

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): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **Number of founders** *(mark one option)*

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | 1 | 2 | 3 | ≥ 4 |
| Number of founders |  |  |  |  |

1. **Average age of the founders**

|  |  |
| --- | --- |
| Age |  |

1. **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 |  |

1. **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): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **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): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **Business model** *(pick one option)*

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

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

|  |  |
| --- | --- |
| B2B |  |
| B2C |  |
| B2B & B2C |  |
| Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

**SIZE, FINANCE AND GROWTH**

1. **Number of employees (excluding founders)** *(write the number)*

|  |  |
| --- | --- |
|  | *Number* |
| 2015 |  |
| 2016 |  |
| 2017 |  |
| 2018 |  |
| How many new people are you planning to hire this year? |  |

1. **Sales in 2017** *(pick one option)*

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

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

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

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

|  |  |
| --- | --- |
| No |  |
| From Europe |  |
| Rest of the world |  |

1. **Sources of funding** *(pick one or more options)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | National |  | International |
| 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) |  |  |  |
|  | Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

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

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

1. **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): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **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**

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

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

1. **Patents and Intellectual Property (IP)** *(pick one option)*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Yes |  | No |
| Do you have any registered or pending patent? |  |  |  |

**BUSINESS EXPANSION, INTERNATIONALISATION AND BARRIERS**

1. **Internationalisation strategy** *(pick one or more options)*

|  |  |
| --- | --- |
| R&D collaboration projects |  |
| Joint venture  |  |
| Opening company branches abroad |  |
| Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **Obstacles and barriers within West Pomeranian ecosystem for company growth and internationalisation** *(pick one or more options)*

|  |  |
| --- | --- |
| Scarce presence of national startup initiatives |  |
| Few public support schemes for business internationalisation and growth |  |
| Few tax incentives |  |
| Lack of developers/tech talents |  |
| Few incubation/acceleration programmes |  |
| Unfavourable regulatory framework |  |
| Limited links with the international community of investors |  |
| Low activity of local Business Angels/Investors |  |
| Difficulty in obtaining bank credit |  |
| Poor presence of Venture Capital for growth |  |
| Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

1. **What would you need for your startup to grow faster?** *(pick one or more options)*

|  |  |
| --- | --- |
| Business model/lean canvas mentorship |  |
| Business and management advice |  |
| Marketing/Growth hacking mentorship |  |
| Matchmaking with investors |  |
| Free or low-cost co-working space |  |
| Language skills to go international |  |
| Pitching skills and ability to deal with investors |  |
| Intellectual Property Rights (IPR) knowledge |  |
| Financial resources |  |
| Knowledge on VC sector dynamics |  |
| Skilled human resources and talents |  |
| Links with start-up initiatives at international level |  |
| Support for business expansion abroad |  |
| Dedicated website gathering useful information for startups e.g events, services, contests, profiles of local startups etc. |  |
| Other (Specify): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |