

**Maritime Seed Award
APPLICATION FORM**

Please refer to the Guidelines before compiling this form. You are also advised to review to the Judging Scorecard to understand how the judges will assess your application. Both documents may be found on <https://takeoff.org.mt/seedfundawards/marsa-2021/>

Multiple annexes should be combined into one document and must include the project title on each page. Annexes are only accepted for the Gantt Chart and the Cash flow Forecast.

Name of Lead Applicant:	
Name of Project/Venture:	
Name of Coach or Mentor who Assisted Applicant (if applicable):	
Proof of Concept (for academics) <input type="checkbox"/>	Seed Fund (for entrepreneurs) <input type="checkbox"/>
Executive Summary (400 words) <i>Include: the market opportunity being addressed; how your solution/technology addresses this opportunity; how it is innovative; how it will generate funds; why you are the right team for the task; what the MarSA funds would enable you to achieve.</i> (This is a non-confidential description of the Business/Technology that may be used publicly.)	
Problem/Solution/Benefits (300 words) <i>What problem/gap/demand does your solution/technology address?</i> <i>How does your solution/technology address it? What are the benefits?</i> <i>How big is the potential of your solution/technology?</i>	

Customers & Users (100 words)

Who are your target customers and users? / Who does your solution/technology benefit?

How will you secure customers/backers?

What feedback have you received from potential customers/users/backers?

(If market research has been conducted, provide a brief overview of what this constituted)

Competition (100 words)

Who/what is your competition?

How does your solution/technology compare with your competition? What makes it better/different?

Resources and Revenue (200 words)

Looking beyond what you would achieve through the requested funds:

What resources would be needed going forward?

How do you plan to secure them?

How will you make money from your solution/technology?

Team Members

List the members of your team and their role

Name:

Role:

List any other associated persons and their role (e.g. advisers, suppliers, partners, etc.)

Name:

Role:

Team (100 words)

Explain how the knowledge, skills and experience of the team members will ensure success.

If there are any gaps in the team how do you intend to address them?

Intellectual Property (IP) (100 words)

How do/will you protect the IP related to your solution/technology?

Do you own or have the rights to commercialise your solution/technology?

Risks and Contingency Plan (100 words)

Are there any risks you foresee (e.g. legal, technological, commercial, etc.)?

How will you mitigate against these risks?

Proposed Milestones and Gantt Chart (200 words)

What would you accomplish with the funds you are requesting?

What would be the end point/deliverables of the project you are requesting funds for?

How does the proposed project lead to the next stage along your development plan?

Include a timescale for the duration of your proposed project with milestones/deliverables along the way.

How much funds are you requesting? (€5,000 – €20,000)

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Provide a breakdown showing how the requested funds will be used.

Salaries to team members must be clearly highlighted.

Attach a Cash flow Forecast for the overall project including clearly for what and when the requested TOSFA funding will be used. A template can be found on the TOSFA website. The forecast should focus on a minimum one year period however a three year forecast will be viewed favourably
Has funding for your proposal been sought from any other sources? <i>(If Yes, provide further information.)</i> Double funding is not permitted. Beneficiaries will be asked to reimburse funds if it transpires that double funding has occurred.

You are advised to stick to the indicated word count (within reason). Points will be deducted for long winded responses. Submit completed form to maritimeseedaward@um.edu.mt by Wednesday 29th September 2021 at noon. The submission should be in PDF format and should be named as follows: **MARSA_POC_Project Title.pdf** - for Proof of Concept applications, or **MARSA_SF_Project Title.pdf** - for Seed Fund applications