** Technology Services Intake Form**

for new products and processes

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| --- | --- |
| **Date** | **Contact** |
| **Company** | **Phone** |
| **“Home” SBDC** | **Email** |
| **Product** | **Website** |

**PRODUCT / TECHNOLOGY**

1. Briefly describe the technology, new product, invention, or process (attach product literature, drawing, or photos as needed)

2. Describe the problem that it solves and its advantages over competing technologies or products.

3. In what stage of development is your product or technology?

□ Concept □ Virtual or Mockup □ Initial prototype □ Refined prototype □ Fully developed

Comments:

**MARKET**

4. Describe your target customer: be specific and use demographics or other data if possible.

5. What new market drivers are encouraging you to develop this product? List the major market(s) that you are targeting with this product/process (e.g. Robotics, Pharmaceutical-drug discovery)

6. What is the approximate market size and your sales goals, and how have you determined those?

**FINANCIAL**

7. What are the costs estimated to commercialize this product/invention?

**□** $0 – 250,000 **□** $250,001 -$500,000 **□** $500,001 -$1,000,000 **□** > $1,000,000

**□** Unknown or undefined at this time

Comments:

8. What sources of start-up financing have you secured or are considering?

**□** Owner, friend, and family investment

**□** Crowdfunding (i.e. Kickstarter, etc.)

**□** SBIR/STTR

**□** Angel investment

**□** Venture capital

**□** Private investment

**□** Joint venture / industry partnership

**□** Other – please describe

Comments:

**OPERATIONS**

9. Have you determined your legal freedom to operate (investigated patent infringement) and do you have an understanding of relevant legal concerns and industry regulations?

**□** Yes **□** No

Comments:

10. What human resources will be required to achieve your goal: what members/skills are critical for your management team and how many jobs will you create?

11. Have you developed a business plan which describes the value proposition and business model, as well as presents an appropriate financial analysis of this new product/process opportunity?

**□** Yes **□** No

Comments:

**ASSISTANCE NEEDED**

11 . Based on your business goals and current stage of development, briefly describe the services you feel you most need (such as business plan development, financing, market analysis, intellectual property, technology commercialization, etc.).