**台大車庫孵化器**

**NTU Garage**

**(請填寫公司/團隊名稱)**

**(Company/Startup Team Name)**

**(請填寫產品/服務名稱)**

**(Product/Service Name)**

**產品營運計劃與團隊介紹**

**Operation Plan and Team Introduction**

**請注意：以下題目請照實填答，歡迎使用照片、圖片、表格等輔助說明，本份文件總頁數須不超過10頁總大小不超過 15 MB。 Please note that total pages should be 10 pages or less, and the size of the file should be less than 15 MB. Additionally, please answer the following questions as honestly as possible. Photos, images, and other charts are welcomed to be used as additional information.**

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| **產品營運計畫 Operation Plan** |

**一、請以一句話具體說明你的構想。Please use one sentence to explain your conception.**

**二、你們想解決甚麼問題？這是誰的問題？你們如何發現這個問題？又如何確信它有解決的價值？ What problem do you want to solve? Whose problem is it? How did you find the problem? How are you convinced that your solution is effective?**

**三、針對上述問題，目前大家使用的替代方案是什麼？（或著沒有的話，請說明為什麼人們沒有試圖解決這問題？）What is the available solution people adopt now? (If there are none, please explain why no one is trying to solve this problem?)**

**四、你們的產品或團隊有何特殊之處，讓你們確信此解決方案會比現有解決方案更好？What is the uniqueness of your product, service, or team that makes you believe your solution is more effective than the available solution?(本題請詳述產品/服務內容與特色，並需透過照片/圖片/概念圖等方式展現原型以上之產品。本題使用視覺化圖表、圖片輔助說明更佳。) (Please elaborate on how unique your products or services are, and how superior they are than others by using, but not limited to, images, charts, or graphs. )**

**五、你們的早期使用者是誰？打算如何接觸他們？Who are your early adopters? What is your plan to reach them?**

**六、請描述你們鎖定的市場狀況，包括市場大小（你有機會能吃下的）、與主要競爭者的優劣比較。Please describe your target market, including market size (The market that you actually have a chance to get.), and competitor analysis.**

**七、你們怎麼獲利？商業模式為何？你的產品/服務能收多少錢？（或許你還沒有明確定價，但請盡可能估算並告訴我們你估算的邏輯） How do you profit? What is your business model? How much do you charge for your product/ service? (If you haven’t priced your product, please tell us your estimation and the logics behind it as much as possible.)**

**八、請描述你們目前已有的營運及驗證成果，包括現有產品開發進度、進行使用者測試或回饋的結果、現有銷售（使用）實績等等。Please describe your current operation and validation results, including product development progress, user testing and feedbacks, sales performance, and so on.**

**九、你希望未來10個月在台大車庫達成甚麼目標？你預期台大車庫如何協助你達成上述目標？若有你希望接觸與使用的業師/資源/服務，請直接告訴我們。Please describe what your goal is and what you want NTU Garage to help you achieve the aforementioned goal during this 10-month program. If you want to access some certain mentors, resources, and services, please tell us.**

**十、你給自己多少時間創業？如果創業失敗你會怎麼做？How much time do you give yourself to start a business? What will you do if your business fails?**

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| **團隊介紹** |

**一、請介紹你們的團隊，包括你們如何組成、為何訂定此題目，以及團隊的目標與願景。Please introduce your team, including how you met one another, why you choose this topic, and your team goals and vision.**

**二、請介紹你們的創辦團隊（co-founders），包括過去的經歷及專長介紹、為何開始創業、各自的投入程度，以及團隊的願景/目標(e.g.自負盈虧、被收購、IPO)。【請標明哪幾位是「共同創辦人」或「核心成員」及這些成員的職稱為何】Please introduce your co-founders, including their experience, skills,why you started a business, how you met one another, why you choose this topic, and your team goals and vision. 【Please let us know who are co-founders or core members and their job title.】**

**三、請詳細介紹團隊的CEO，並說明他適合擔任團隊CEO的原因。Please introduce the CEO in your startup team and explain why she/he is suitable for this position.**

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| **身份證明文件** |

1. **‬團隊共同創辦人或核心成員中至少須有一人為台大在學學生、教職員工或校友，請勾選欲選擇之身分證明文件，並於本區塊貼上掃描或拍照圖檔證明**

**圖檔：**

**□ 臺灣大學在學學生證 / □ 臺灣大學校友證 / □ 臺灣大學畢業證書 / □ 臺灣大學教職員證**

**At least one of the co-founders or core members of the team must be a student, faculty or alumni of National Taiwan University.**

**Please tick the checkbox of the following documents that you want to use as identification and paste it on this section with the scanned documents or photo files.**

**□NTU Student Card/ □NTU Alumni Card/ □NTU Graduation Certificate/ □NTU Staff/Faculty Card**

**（文件底端 It is the end of the file.）**

**【注意 Notice】**

**1. 填寫完成後，請另存為PDF格式，至申請系統上傳檔案。頁數10頁以內，檔案大小不超過15MB。Please upload the file in PDF format and note that total pages should be 10 pages or less. Additionally, the size of the file should be less than 15 MB.**

**2. 檔名格式請一律存為「公司/團隊名稱\_台大車庫孵化器」File name should be “Company Name\_ NTU Garage.” in Chinese.**