



Project Ref. **GA00683304**
Deliverable 1.1 and 1.2

Questionnaire template for startups/scaleups mapping in West Pomerania

Introduction

WeP-UP - West Pomeranian ICT Start Up Hub is an EU funded project by the European Commission under the 'Pilot Project - Start This Up!' initiative.

The project is aimed to favour the development, internationalisation, expansion and growth of the ICT start-ups ecosystem in West Pomerania.

The first step will be to gather relevant information to map start-ups in the region.

The project will set-up a set of services for West-Pomeranian start-ups: an on-line platform to ensure start-ups visibility, a number of matchmaking events in different EU countries to provide links and access to the international community of start-ups and investors, support and orientation through a One Stop Shop in Szczecin.

By filling in the questionnaire you may take the opportunity to enter in contact with the WeP-UP network and benefit from its services and initiatives for your business growth and internationalisation.

We will contact you in the following months to be involved in our activities and have the opportunity to benefit of our free services.

Join our initiative by filling in the questionnaire! It will take you just about 15 minutes.

You will get more.

Thank you,

The WeP-UP Team

COMPANY GENERAL INFORMATION

Company name:	
Address:	
Workplace (own office, incubator's name, accelerator's name, coworking's name, etc.)	
Date of establishment:	
Web site address:	

TYPE OF COMPANY AND BUSINESS

1. How the company has originated (mark one option)

Research spin off/ spin out (from Universities and/or R&D centres)

Individual entrepreneurship initiative

Follow-up of an R&D funded project

Other (Specify):

2. Number of founders (mark one option)

Number of founders

1	2	3	≥ 4
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

3. Average age of the founders

Age

4. Are you currently benefitting from any support programme? (pick one or more options)

No

Incubation programme

Acceleration programme

Support from a University TT centre

Occasional training activities

5. Business sector *(pick one or more options)*

- Internet of Things
- Artificial Intelligence
- Big Data and Cloud
- Games/Entertainment
- Programmer/Developer tool
- Analytics/Research tools/Business intelligence
- Marketing technologies
- Electronics/Robotics
- Other (Specify):

6. Current main field of application *(pick one or more options)*

- Agriculture
- Manufacturing
- Transportation
- Energy
- Finance & Insurance
- Education
- Health and Social assistance
- Accommodation and Food Services
- Public administration
- Other (Specify):

7. Business model *(pick one option)*

- SaaS (software as a service)
- Mobile app
- Market place
- Hardware/IoT
- Other (Specify):

8. Main customers *(pick one or more options)*

- B2B
- B2C
- B2B & B2C
- Other (Specify):

SIZE, FINANCE AND GROWTH

9. Number of employees (excluding founders) (write the number)

2015
 2016
 2017
 2018

Number

How many new people are you planning to hire this year?

10. Sales in 2017 (pick one option)

0
 ≤ 5 K€
 ≤ 10 K€
 ≤ 25 K€
 ≤ 50 K€
 ≤ 100 K€
 ≤ 200 K€
 ≤ 500 K€

11. Sales growth and projections (pick one option per line)

2016
 2017
 2018 (forecast)

	0%	≤ 10%	≤ 20%	≤ 30%	> 30%
2016					
2017					
2018 (forecast)					

12. Do you have foreign customers? (pick one or more options)

No
 From Europe
 Rest of the world

13. Sources of funding (pick one or more options)

Own capital
 Family and Friends
 Bank (credit)
 Crowdfunding
 Incubator/Accelerator
 Business Angel
 Corporate funding
 Private VC
 Public funds (incl. EU fund; POIG3.1 seed fund; KFK; BRIDGE Alpha)

National

International

Other (Specify):

14. Funds raised since the start-up (pick one option)

- ≤ 10 K€
- ≤ 25 K€
- ≤ 50 K€
- ≤ 100 K€
- ≤ 250 K€
- ≤ 500 K€
- >500 K€

15. Expected fundraising source in the next 12 months (pick one or more options)

- Internal sources
 - Bank (credit)
 - Crowdfunding
 - Incubator/Accelerator
 - Business Angel
 - Corporate funding
 - Private VC
 - Public fund (including Eu backed fund; seed fund; KFK; BRidge Alpha)
 - Other (Specify):
-

16. Public grants obtained since start-ups (pick one or more options)

- Regional/National schemes e.g. POIG 8.1/8.2, POIG 3.1 seed funds
 - EU funding programmes e.g. SME Instrument, FIWARE etc.
 - Other (Specify):
-

R&D AND INTELLECTUAL PROPERTY

17. R&D Collaborations (pick one or more options)

- Universities
- Public/private R&D centres
- Other companies
- No collaborations

18. Patents and Intellectual Property (IP) (pick one option)

Do you have any registered or pending patent? Yes No

BUSINESS EXPANSION, INTERNATIONALISATION AND BARRIERS

