

Start-up Company Application Form

***Company
Concept***

Insert a brief company overview including anticipated products/services and regulatory approval path, if appropriate. Highlight the management team's experience with similar products or services.

***Target Market
and Customers***

Describe the specific market for the company's products or services. Identify potential customers and describe any feedback from them about such products or services.

Competitors

Describe the competitive products or services, the size and market share owned by the competitors, and the advantages the company will have over the competition. (For example, are the company's products or services better, cheaper, and faster than the competition?)

Founders/ Management	<u>Name</u>	<u>Title</u> (e.g. "Founder")	<u>Ownership %</u>	<u>Monetary Investment</u>
			%	
			%	
			%	
		<i>Subtotal</i>	_____ %	
	Option Pool		_____ %	N/A
		Total	100%	

Include comments on stock vesting and buyback provisions, if appropriate.

Technologies to be Licensed in the Field of Use

- Exclusive (or Non-Exclusive) license for WARF Ref. P_____ "INSERT TITLE HERE" ; Inventors: _____

Indicate each WARF reference separately, whether an exclusive or non-exclusive license is desired, and the proposed field of use. If licenses to additional technologies are needed from other organizations, please explain.

Development Timeline Insert critical development milestones and their corresponding dates

Financial Projections		<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Units Sold						
	Product A					
	Product B					
Revenue						
	Product A					
	Product B					
	Grants/Other					
	Total	_____	_____	_____	_____	_____
Cost of Goods Sold						
	Product A					
	Product B					
	Other					
	<i>Total</i>	_____	_____	_____	_____	_____
	Gross Profit					
Operating Expenses						
	Research & Development					
	Sales & Marketing					
	General & Administrative					
	<i>Total</i>	_____	_____	_____	_____	_____
EBIT						

Capital Resources	Current Cash on Hand			
	Date	Premoney Valuation	Capital Raise	
Series A	_____	_____	_____	
Series B	_____	_____	_____	
Series C	_____	_____	_____	
Series D	_____	_____	_____	
		Total	_____	

Exit Strategy Provide expected time to exit, details about the exit strategy, and expected valuation.