

ZENAI Program Application

Please be as comprehensive in your answers as you are comfortable with. If you are tempted not to answer a question because of confidentiality concerns, tell us as much as possible that is not confidential (we do not sign NDAs). We will not share your information outside of the ZENAI team unless you want to Raise Capital.

PLEASE NOTE: Sometimes browser times out so for convenience and saving your effort you can submit this document instead of online submission form.

Key Contact

The person completing this form, typically the CEO

First Name*

Last Name*

Email*

Phone number*

Your Team

Founders - Total*

How many founders does your company have? (include executives with over 5% equity)

Founders - Minority

How many founders self identify as being in a ethnic or racial minority in their home country? Which ethnic minority?

Founders - Brief Information*

Please list each founder name, position, email, and a brief (1-line) background.

Team members - Total*

How many team members including founders and all full time staff does your company have?

Team members - Engineers*

How many engineers including developers and other technical members does your company have?

Company - Brief Background*

How do the founders know each other, have they collaborated before, and why did they start this company?

Your Company

Company Name*

Company Website*

Main company web presence (URL)

Company Headquarters*

If the team is fully remote, where is the CEO based?

Company Address*

Where the headquarters is located

Company Incorporated*

Enter 'N/A' if the company is not incorporated.

When did you start this company?*

Month and Year (eg October 2020)

Company 'About'

Brief (1-line) description of what your company does

Product

Product*

What product are you building and what pain/problem is it solving?

Product - Usage*

How do customers use the product?

- Web
- Mobile
- Hardware
- VR

Product - Milestone*

What is the recent product milestone? (Idea; Prototype; Alpha; Public Beta; Customer Growth limited revenue vs scale)

Go To Market

Revenue Model*

What is the main way of generating revenue? (Purchases (1 time); Subscription (SaaS); Marketplace (% fee); Advertising; Licensing; Franchising; Other

User Acquisition*

What is the main customer acquisition channel?

Traction

What key customer metrics has your product/service achieved such as adoption, usage, transactions, churn, etc?

Market

Market - Macro*

What market segment is being served including size (with a bottom-up calculation) and expected growth?

Market - Geographies*

What markets are currently being served and what are your upcoming geographic expansion plans (including timeline)?

Market - Customer

What is the ideal customer profile and what are the main competitors that also target this customer

Industry Sector*

Customer Type*

What is your main type of customer? (Businesses small vs medium; Enterprises; Gov't; other)

Competitive Advantage*

What differentiates your products/services from competitors? What is the moat? Novel or protected technology?

Financial

Funding - Total*

How much total external funding has the company raised to date? (in \$USD)

Funding - Actively*

How much are you targeting to raise in the next 6-12 months? (in \$USD). Enter '0' if the company is not actively fundraising.

Revenue - Past 3 months*

How much total revenue has your company generated in the past 3 months? (in \$USD)

Runway - Months*

How many months runway does your company have (assuming flat revenue)? Enter '99' if the company is breakeven.

What is the equity breakdown of your company?*

Include the percentage of equity each founder, employee, and investor holds.

Presentation*

Please upload your most recent fundraising presentation - PITCHDECK link

Source / University:

ZENAI: from time to time, we would like to contact you; by submitting the form you consent to us contacting you and agree to our privacy policy and terms of service.

PLEASE e-mail Kirill Gorbounov at KirillYSC@gmail.com or call +1 5712760986

PLEASE review Linkedin: <https://www.linkedin.com/in/kirillgorbounov/>

THANK YOU for your interest and we look forward to helping YOU succeed!!! :))