**Application Form for GSP401: Alibaba Cloud-SUSS Entrepreneurship Certificate/Minor**

Please take some time to complete all the questions in this application form.  If you do not have a response, please indicate so and provide a reason. Your responses will enable us to ascertain your suitability for admission into this programme.  Where necessary, you may provide a reference if we need to seek further verification. Do provide as many details as you can but confine your answer to less than 120 words per question.

We don't make any formal promise about secrecy, but we don't plan to let anyone outside SUSS/Alibaba Cloud see these applications.

In addition to this application form, you will be required to submit the following documents\* if you are shortlisted.

Document Submission for Application:

1. A copy of NRIC or FIN (front and back); and
2. All education certificates and academic transcripts; and
3. A passport sized photograph (if it is not uploaded online)

*\* Current SUSS full-time students do not need to submit any of the above documents.*

Please note that at least one of the team members should be:

* Current SUSS full-time, part-time or CET student or
* Singaporean or PR

**Company details (i.e. the startup you want to build):**
1. Company name:

2. Company url, if any:

3. What is your company’s product or service?

**Team details**
4. For each founder, please list: name; age; year of (expected) graduation (if any), name of university (if any), type of programme (FT/PT), degree programme (if any); email address; personal url (if any); and present employer and title (if any). Put unfinished degrees in brackets. List the main contact first.

5. Please tell us in one or two sentences something about each founder.

**About your business model**
6. What's new about what you're doing?

7. What do you understand about your business that other companies just don't get or offer?

8. What are people forced to do now because what you plan to make doesn't exist yet?

9. How will you make money?

10. Who are your competitors, and who might become competitors? Who do you fear most?

**Background information**
11. For founders who are hackers: what cool things have you built? (Include urls if possible.)

12. How long have the founders known one another and how did you meet?

13. What tools will you use to build your product?

14. If you've already started working on it, how long have you been working and how many lines of code (if applicable) have you written?

15. If you have an online demo, what's the url?

**Investment readiness of your business**
16. How long will it take before you have a prototype? A beta? A version you can charge for?

17. Which companies would be most likely to buy you?

18. If one wanted to buy you three months from now, what's the lowest offer you'd take?

19. Why would your project be hard for someone else to duplicate?

20. Do you have any ideas you consider patentable?

21. What might go wrong? (This is a test of imagination, not confidence.)

**Investment readiness of the team**
22. If you have a registered business, what is the date of incorporation? Who are the shareholders and what percent does each own? If you've had funding, how much, at what valuation(s)?

23. If you're not incorporated yet, please list the percent of the company you plan to give each founder, and anyone else you plan to give stock to. (This question is as much for you as us.)

24. If you'll have any major expenses beyond the living costs of your founders, what will they be?

25. If by December your startup seems to have a significant (say 20%) chance of making you rich, which of the founders would commit to working on it full-time for the next several years?

26. Do any founders have commitments in the future (e.g. accepted full time job offer), and if so what?

27. Are any of the founders covered by noncompetes or intellectual property agreements that overlap with your project? Will any be working as employees or consultants for anyone else?

28. For tech startups: Was any of your code written by someone who is not one of your founders? If so, how can you safely use it? (Open source is ok of course.)

29. If you had any other ideas you considered applying with, feel free to list them. One may be something we've been waiting for.

30. Please tell us something surprising or amusing that one of you has discovered. (The answer need not be related to your project.)