# Disclosure

This questionnaire is aimed at a quick evaluation of the startup from commercial, financial and marketing aspects.

Your answers to the below listed questions, will support Cloud4Y (Flex LLC)’s decision.

Cloud4Y (Flex LLC) confirm that all of the information provided in this questionnaire will be treated solely for evaluating the collaboration with Cloud4Y (Flex LLC) and will remain confidential and not be shared with any third party.

# SUMMARY

We give preference to startups in the early stages of development, which will be most useful to our client base. Therefore, we are looking for startups that meet the following requirements.

* An innovative technical solution that helps customers with digital transformation.
* [MVP](https://en.wikipedia.org/wiki/Minimum_viable_product) (Minimal Valuable Product) is required.
* Established less than 3 years ago.
* Total annual revenue: less than $ 500k.
* Capital: less than $ 1 million.

In addition, all the applicants must meet the following requirements:

* Engage in the development of a software product or provide services based on such a product that will make up the bulk of the current or proposed business.
* This software must be owned by the company.
* The amount you have previously received for using services in Cloud4Y should not exceed $ 10,000.
* No ongoing contracts with other cloud computing platforms.
* The company must be private.
* The company must have a public website in its own domain (domain must be owned by the same entity).
* The contact email domain must match the domain of the public website.
* Successful applicants must place a logo and a link to cloud4y.com on the Home page of their websites.
* The company must provide a link to a functioning software product in order that we can evaluate the viability of the software (The access must be valid for 30 days).
* The company’s IT specialists are advised to complete technical training and take a test.

(1 to 3 people depending on the size of the investment).

**I HAVE READ AND ACKNOWLEDGED THE ABOVE SUMMARY AND DISCLOSURE**

**I AM READY TO PROVIDE CAPITAL AND OTHER LEGAL INFORMATION AND DOCUMENTS FOR VERIFICATION**

# 1. Company profile

|  |  |  |
| --- | --- | --- |
| 1 | Startup Name |  |
| Legal name |  |
| Company ID (Tax ID) |  |
| Year of Establishment |  |
| Country (where the legal entity registered) |  |
| Website |  |
| Industry |  |
| 3 | List of names with contacts of all the major shareholders & investors (if any)  (Please enclose an ID copy of the company’s CEO with your application)  \*We will also ask for a quick skype video call with the CEO of the company |  |
| 4 | Did you receive grands (investments, participation in any startup program) from any other cloud providers in the last 3 years?  (List all the grands received specifying a year, term and amount of the grand/s) |  |
| 5 | Total number of employee in the company |  |

# 2. PRODUCT OVERVIEW

|  |  |  |
| --- | --- | --- |
| 1 | What are your main products or services? |  |
| 3 | What problems do your products/ services solve? |  |
| 4 | Describe the technology/ies used in order to make the products/ services to solve the above-mentioned problems.  (Provide specific and detailed description of the technology/ies) |  |
| 5 | What role do you play in the making of such products or services if any? |  |
| 6 | What business Model do you follow in selling your products? |  |

# 3. Financial information

|  |  |  |
| --- | --- | --- |
| 1 | Previous year revenue and the annual growth rate (in USD) |  |
| 2 | How big is this market for you? Financially |  |
| 3 | What are the financial targets that you expect to achieve for the next 2 years ? |  |
| 4 | What is the allocated budget in your business plan to reach the above financial targets in the next 2 years? |  |

# 4. Market potential

|  |  |  |
| --- | --- | --- |
| 1 | Name 3 top competitors worldwide. |  |
| 2 | What differentiates your company from your competitors? (your USP) |  |
| 3 | Where do you rank against your competitors? |  |
| 4 | Who are your target customers? |  |
| 5 | List top 5 target customers to reach at least 50% of the targets that you expect to achieve in the next 2 years. |  |
| 6 | What are your company’s short- and long-term objectives? |  |

Full Name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Sign \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Date \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_