

8TH CALL ACCELERATOR PROGRAM “ENTREPRENEURS FUND”

APPLICATION PREPARATION DOCUMENT

Application period: January 29 to March 4th, 2019.

Application URL: <https://www.fundacionrepsol.com/en/talent-development/entrepreneurs-fund/apply>

Before starting the on-line application, we recommend you prepare all the information you will need to fill the application form.

Please check that your answers do not exceed the indicated maximum length in characters.

All answers are required, except where indicated otherwise.

Application form questions:

- Q1. *Applicant’s name and surname.*
- Q2. *Postal address.*
- Q3. *Tel. number (with country and area codes).*
- Q4. *Email address.*
- Q5. *Describe your business project in one sentence. Max 140 chars.*
- Q6. *Describe your business project in more detail. Max. 1.000 chars.*
- Q7. *Please insert a Google Drive or Dropbox link to a 5-15 page PDF slide deck presenting your business project.*

Prepare a slide deck presenting your business project, save it in PDF format, upload it to Google Drive or Dropbox and insert here the link to that file.

- Q8. *What is different and interesting about your startup? Max 600 chars.*
- Q9. *What do you think would be the most important way in which our accelerator program could help your business project? Max 600 chars.*

*In which one of the 6 scopes of our accelerator program do you think your business project better fits? *** Please select one and only one Scope by choosing no more than 2 subsopes within it. ****

Questions Q10 to Q15 correspond to each one of the six scopes of this Call. Please decide which one of the six scopes better matches your business project and choose a maximum of two subsopes within it. Once you have done that, please skip the rest of the Q10 to Q15 questions and continue with question Q16.

Q10. *SCOPE 1: Efficiency in operations in the energy and chemical industry: development of new processes, technologies and services aimed at improving safety, reliability and availability of industrial plants.*

Answer choices (multiple answer):

- *Subscope 1.1: Development of new technologies for the improvement of petroleum properties (naphthenic acidity, content in metals, asphaltenes, or others), to facilitate their processing and avoid problems of corrosion, fouling, deactivation of catalysts, etc.*
- *Subscope 1.2: Optimization of traditional processes or development of alternative processes in the oil refining industry (catalysts, desulfurization, hydrogen production, coking, gas to liquids, production of aromatics, etc.).*
- *Subscope 1.3: Reliability and maintenance of industrial plants (automation of operations, sensorization, predictive maintenance, artificial intelligence, drone inspection, etc.).*
- *Subscope 1.4: Safety in operations (geolocation of people and equipment, detection of fatigue, early detection of leaks, etc.).*
- *Subscope 1.5: Any other innovation within Scope 1.*

Q11. *SCOPE 2: New materials and differentiated products: technologies to obtain or use materials of greater added value or higher performance in the chemical and energy industry, construction, home or transport.*

Answer choices (multiple answer):

- *Subscope 2.1: Construction and home (substitute materials, energy solutions, specialized polymers for cables, etc.).*
- *Subscope 2.2: Mobility (materials for weight reduction in means of transport, to capture, store and generate energy, etc.).*
- *Subscope 2.3: Health and nutrition (advanced materials for heat/cold control in food packaging, drug dosing, objects for medical use, etc.).*
- *Subscope 2.4: Biodegradable plastics.*

- *Subscope 2.5: New materials (3D printing, fire resistant materials, new applications, etc.).*
- *Subscope 2.6: Any other innovation within Scope 2.*

Q12. *SCOPE 3: Distributed energy resources.*

Answer choices (multiple answer):

- *Subscope 3.1: New or improved technologies for energy storage.*
- *Subscope 3.2: Small scale generation for nearby use, new technologies and business models in the field of distributed electricity generation and electricity self-consumption.*
- *Subscope 3.3: Bidirectional vehicle to grid charging technologies.*
- *Subscope 3.4: Smart electric charge technologies.*
- *Subscope 3.5: Smart energy management systems.*
- *Subscope 3.6: Virtual asset management systems.*
- *Subscope 3.7: Technologies able to eliminate inefficiencies for renewable energy facilities close to points of consumption (e.g. cities).*
- *Subscope 3.8: Any other innovation within Scope 3.*

Q13. *SCOPE 4: Digitalisation and mobility: innovative proposals in the mobility sector that create more value for people.*

Answer choices (multiple answer):

- *Subscope 4.1: Personalization of the mobility offer through a greater knowledge of the needs of the users.*
- *Subscope 4.2: New business models associated with transport electrification.*
- *Subscope 4.3: New technologies or business models associated to the connected car and the autonomous car.*
- *Subscope 4.4: New customer loyalty platforms or payment technologies for mobility services users.*
- *Subscope 4.5: Any other innovation within Scope 4.*

Q14. *SCOPE 5: Circular economy and biotech: proposals related to the recycling and reuse of waste and reduction of greenhouse gas emissions in the energy and chemical industry. Technologies for plastic-to-fuel/plastic conversions and to produce biofuels.*

Answer choices (multiple answer):

- *Subscope 5.1: Treatment and improvement of the quality of industrial waters.*
- *Subscope 5.2: Reduction of CO₂ emissions (energy efficiency in industry: optimization of steam systems and use of surplus steam, alternative technologies to energy intensive processes, etc.)*
- *Subscope 5.3: Capture and use of CO₂.*
- *Subscope 5.4: Technologies for waste reuse.*
- *Subscope 5.5: Value-adding technologies for plastics recycling.*
- *Subscope 5.6: Business models based on the management of environmental sustainability in the energy industry.*
- *Subscope 5.7: Technologies to produce biofuels.*
- *Subscope 5.8: Any other innovation within Scope 5.*

Q15. *SCOPE 6: New oil and gas exploration and production technologies: digital improvements, drilling and cementing, new materials, improvement of efficiency and safety in oil and gas processes and operations.*

Answer choices (multiple answer):

- *Subscope 6.1: Digitization of oil and gas exploration and production (smart exploration and drilling, production field performance optimization, automation of operations, etc.).*
- *Subscope 6.2: Drilling and completion technologies (monitoring sensors, drilling technologies, well control systems, etc.).*
- *Subscope 6.3: New materials for oil and gas exploration and production activities (steel substitutes, fire resistant, unwelded joints and thermal expansion, cementing repairs, etc.).*
- *Subscope 6.4: Technologies to improve processes and operations in pipelines (sensors that move through fluids, H₂S and CO₂ elimination processes, image processing to detect faults and spills, etc.).*
- *Subscope 6.5: Automation of operations (drones, robots, etc.).*
- *Subscope 6.6: Any other innovation within Scope 6.*

Q16. *Which of the following stages best describes the current development level of your business project?*

Answer choices (single answer):

- *We are mostly focused in developing our product/service. We have also thought about our future business model, but only at a theoretical level.*
- *We are progressing in developing our product/service and we know the competitors and substitutes and our competitive advantages, but we still need some time to build a minimum viable product for a trial with real customers.*
- *We are already engaging or ready to engage real customers in trials to refine and enhance our product/service.*
- *We have got some initial sales and now we are looking to escalate the business.*

Q17. *Please elaborate your answer to the question above in more detail. Max 1.000 chars.*

Q18. *Who are your target customers? Please be as precise as possible. Overly simplified or ambiguous answers like “everyone” or “large companies” contribute less to showcase your real potential. Good examples: “supercapacitor manufacturers”, “car sharing users”, “power companies”. Max 500 chars.*

Q19. *Do you have any idea about the number of target customers that you will be able to reach and hopefully acquire and retain? How much annual revenue could that mean? Max 500 chars.*

Q20. *What significant problem or need of your target customers is your startup addressing? Please be as precise as possible. Answers like “cut costs”, “increase revenues” or “fight climate change” may not be enough for us to gauge your potential. Max 500 chars.*

Q21. *How are your target customers solving the above problem/need now? How does your product/service will solve it in a better way? Max 500 chars.*

Q22. *Who are your likely competitors? Max 500 chars.*

Q23. *What differentiates you from your likely competitors? Max 500 chars.*

Q24. *Does your business project have its origin or is it related to any university/technology center’s research results? Which one, and in what way? Max 500 chars.*

Q25. *Do you own any patents? Have you registered patents still in process of being approved? Are you a patent licensee of a research center or other third party? Max 500 chars.*

- Q26. *Startups accepted in our program will receive a monthly grant of €2-6K from OCT 2019 to SEP 2020 (€24-72K total), plus an additional €0-72K for eligible costs. Assuming you get the grant maximum (€144K), please list the main business milestones (e.g.: prototype, testing, first customer, investors) you feel you could commit accomplishing in that period. Max 500 chars.*
- Q27. *What would be your financial forecast for the above period? Please break it down as follows: a) One-time expenses, e.g.: equipment, subcontractor fees; b) Labor costs; c) Non-labor fixed recurring expenses, e.g.: rent, insurance; d) if you reach commercial phase, Variable expenses, e.g.: raw materials, sales costs; e) Sources of income: Fundación Repsol's and other, e.g.: sales income, investors. Max 500 chars.*
- Q28. *How many members are there in the team? Max 100 chars.*
- Q29. *Please list the names and surnames of the team members, indicate if founders / employees / external advisors, their corresponding job positions and previous business experience. Max 500 chars.*
- Q30. *How long has the team been working together? Max 100 chars.*
- Q31. *If accepted in our program, will you work full time on your business project with no other external obligations? If no, please explain. Max 500 chars.*
- Q32. *Please provide an outline of your fundraising history. Max 500 chars.*
- Q33. *Have you already established your startup? Max 100 chars.*
- Q34. *Company name (answer "n.a." if not applicable). Max 100 chars.*
- Q35. *Year of establishment (n.a. if not applicable). Max 15 chars.*
- Q36. *Company website (n.a. if not applicable). Max 100 chars.*
- Q37. *Please provide an outline of the share ownership with the corresponding percentages. Max 500 chars.*
- Q38. *Where are your headquarters now? Are you considering moving your HQ in the near future? (our program will not require you to move to any specific acceleration site). Max 500 chars.*
- Q39. *Please list any other incubators or accelerator programs you have participated, as well as any prizes, awards or recognitions. Max 500 chars.*

Q40. *Have you applied to any previous calls of our accelerator program?*

Answer choices (multiple answer):

- *No.*
- *1st Call (2011).*
- *2nd Call (2012).*
- *3rd. Call (2013).*
- *4th Call (2014).*
- *5th Call (2015).*
- *6th Call (2016).*
- *7th Call (2017).*

Q41. *How did you know about our accelerator program?*

Answer choices (single answer):

- *I got an email from Fundación Repsol and/or an invitation for a webinar.*
- *Recommendation from somebody I know: a friend, my previous accelerator, my university/research center, another founder...*
- *I saw it in F6S.*
- *I found out when attending a convention or fair.*
- *I read about it in written press.*
- *I heard about it in the radio.*
- *I saw it when reading online news or blogs.*
- *I stumbled upon it while browsing my social networks.*
- *It came up when I was googling for resources.*
- *Other, please explain:*

Q42. *Acceptance of [Terms and Conditions](#) and [Privacy Policy](#).*

Single answer (mandatory to apply to this call):

- *I have read, and I accept the Terms and Conditions for participation in this call and Fundación Repsol's Privacy Policy.*

Q43. [Optional] *You can optionally use this section to submit Youtube or Vimeo links to a video of the founders introducing themselves and presenting the business*

project and/or any other videos of the company, working prototype, etc. Non-public videos are OK, but please do not password protect so we can access them.

- Q44. [Optional] *You can optionally use this section to submit Google Drive or Dropbox links to any other documents you want to provide, for example, a more detailed financial forecast in excel format, a business plan if you already have one, product benchmarks or tests, etc.*
- Q45. [Optional] *You can optionally give us your consent to give your name and email address to other accelerators and incubators with which we collaborate, with the purpose they may inform you of their accelerator/incubator calls.*

Selección de respuestas (respuesta única):

- *Yes, I give my consent.*