A as attached after the questionnaire.

1. **About Founding Team**  
   1. How long has the founding team known each other for?  
      Anand and Nishant know each other since high-school and have worked on many projects together. At AngelHack Delhi 2016, they developed the first prototype of what would become Oswald’s first product. Mahendra and Anand also know each other for ~2-3 years and have previously had an ecommerce venture together.
   2. Tell us the story of how the team got together for this project?  
      At AngelHack, Anand and Nishant got together to build a reading tool for people with dyslexia. Anand introduced Mahendra and Nishant to each other to formally start Oswald as a technology company to build more products in the space of accessibility.
   3. What are your reasons for working with each one of your co-founders? (Please mention reasons for each of your co-founders.)  
      Nishant is a genius at tech; he has had the opportunity to work with companies like Google in San Francisco, the Wikimedia Foundation, and Khan Academy, and is highly motivated to use technology to make the world a better place.  
      Mahendra and I (Anand) have previously started a venture together and I have no doubt about his skills as a business manager. He has also previously worked at Nokia as an engineer and has a deep knowledge about the phone industry and is therefore suitable as a project lead for our smartphone OS.
   4. What are the different roles of all the founders? (For example, one person maybe the tech guy, one could have taken on the role of marketing, etc.)  
      Anand Chowdhary, CEO (Both tech and business)  
      Mahendra Singh Raghuwanshi, COO (Business development and management)  
      Nishant Gadihoke, CTO (Tech)
   5. Has the founding team worked together before? If yes, Talk about any project(s) the founding team or some of the members of the founding team may have done outside of this startup.  
      Anand and Nishant have worked on multiple projects together and were Presidents of their high-school computer club, they go way back. They have worked on freelance projects together and came together to start Oswald. Mahendra and Anand have previously started an ecommerce company ([sabkuchhpaya.com](http://sabkuchhpaya.com), now [melangebox.com](http://melangebox.com)) which has a manufacturing unit for t-shirts, hoodies, etc., in Indore. We have all worked together on various projects before coming together and building Oswald.
   6. What do you think about the current core team? Is it sufficient or you need more co-founders?  
      We do not need any more cofounders, I’m very confident that we have a great team.
   7. What's the equity split between the founding team?  
      One-third each.
   8. Which city is the venture based in?  
      New Delhi
   9. Where does the founding team live and work out of?  
      Anand lives in GK2, Mahendra in Gurgaon, and Nishant in Malvya Nagar, each about 5-10km away from each other. We have rented out an office in Greater Kailash from where we work out of.
   10. Why don’t you use your own money instead of raising funds?  
       We have already invested our earnings in the company and are therefore looking for outside support. Apart from that, we are looking for smart money because mentorship and decision-making support is perhaps more important than the funds we raise.
2. **Venture / Idea** (Note: you don’t need to answer the below mentioned questions if you have already answered these in your presentation and we would prefer that.)  
   1. Stage and brief history:  
      Please let us know the brief history like when did the idea first come, when did the team actually started work, part time/full time etc. what is the progress till date.  
      Shravan is a smartphone software that can be installed in any Android-based device. It is the smartphone for Digital India and has features like Aadhar integration, wallet, news, internet, free messaging, and works in 25+ native Indian languages. It can be used by illiterates, visually impaired, etc., using a patent-pending combination of speech, vibrations, and touch. Anand and Mahendra are working full-time for 3 months whereas Nishant is working part-time as a student. We already have a product in the market with ~5 paying customers.
   2. What's the problem your venture is solving & why is it an important problem for the customer? Describe clearly a typical user who is facing this problem & how he would benefit from your solution?  
      India will have 1 Billion mobile users by 2020, and these primarily come from rural backgrounds, could be illiterate, speak only regional languages, or otherwise disabled, and are unable to operate the smartphones in the market today. We want to break these barriers and build a product to empower this population by building a mobile OS that works in all Android devices for these people.
   3. What alternatives are available as solutions to this problem, as of today?  
      Android devices work in multiple languages but our technology used speech and vibrations and is the first of its kind.
   4. We love seeing stuff. Send us the link to an online demo, sneak peek into the prototype, screenshots (if available).  
      We will show you a live demo :)
   5. What is your monthly burn rate?  
      Rs. 2,00,000
   6. What is your revenue model? How will you make profits?  
      We will partner with an OEM (device manufacture) and license our OS. Our partnership with OEMs will give us access to their nationwide network of retail outlets and ecommerce stores. We will also partner with local retailers and phone brand stores as an indirect sales channel.
   7. How much funding do you need from RAIN? What is the equity you would like to offer to RAIN against this fund? What is the pre/post money valuation of your company? What will be the exit strategy for RAIN? How much ROI RAIN can expect and in how much time?  
      Funding required: US$ 150,000  
      Pre-money Valuation: US$ 1,500,000  
      Post-money Valuation: US$ 1,650,000