Allbiz Accelerator

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Application Guideline

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Call Issued by: Allbiz Accelerator
Call addressing: Startup Teams & Startups
Deadline: 25th February 2024

EU for Economic Growth

Commissioned by

Federal Ministry for Economic Affairs and Climate Action

Co-funded by the European Union

Implemented by

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

AREA SCIENCE PARK

Contents:

INTRODUCTION

a) Purpose of the Call

This document provides applicants with informative overview of how to submit a high-quality proposal for the Allbiz Accelerator Program that aims to support innovative and prosperous startups.

b) Background info about the Call

In 2023, EU4EG and Albiz Foundation have signed a Cooperation Agreement, under the Call for proposals to develop regional business acceleration programme.

All Biz Acceleration Program is a dynamic initiative designed to empower budding entrepreneurs primarily in the North-East region of Macedonia by providing them with the tools, resources, and mentorship needed to launch and scale successful businesses. Whether you're in the early stages of development or have already kickstarted your venture, this program is tailored to meet the diverse needs of startups across various industries.

The "Allbiz Accelerator" is helping in fulfilling its mission where through this program our Final Beneficiaries are start-ups with high-growth potential from the target areas, owned or majority employing people under 40 years old; women; and vulnerable groups. Among the main criteria's they should have the potential, entrepreneurial spirits, willingness, and capacity to bring their own start-up venture to another level or scale-up.

The "Allbiz Accelerator" project is supported by "EU for Economic Growth (EU4EG)", which aims at increasing the local economic activity and competitiveness in four target areas: North-East, Northeast region, and South-West planning regions and Prespa area (Municipality of Resen) by improving access of start-ups and Micro, Small and Medium Sized Enterprises (MSMEs) to financing and high value-added services. The duration of the project is four years until 01/2025.

The project implementation partner is Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH - GIZ (German Corporation for International Cooperation), and Area Science Park - ASP as a service provider in the field of international cooperation for sustainable development and international capacity development, experience in wide variety of areas, including economic development, private sector development and employment promotion.

The EU4EG project is co-funded by the European Union (EU) Delegation to North Macedonia and the German Federal Ministry for Economic Affairs and Climate Action (BMWK). The project is implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ) in partnership with Area Science Park (ASP) from Trieste, Italy and supported by the German Federal Ministry of Economic Affairs and Climate Action (BMWK) and the Central European Initiative (CEI) as Associates.

2. APPLICANTS ELIGIBILITY

a) Broad Eligibility Criteria

In order to be eligible for admission in the Allbiz Accelerator applicants must constitute one of the following:

- Startup legal entity, or
- Startup Team.

b) Definition of Startup

Allbiz Accelerator will consider an entity as a Start-Up, if:

- it is legally established as a for-profit entity in N. Macedonia (corporation, LLC, partnership or sole proprietorship)
- it is a new or early-stage business less than 3 years old; or an existing business which is just beginning for the first time
- its economic activity, and the new jobs are created in the Northeast region.

c) Definition of Startup Team

Allbiz Accelerator will consider a Startup Team as single, or a group up to five people (1-5 entrepreneurs):

- where majority of team members have Macedonian citizenship/citizenship of Republic of N. Macedonia
- has the potential of fast incorporation and scaling
- the economic activity, and the new jobs are created in the Northeast region.

d) Ownership of the startup/ startup team

The startup/ startup team is owned by majority:

- people under 40 years old and/or
- women; and/or
- vulnerable groups.

e) Other eligibility Requirements

Applicants (startups / startup teams) must complete an Online Application Form to determine if Applicant meets the following eligibility requirements:

- has a technology orientation through its operation and/or services/products; · has either developed prototype of its new innovative product or service OR it is in the developing stage of prototype of its new innovative product or service;
- intends to commercialize its innovative new product or service;
- is innovative;
- is either circular/ green or contributes to the circularity and / or the greening of other businesses;
- has the potential for growth;
- has legal rights to the company's technology and/or product or service (valid only for startup legal entity);
- demonstrates the need for "All Bizz accelerator'' and its services;
- demonstrates receptiveness and commitment to the input available from ''All Bizz accelerator" staff and external mentors and advisors.

3. GENERAL INFORMATION

a) Important Dates

Applicants should be aware that the "Allbiz Accelerator" call is a two-step process. The key dates to remember during the call period are as follows:

Event	Date	Time (CET)
Call Launch	01 February 2024	12.00
Step 1: Application Submission Deadline	25 February 2024	23.59
Step 2: Bootcamp & Selection Pitch	02 March 2024	13.00
Notification of the Selected Applications	05 March 2024	12.00

b) Funding

Applications which are selected, will be eligible for admission in the 3-months "Allbiz Accelerator" and offered raining, consultancy and mentorship opportunities. After finishing this program, successfully graduated startups/teams will be offered a Demo Day pitching Event, where they can pitch their business idea/concept in front of "Allbiz Accelerator" business angels, investors, VC's, corporations and partners.

Successfully graduated startups/ teams will have the right to apply for the EU4EG startup grant scheme (up to 50'000 € with min. 20% co-financing) for:

a) Purchasing new modern machinery and equipment, production lines, tools and measurement instruments for scaling-up, increasing production capacity, improving business processes, product quality and production efficiency;
b) Purchasing business support services, but not as the sole activity and/or only if related to the above-mentioned investments.

"Allbiz Accelerator" will match companies as a (most likely) first round of investments from business angels, investors, VC's or corporations in return to between 5-13% of equity, depending on the Valuation and the co-investment offer coming from the business angels, investors, VC's or corporations.

Allbiz Accelerator's "seed investment" type of funding will be obtained in exchange for:

• an equity stake in the newly-formed enterprise, or
• through a Convertible Note agreement.

If startup teams graduate Allbiz Accelerator, and they are not incorporated by the time of potential investment, they will have to legally register their business within a period of 1 month.

Additionally, a set of services will be added as supporting services on top of the seed investment (such as: office space, meeting room, networking events, additional mentorship, consultancy, infrastructure, R&D etc.) if applicants are in need of such services.

c) Duration and Content of the Acceleration Program

The total Acceleration Program will be no longer than 3 months, and conducted of: 1) application process, selection process, training, mentoring and consulting (3 months), pitching event and investment negotiation

The official Allbiz Accelerator training, mentoring and consulting program itself will be based on weekly topics, therefore covering a total time period of 12 weeks (3 months).

"Allbiz Accelerator" may adapt the program and the duration of some of the project phases if needed to best suite unexpected circumstances.

d) Means of Submission

Applicants shall submit their application in electronic format and online via the Google Form platform by filling-in the [Online Application Form](#).

One applicant / Startup / Startup Team may submit only one application. A person can only be enrolled in one application.

e) Language

All applications are to be submitted in English. Proposals which are submitted in any other language will not be evaluated.

f) Documentation Formats

Any document requested shall be submitted electronically in PPT, PDF, Word or any other format without restrictions for printing.

g) Origin of the Funds

The funds attached to the "Allbiz Accelerator" come directly from:

- EU for Economic Growth (EU4EG) Project in a form of a grant[1]

[1]Via grant application and selection following established criteria.

- Private Investors (Business Angels, Entrepreneurs, SME's, VC's and Corporations) – in a form of an investment.

4. GUIDE TO FILLING IN CALL QUESTIONS

There are some key factors which will be assessed during the evaluation process. Please read the criteria listed below as a guide outlining how an application is likely to be evaluated:

· **One-liner: describe your business in one paragraph**

In this section the applicant should outline a problem which they have identified, how they envisage to solve it, and what's benefits the solution will bring to the receiving customer.

· **Industry**

An industry is a classification that refers to a group of companies that are related in terms of their primary business activities. For legally incorporated business, please provide your national classification number.

· **Customer Focus**

- B2B – Business to Business
- B2C – Business to Customers
- B2G – Business to Governments
- C2C – Customers to Customers

o B2B2C – Business to Business to Customers

· Number of co-founders & team members

The total number of (co)founders should not exceed 5 people, but the total number of team members may be more. These criteria are valid for both Startup Teams and already registered Startups. Please provide their names, business roles and citizenship.

· Describe the problem you are solving

When outlining the problem, the applicant should consider the number of people, businesses or end users that are affected. The applicant should also make use of quantitative and objective data to when describing the scale of the problem.

· Describe the solution

The applicant is required to propose a solution to the business problem. It should be sufficiently clear as to how the proposed solution will operate to address the problem. In this instance the applicant should illustrate the process of how the solution will work and identify risks of likely obstacles and how these may be addressed during the development and deployment phases.

· Describe who are your customers and your market

The applicant should demonstrate their knowledge of the existing market and the potential for their proposal. Attention should be given to the potential use in the testing and deployment environment, identifying the target end-users such as people, businesses or end users, and existing or similar applications in the market.

· Who are your close competitors and what's your competitive advantage over them?

The applicant shall name the closest competitors on the market, and what makes their product / service (price, delivery speed, technology, accessibility, uniqueness, design etc.) more competitive than the rest of the direct competitors, or potential substitute products and services

· Describe your business model

The term business model refers to a company's plan for making a profit. An applicant should identify the products or services the business plans to sell, its identified target market, and any anticipated expenses. A business model describes how an organization creates, delivers, and captures value. It should be emphasized what is the Unique Selling Preposition of the company by offering its product/service.

· What main Key Performance Indicators (KPIs) are you tracking for your business and what are the numbers in the last 6 months?

The applicant should explain the KPIs or targets that help you measure progress against your most strategic objectives. While businesses can have many types of metrics, KPIs are targets that are "key" to the success of your business.

· What are your scaling ambitions? What scale do you plan to reach in 12 to 24 months from now?

Scaling a business means setting the stage to enable and support growth in your company. An applicant should demonstrate the means and having the ability to grow without being hampered. It requires planning, some funding, and the right systems, staff, processes, technology, and partners.

· How long do you estimate it would take for your startup to return the investment?

Return on investment, or ROI, is a mathematical formula that investors can use to evaluate their investments and judge how well a particular investment has performed compared to others. Applicants shall be able to initially measure the amount of return on a particular investment, relative to the investment's cost, in a timely manner.

· Pitch Deck Upload

A startup pitch deck — or investor pitch deck — is a brief presentation designed to showcase your business plan, eye-popping metrics, and vision for the company to raise capital from investors. Generally, early-stage startup pitch decks are between 10-20 slides long. Your pitch deck should include 10 elements: the problem, your solution, key product features, market fit, competitive landscape, revenue and operating models, your traction, your projections, your team, and your funding request.

5. SUBMISSION PROCESS

Event	Date	Time (CET)
Call Launch	01 February 2024	12.00
Step 1: Application Submission Deadline	25 February 2024	23.59
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The "Allbiz Accelerator" places a specific emphasis on technology. While the Call Domain revolves around technology, digital solutions, green and circular economy, "Allbiz Accelerator" has endeavored to list potential areas of interest. These include:

· Education-tech
· Bio-tech
· Software as a Service (SaaS)
· Internet of Things (IoT)
· Robotics
· Fintech
· Health-tech
· E-Commerce

· Artificial Intelligence (AI)
· Entertainment
· Logistics
· Big-Data
· Agri-tech
· Virtual Reality (VR)
· Electronics
· Hardware
· Software
· 3D Printing
· Telecommunications
· Internet or web-based products or concepts
· Multimedia
· Green or Circular Economy
· Any other manufacturing and technology-related products or services.

While "Allbiz Accelerator" does not exclude, service-oriented business models, it prefers companies that either possess or are developing some form of proprietary technology.

b) Open Call Publication

The "Allbiz Accelerator" Open Call for Proposals will be launched on **February 1st 2024**. The call will be published on the following web site: allbiz.org.mk or albiz.org.mk

- Guidelines for Applicants – to guide applicants through the application and evaluation process
- Frequently Asked Questions (FAQs) – to address common queries relating to "Allbiz Accelerator"

The documents will be published and made available while applicants are submitting their applications.

c) Applicant Registration

To register for the "Allbiz Accelerator" please submit your registration by filling-in the online application form as a Google Forms application. This will be the central place for submitting an application.

d) Advice for Submitting an Application

In preparing a successful application "Allbiz Accelerator" advises the following:

- Read the Call Document, the Guidelines for Applicants and related templates, and other relevant material on the "Allbiz Accelerator" carefully to ensure you have understand the application process and what exactly will be considered a high quality application.
- If an applicant does not understand a particular aspect of the process contact our help desk via: email, phone, or scheduled face-to-face meeting. Our support is not crucial to

the success of your application, but demonstrating an attempt to reach out and understand their needs will reflect favorably on your application.

- Do not modify the application template
- Respect the general instructions within the templates, incorrectly submitting an application may lead to a proposal's ineligibility for evaluation
- Be precise and to the point in answering your questions.
- Submit your application within the deadline. "Allbiz Accelerator" reserves the right not to evaluate an application that is submitted outside the specified deadline. · The "Allbiz Accelerator" call will be competitive therefore it is recommended that each applicant review their proposal a number of times to ensure it is well written, clear, concise and answers the questions which have been requested as well as properly formatted and spell-checked.
- It is strongly recommended not to wait until the last minute to submit the proposal. Failure of the proposal to arrive in time for any reason, including network communications delays, is not acceptable as an extenuating circumstance. The time of receipt of the message as recorded by the submission system will be definitive.

6. Evaluation Process

a) Overview of the Evaluation Process

As previously mentioned, this Call for Proposals is a two-step process. Applications for Step 1 are due to be submitted by February 25th, 2024. All applications which are submitted by this date will be screened to ensure they satisfy the eligibility criteria. Proposals passing the eligibility check will then be assessed through a transparent evaluation process that will be managed and led by „Allbiz Accelerator " and external experts/investors in partnership with GIZ/ASP. Each application will be reviewed by minimum two assessors. This will ensure a better consistency across the evaluation process and will further enable assessors with a background in business and technology to review and assess the proposal.

Applications from Step 1 which are assessed and deemed successful fulfilling Eligibility criteria specified in Section 2 will proceed to Step 2 of the process – Bootcamp & Selection Pitch. Notification of success at Step 1 will be given no later than March 02th, 2024. The eligibility check list is provided in annex 1.1. The criteria for Step 2 of the process are provided below:

- **Innovative, technology-based product or service**. (Examples of acceptable businesses include: Technology-based industry (e.g., education-tech, bio-tech, SaaS, IoT, robotics, Fintech, electronics, hardware, software, telecommunications, Internet or web-based products or concepts, multimedia, or any other technology-related or circular/green economy products or services. While "All Bizz accelerator" does not exclude, service-oriented business models, it prefers companies that either possess or are developing some form of proprietary technology).

- **The beginning of a sound management and/or product development team.** The owner(s)/manager(s) of the business must demonstrate a capability to manage the business successfully; and/or a strong knowledge of the product or service.

- **Sufficient commitment to the proposed business** to achieve success in the time frame stated in the business model which has been reviewed and approved by both "Allbiz Accelerator" and the Admissions Committee.

- **Sufficient resources**. We prefer that the startup possesses sufficient resources, and time-frame to carry forward with the proposed business model for at least a six (6) month period, or can develop access to valid resources with assistance from "All Bizz accelerator", if necessary, to assure its success in the Accelerator program.

- **A product or service which is around 100 days from market.** "Allbiz Accelerator" is in the business of assisting commercial enterprises, not conducting research and development. In that manner, we will prefer solutions that have the potential of fast commercialization that can be quickly tested and put on the market,

- **Realistic financial projections** demonstrating the ability to generate sales within 180 days after acceptance into the Acceleration program and significant revenues and/or employment, up to five (5) years of business operations.

- **A desire to leverage the services offered by "All Bizz accelerator".** "Allbiz Accelerator" admits only startups that possess a real need for the services provided by our team and a demonstrated receptiveness and commitment to the advisory, mentoring and other value-added services offered.

- **Cause no harm to the environment or other clients of the Accelerator.** We strive to provide a comfortable and safe work environment for all clients and their employees. "Allbiz Accelerator" admits only startups that are appropriate to locate in the type of space that is offered and which can co-exist with other clients without causing material damage to their operations.

The assessors will follow the scoring system outlined below - valid for Step 2:

- **Grade 0: Fail -** The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information

- **Grade 1: Very poor -** The criterion is addressed in an unsatisfactory manner.

- **Grade 2: Poor -** There are serious inherent weaknesses.

- **Grade 3: Good -** While the proposal broadly addresses the criterion, there are significant weaknesses that would need correcting.

- **Grade 4: Very Good** - The proposal addresses the criterion well, although certain improvements are possible.

- **Grade 5: Excellent** - The proposal successfully addresses all relevant aspects of the criteria, and any shortcoming as of minor nature.

b) Scoring Thresholds

Assessment grid for admission (technical and market readiness) for Step 2 is provided in Annex 1.2.

The general minimum threshold for "Allbiz Accelerator" will be the Grade 3: Good.

This will permit to select the most promising teams/startups in terms of technical and market readiness criteria, with a strong support to the "All Bizz accelerator" with focus on Women, Young people under 40 and Vulnerable groups. The idea is to invest in those projects with real potential, regardless of the experience of the Applicant.

c) Communication

During the application and evaluation period all communication between "Allbiz Accelerator" and applicants will be conducted via email. It is important therefore that if a change of email occurs at any point during the process that "All Bizz accelerator" is informed to ensure each applicant remains updated on the latest developments.

The unofficial communication may be conducted by phone, via social-media or in person.

By submitting an Application form, the Applicant confirms:

1) Acknowledges reading and understanding the selection criteria.
2) Acknowledges that he/she is applying for admission to the „Allbiz Accelerator " and understands that the information contained in this application and attached business model will be held in strictest confidence; and
3) Acknowledges that he/she understands that this application is subject to review and in no way guarantees Applicant's admittance to the Acceleration Program.
4) 4) Acknowledges reading the Startup Application Procedures, Eligibility Assessment Form, Eligibility Requirements, Application Requirements, Review Procedures, and Evaluation Criteria, the Disclaimer and agree to the terms therein.

7. POINTS OF CONTACT

a) Contact Points for applicants within the "Allbiz Accelerator"

Looking for	Contact e-mail
General Information	bujar.d@albiz.org.mk
Information for applicants	bujar.d@albiz.org.mk
Information for partnerships	besir.d@albiz.org.mk

b) All Bizz accelerator contacts

Tel. 1: +389 (0) 77 960 924
Tel. 2: +389 (0) 71 329 468

e-mail: besir.d@albiz.org.mk

ANNEX 1. ASSESSMENT TABLES

Annex 1.1. Eligibility checklist

#	Criteria	Description	YES	NO	N/A	Comments
E.1.	The Applicant fulfils broad eligibility criteria	Applicant is either Startup legal entity, or Startup Team.				
E.2.	The Applicant fulfils the criteria for eligible region	- Startup legal entity: ○ Is legally established as a for-profit entity in N. Macedonia (corporation, LLC, partnership or sole proprietorship) ○ the economic activity, and the new jobs are created in the Northeast region region - Startup Team: ○ majority of team members have Macedonian citizenship ○ has the potential of fast incorporation and scaling ○ the economic activity, and the new jobs are created in the Northeast region region				
E.3.	Ownership of the Applicant.	The Applicant is owned by majority: - people under 40 years old and/or - women; and/or - vulnerable groups.				

E.4.	Applicant orientation	Applicant has a technology orientation through its operation and/or services/products				
E.5.	Stage of Applicant's business	- The Applicant has either ○ developed				

		prototype of its new innovative product or service OR ○ - it is in the developing stage of prototype of its new innovative product or service - The Applicant intends to commercialize its innovative new product or service.				
E.6.	Innovativeness and green circular aspects of Applicant's business	The Applicant's business is: - innovative - the business is either circular/ green or contributes to the circularity and / or the greening of other businesses				
E.7.	Potential for growth of Applicant's business	The Applicant's business has the potential for growth.				
E.8.	Legal rights of the Applicant (Note: valid only for Startup legal entity)	The Applicant has legal rights to the company's technology and/or product or service				

E.9.	Needs for " 'All Bizz'' services	The Applicant demonstrates the need for "Allbiz Accelerator" and its services;				
E.10.	The Applicant demonstrates receptiveness and commitment to 'Allbiz Accelerator"	The Applicant demonstrates receptiveness and commitment to the input available from 'Allbiz Accelerator" staff and external mentors and advisors				

Eligibility check is based on questions which can be answered with "Yes," "No" or "Not applicable" for particular application.

Annex 1.2. Assessment grid for admission (technical and market readiness)

#	Criteria	Sub-criteria	Score	TOTAL points	Comments
1	**Innovative, technology based product or service.**	- Technology-based industry (e.g., education-tech, bio tech, SaaS, IoT, robotics, Fintech, electronics, hardware, software, telecommunications, Internet or web-based products or concepts, multimedia, or any other technology-related or circular/green economy products or services. - Company either possess or is developing some form of proprietary technology.	(0-5)		
2	**The beginning of a sound management and/or product development team.**	- The owner(s)/manager(s) of the business demonstrate a capability to manage the business successfully and/or - has(ve) strong knowledge	(0-5)		

		of the product or service.			
3	**Sufficient commitment to the proposed business**	- The owner(s)/manager(s) of the business demonstrate strong commitment to achieve success in the time frame stated in the business model (reviewed and approved by both "Allbiz Accelerator" and the Admissions Committee).	(0-5)		
4	**Sufficient resources.**	- The startup possesses sufficient resources, and time frame to carry forward with the proposed business model for at least a six (6) month period or can develop access to valid resources with assistance from "Allbiz Accelerator", if necessary, to assure its success in the Accelerator program.	(0-5)		

5	**A product or service which is around 100 days from market.**	- The startup is established as commercial enterprises, and NOT conducting Research and Development (R&D) only.	(0-5)		

6	**Realistic financial projections.**	- The startup demonstrates the ability to generate sales within 180 days after acceptance into the Acceleration program and significant revenues and/or employment within the first five (5) years of business operations.	(0-5)		
7	**A desire to leverage the services offered by "Allbiz Accelerator".**	- The startup possesses a real need for the services of "Allbiz Accelerator" - The startup demonstrates receptiveness and commitment to the advisory, mentoring and other value-added services offered by the "Allbiz Accelerator".	(0-5)		
8	**Cause no harm to the environment or other clients of the Accelerator.**	- The startup is appropriate to locate in the type of space that is offered - The startup can co-exist with other clients of the "Allbiz Accelerator" without causing material damage to their operations.	(0-5)		
		TOTAL	**40**		

The assessors will follow the scoring system outlined below:

- **Grade 0: Fail -** The proposal fails to address the criterion under examination or cannot be judged due to missing or incomplete information
- **Grade 1: Very poor -** The criterion is addressed in an unsatisfactory manner.
- **Grade 2: Poor -** There are serious inherent weaknesses.
- **Grade 3: Good -** While the proposal broadly addresses the criterion, there are significant weaknesses that would need correcting.
- **Grade 4: Very Good** - The proposal addresses the criterion well, although certain improvements are possible.
- **Grade 5: Excellent** - The proposal successfully addresses all relevant aspects of the criteria, and any shortcoming as of minor nature.
- **Important Note: The maximum number of points is 40 points. The general minimum threshold for "All Bizz accelerator" will be the Grade 3: Good (24 points).**

Allbiz Accelerator

Online Application Form

EU for Economic Growth

Commissioned by — Federal Ministry for Economic Affairs and Climate Action — Co-funded by the European Union

Implemented by — giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH — AREA SCIENCE PARK

Disclaimer: By applying under this Call for Proposals, the Applicant agrees to all the Terms and Conditions outlined in these Guidelines. Furthermore, by submitting an application, the Applicant agrees that Business & Innovation Center cannot be held liable for any of the costs incurred by it prior to and/or during the application and selection process.

Important!	
Submission Deadline:	25th February, 2024, 23.59 CET
To be submitted via:	LINK on Google Form
Important issues:	Please also read the Call Guidelines developed by "Allbiz Accelerator" for further guidance on this application form
Instructions:	Type your application in simple business English language. Characters guidelines are suggested throughout this form, so please stick within the characters limitation. Applicants are requested to enclose Annex – Pitch Deck with their application. Failure to comply with these instructions may result in your application being excluded in the evaluation process.
Applicants Guidelines & Helpdesk:	If you have a technical question, please contact the "Allbiz Accelerator" Helpdesk via: bujar.d@albiz.org.mk , or in person at Allbiz Accelerator office in Kumanovo For non-technical applicants questions, please email us at: besir.d@albiz.org.mk

Allbiz Accelerator - Online Application Form

1) Startup Name / Acronym

_____

2) Primary contact – personal full name

_____

3) Are you a:

o Women
o young person under 40
o Belong to vulnerable / marginalized group
o Other:

3) Contact Email

_____

4) Contact Phone No.

_____

5) Date of registration/incorporation (if applicable)

_____

6) City

_____

7) Website

_____

8) Other Media (LinkedIn, Facebook etc.) please provide links

_____

9) One-liner: describe your business in one paragraph (one paragraph)

_____
_____
_____

10) Industry/s of operation (if registered, please provide national industry classification)

_____

11) Stage of Development (one answer only)

▪ Idea stage: You're currently working on an idea for a product/service
▪ MVP/ Prototype/ Seed stage: you have built a minimum viable product – MVP or prototype ▪ Product market fit: You have validated that your product/service satisfies a market demand ▪ Scaling Stage: You're focusing on growth in users, customers, revenue or market share

11) Customer Focus (multiple answers)

o B2B
o B2C
o B2G
o C2C
o B2B2C

12) No.# of (co)founders and their citizenship from the registered startup or startup team (max 250 characters)

_____

13) Number of team members, their names and roles (max 300 characters)

_____
_____
_____

14) Does your team have previous startup experience? (One answer only)

▪ Yes
▪ No

15) Describe the problem you are solving (max. 500 characters)

_____
_____
_____

16) Describe your solution (max. 500 characters)

_____
_____
_____

17) Describe who are your customers and your market (max. 500 characters)

_____
_____
_____

18) How many end users do you have at this time? (max. 250 characters)

_____

19) Do you consider having unique intellectual property? (one answer only)

▪ Yes
▪ No
▪ Maybe, I'm not sure

20) Who are your close competitors and what's your competitive advantage over them? (max. 500 characters)

_____
_____
_____

21) Describe your business model (max. 500 characters)

_____

22) How do you generate income? What are your main revenue streams? (In case you are not generating income, please explain how you intend to generate income in the future) (max. 500 characters)

_____

23) What main KPIs are you tracking for your business and what are the numbers in the last 6 months? (max. 250 characters)

_____

24) What are your scaling ambitions? What scale do you plan to reach in 12 to 24 months from now? (max. 250 characters)

_____

25) Have your company received any investment to date?
If „Yes "indicate how much & by whom (max. 250 characters)

_____

26) Are you looking for funding?
If yes, how much?

_____

27) How long do you estimate it would take for your startup to return the investment? (One answer only)

▪ Within 1 year
▪ Between 1-2 years

▪ Between 3-4 years
▪ More than 4 years

28) Pitch deck Upload (upload a doc: PPT, .PDF, other)

*Please note that the maximum file size that you can upload is 100 MB otherwise your application will result with an error.

By submitting an application form, the Applicant confirms:

1) Acknowledges reading and understanding the selection criteria.

2) Acknowledges that he/she is applying for admission to the „Allbiz Accelerator " and understands that the information contained in this application and attached business-model will be held in strictest confidence; and

3) Acknowledges that he/she understands that this application is subject to review and in no way guarantees Applicant's admittance to the Acceleration Program.

4) Acknowledges reading the Startup Application Procedures, Eligibility Assessment Form, Eligibility Requirements, Application Requirements, Review Procedures, and Evaluation Criteria, the Disclaimer and agree to the terms therein.