

## **TECHNOLOGY BUSINESS INCUBATOR – IIT BOMBAY**

### **PRE-APPLICATION QUESTIONNAIRE**

Name of Applicant Company:  
Names of All Promoters/ Directors:  
Company Registration no.

#### **GENERAL DESCRIPTION OF BUSINESS**

(Provide detailed information. Attach extra sheets or business plan if necessary. However please do not write “See business plan.”)

Ownership of IP (Whether IITB or IITB Faculty owns it?)

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IITB has given permission to use IP / NOC in case of IP owned by IITB faculty

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How IP has been generated & future plans for further R&D on the IP: (With details of Consultancy/ Sponsored Research/ Student projects involved in it.)

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Does your business require any governmental or regulatory approvals?

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Describe management and technological expertise of your key personnel, experience that relates to your product / services and the length of that experience (attach resumes):

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Description of products/ services to be offered:

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What unmet market need or demand your products/ services fulfill (end usage)?

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Details of your potential customers:

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Details of market research activities for the product/ service that have been performed:

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Details of your major competitors:

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What are your competitive advantages?

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Describe your pricing strategy:

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How will you promote/ advertise your products/ services?

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How will you distribute your products?

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Who are your major suppliers?

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What sales volume is needed to break even and in what timeframe?

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Investment requirements for first 36 months of operations (indicate amount and sources of finance):

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Complete the attached monthly cash flow projection form for the next 36 months.

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Major business activities planned for the next 36 months:

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Attach recent balance sheet and income statement if available. If not then give reasons there for:

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What are the major risks attached with your business?

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Job creation: (Provide detailed basis for the number, type, wage amounts for each year within tenancy period and projected employment statistics for two-year period following incubator tenancy. Indicate precisely how jobs will be created/ retained.)

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Other factors that you wish to provide for consideration of your proposal:

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**FACILITIES REQUIREMENTS IN BUSINESS INCUBATOR:**

Why do you want to locate in the SINE – Business Incubator?

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Infrastructure requirement for space, workstations or PCs:

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List any special requirements for usage of IIT Bombay laboratory facilities:

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Specify requirement of Mentoring and other professional services/ support:

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Indicate how your business might benefit from access to IIT Bombay's human and physical resources.

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If accepted as an incubatee, when would you want to start occupancy in the Incubator?

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How many total employees will be occupying space? (give details year wise)

Full- Time \_\_\_\_\_

Part-Time \_\_\_\_\_

Are you currently occupying a facility (either in your home or at a commercial location)?

If yes, what is your current occupied area in square ft.? What is your approximate monthly cost for this facility?

Rent: Rs. \_\_\_\_\_ Utilities: Rs. \_\_\_\_\_

**BUSINESS SERVICE REQUIREMENT:**

Do you currently have an accountant? \_\_\_\_\_ Yes \_\_\_\_\_ No

If no, do you need accounting assistance?

Do you currently have a legal counsel? \_\_\_\_\_ Yes \_\_\_\_\_ No

If no, do you need legal assistance?

Do you need management assistance? \_\_\_\_\_ Yes \_\_\_\_\_ No

If yes, what type?

Do you need marketing assistance? \_\_\_\_\_ Yes \_\_\_\_\_ No

If yes, what type?