

Innovent 4.0 Top 10

Please note: This is only a **sample application form**. This form cannot be used to submit applications for the Innovent 4.0 Top 10. All applications need to be submitted via the online application form which is hosted on the website and shared in the emailer only. Entries sent via this offline application will be deemed **invalid** and will **not be considered** as valid applications for the awards. Plugin Alliance is not responsible for any such applications submitted.

Disclaimer: All information received will be completely confidential and would not be put forth in the public domain. All questions are mandatory.

QUESTIONS FOR THE STARTUPS:

1. Name of the startup: **ABC Pvt. Ltd.**
2. Name of the founder/co-founders: **Mr. John Doe**
3. Mobile Number: **+91 xxxxxxxxxx**
4. Business Email: **John@abc.com**
5. Brief description about your startup
ABC works in the [____] industry, helping organizations reduce losses of [____]/inefficiencies in their processes.
6. Name of the product/solutions that you offer
ABC's solution [NAME OF SOLUTION] helps reduce/remove efficiencies in business processes by [describe how the solution would work].
7. Key technolog(y)ies used in the product/solution
Eg. AI, Internet of Things, Machine Vision, Robotics, Cyber Security, 5G & Edge, ADAS & Mobility, AR/VR
8. Please attach sales deck/investor pitch deck supporting your application
[Pitch deck that concisely describes your work and focus areas, in PDF format.]
9. Name some of your key clients where your solution has been implemented
[Names of enterprises/organizations you have partnered with.]
10. How many revenue generating customers do you have?
 - 10 and above
 - 5 - 7
 - **2 - 5**
 - 1 - 2

11. How many deployments of your solution have been done so far?

- Deployments across organizations in different geographies
- **Deployments across organization in same country (multiple sites)**
- Multiple deployments in the same site
- Only one pilot

12. What is your average adherence to the standard baseline of three weeks for your three biggest deployments?

- No delay
- **1 Quarter delay**
- 2 Quarters delay
- 3 Quarters or more delay

13. What is the revenue contribution of your top 3 clients to your overall revenue?

- 50-75%
- **75-95%**
- 95-100%

14. What has been the average impact of your solution for your top 3 clients (in terms of Total Cost of Ownership for the client)

- 7.5% and above
- 5% - 7.5%
- **2.5% - 5%**
- 0 – 2.5%
- Too early/not calculated

15. How many external partners have been used in the deployment of your solution?

- 2 and more partners
- **All deployments by self or one partner**

16. Do you have a patented solution?

- Yes, Global patent approved
- **Yes, India patent approved**
- No, patent pending
- No

17. How many patents have been granted to your company?

[Mention the number of patents granted to you]

18. How is your overall team structured?

- Ratio of Technology Team : Business Team (sales team) is 20% or more
- **Ratio of Technology Team : Business Team (sales team) is less than 20%**

19. Please provide at least one reference from the enterprise/s you have partnered with, who can corroborate the above information:

Name of POC: **Jay Shah**

Name of enterprise: **ABC Pvt. Ltd.**

Mobile number: **+91 xxxxxxxxxx**

Business email address: **jay@gmail.com**

Name of POC: **Kabir Mehta**

Name of enterprise: **XYZ Pvt. Ltd.**

Mobile number: **+91 xxxxxxxxxx**

Business email address: **mehta@gmail.com**