**SECTION A: BASIC INFORMATION**

|  |  |
| --- | --- |
| **CONTACT DETAILS OF LEAD APPLICANT** | |
| Name and surname |  |
| ID number |  |
| Telephone number |  |
| Email address |  |
| Physical address |  |

|  |  |
| --- | --- |
| **INSTITUTION DETAILS** | |
| Name of institution |  |
| Type of Institution (Tick below the applicable institution type) | SMME  Higher Education Institution  Company  Science Council |
| Company registration number (if applicable) |  |

|  |  |
| --- | --- |
| **PARTNERING INSTITUTION DETAILS – RUSSIA** | |
| Name of partnering institution |  |
| Partnering institution’s registration number |  |
| Email address |  |
| Telephone number |  |

|  |  |
| --- | --- |
| **TECHNOLOGY READINESS** | |
| Technology readiness level (TRL) of the technology |  |

**SECTION B: SUPPORTING DOCUMENTATION**

The following supporting documentation must be submitted with the completed funding full application form (tick if the supporting documentation has been submitted)

|  |  |
| --- | --- |
| **Document** | **Tick (only if document was submitted)** |
| Certified copy of ID of the lead applicant |  |
| Proof of address of the lead applicant |  |
| CIPC |  |
| Entity registration document of the partnering institution in Russia |  |
| Project execution plan |  |
| Financial projections |  |

**SECTION C: THE TECHNOLOGY**

## Description of the technology

### What is the product/process/service?

### What is the technology/science underpinning the product/ process/ service to be developed?

### How is the technology/science disruptive to the current state-of-the art?

## 

## Stage of Development

### Describe the stage of technology development of the product/process/service?

### Describe the technical development risks associated with scaling this technology?

### Indicate the relevant government regulations and how you intend to comply with them to progress your technology development and adoption?

## Value Chain

### Describe the entire production and/or manufacturing value chain?

### Describe the distribution value chain?

### Describe the potential supply chain risk as described in point 1.3.1 and 1.3.2 above.

### Describe the commercial value chain for sustaining the product or service in the market. For example, how revenue will be generated, or users will be acquired?

**SECTION D: INTELLECTUAL PROPERTY**

### Describe any existing intellectual property that underpins the technology development and ownership thereof.

| **Applicant, Entity or Consortium owned or licensed-in Registered IP** | | | | | | |
| --- | --- | --- | --- | --- | --- | --- |
| **Filing date** | **Patent, Design, Trademark application or granted No.** | **Date patent granted/ status** | **Inventor Details** | **Assignee / Applicant name(s)** | **Title** | **Region/ territory** |
|  |  |  |  |  |  |  |
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### Provide the description of the new intellectual property that will be developed during the project (foreground intellectual property).

### Describe your IP management strategy in terms of protection and exploitation, including freedom to operate.

**SECTION E: THE MARKET**

## Market and Industry Analysis

### Provide detailed analysis of the market segmentation (in terms of size, structure, geography, growth, market need and/or unmet need) and clearly indicate why the defined customers will procure your product/ process/ service.

## Competitive Landscape

### Provide detailed competitor analysis, in terms of strength and weakness of the current and potential competitors.

### Clearly define what the drivers of competitiveness are.

## Market Penetration Strategy

### Provide a detailed plan on how you intend to enter the market, be sustainable and expand (enablers to market entry) in the target market. Indicate if you are engaging with the potential customers, if so, provide evidence.

**SECTION F: ECONOMIC AND FINANCIAL RETURN**

### Describe your proposed offering’s overall ability to generate economic value. Provide financial projection and indicate when the offering will breakeven and generate profit.

**SECTION G: THE BUSINESS**

## Management

### Provide a summary of skills and capabilities of the team to execute the implementation of the proposed work activities; the role of each team member and the time she/he will be spending on the project. Provide summary of résumés (maximum half page per individual) of key team members. This section needs to address the team responsible for the development of the proposed offering(s) and/or commercialisation of the project and include the required skill sets for such a team.

# Please populate the table below:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Name** | **% Ownership** | **Gender** | | | **Population Group** | | | | | **Nationality** | | **Disability** | |
| **M** | **F** | **I** | | **W** | **C** | **A** | **SA** | | **Non-SA** | **Yes** | **No** |
|  |  |  |  |  | |  |  |  |  | |  |  |  |
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**SECTION H: RISKS**

### Identify the risk which affects the development and commercialisation of the technology and mitigation strategies. (i.e. Regulatory, environmental, financial, personnel, other)

| **Identified Risk** | **Mitigation Strategy** | **Probability of occurrence (H,M,L)** | **Severity**  **(H,M,L)** |
| --- | --- | --- | --- |
|  |  |  |  |
|  |  |  |  |