**台大創創共創沙盒X企業垂直加速器**

**NTUTEC Sandbox X Corporate Accelerator**

**(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)**

**產品營運計畫與團隊介紹**

**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 ages 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.**

|  |
| --- |
| **產品營運計畫 Operation Plan** |

1. **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?**
2. **針對上述問題，目前大家使用的替代方案是什麼？（或者沒有的話，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?)**

1. **你們的解決方案是什麼？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 your solution? 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，以及為何優於現狀或競爭者。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. )**
2. **你們的使用者是誰？打算如何接觸他們？Who are your target audience? How do you plan to reach them?**
3. **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.**
4. **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.)**

1. **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、POC等等。Please describe your current operation and validation results, including product development progress, user testing and feedbacks, sales performance, POC, and so on.)**
2. **請說明你們的財務狀況，包括每月 burn rate、已完成募資階段、目前股權結構(共同創辦人各自投入多少錢創業)、以及未來募資計畫。 Please describe your financial position, including monthly burn rate, funding round, shareholding structure(How much money did the co-founders invest in starting a business?), future fundraising plan, and so on.**
3. **簡短寫出加入計畫（加速器）後的短期目標(五個月內的事業規劃與里程碑)，以及五個月後的中長程目標。例如，組織擴編、募資、數位行銷……等等。 Please briefly describe your milestones and plans after joining the program, such as organizational expansion, funding, digital marketing and so on.**
4. **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?**

|  |
| --- |
| **團隊介紹** |

1. **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)。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.**
2. **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.  
     
     
   （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「公司名稱\_台大創創共創沙盒X企業垂直加速器」。File name should be “Company Name\_NTUTEC SandboxX Corporate Accelerator.” in Chinese.**