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| The Energy Entrepreneurs Fund |
| Phase 7 Application Form |
| 6 |
| July 2018 |

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| The Energy Entrepreneurs Fund |
| Phase 7 Application Form |
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| Important: please fill in this form using the Energy Entrepreneurs Fund Phase 7 Guidance Notes (July 2018). |
| Proposal Details |

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| Summary Information |
| Name of Business |       |
| Project Title |       |
| Estimated Start Date |       |
| Project Duration |    mths |
| Total Project Costs | £ 0.00 |
| Company contribution  | £ 0.00  |
| BEIS Grant applied for | £ 0.00 |
| Grant funding requested as percentage of total funding. |      % |
| TRL at start of project | Click to enter |
| TRL at end of project | Click to enter |

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| Contact Details |
| Title | Choose an item. | Name |       |
| Position |            |
| Email |       |
| Telephone |       | Mobile |       |
| Organisation name |       |
| Address |       |
|   |       |
| . |       |
| . |       |
| Town/City |       |
| Postcode |       |
| Business Type | Choose an item. |

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| Business Details  |
| Number of employees (including directors) |       |
| Business Registration Number |       |
| Turnover (in most recent annual accounts) | £ 0.00 | as at |       |
| **Balance Sheet Total** (total assets net of depreciation) | £ 0.00 | as at |       |
| Business maturity | Choose an item. |
| Does the business have a parent company?(If yes, please provide details in Parent Company section below). | Choose an item. |
| Is the business able to recover VAT? | Choose an item. |
| How has the business been funded? (Choose all that apply) |
| [ ]  | No Funding |[ ]  Founders (including bank loans) |[ ]  Friends and Family |[ ]  Financial Support from Public sector\* e.g. grants |
|[ ]  Angel Investment |[ ]  Venture Capital |[ ]  Private Equity |[ ]  Stock Market Floatation |

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| Which State Aid article are you applying under? a) Article 22 Small Innovative Start Up b) Article 25 Industrial Researchc) Article 25 Experimental Research | Choose an article |
| If you selected a) Article 22, you must have spent more than 10% of operating expenses on R&D in one of the last 3 years. Please provide details below. |

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| Year |       | R&D Spend |  £ 0.00 | Operating Expenses |  0.00 |

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| **If you are applying under Article 25, is this a Collaborative Application?** **\*If yes, then please complete separate Partner Details Form for each partner and provide a Heads of Terms for the collaboration agreement.** | Choose an item. |
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| Parent Company Details (if applicable) |
| Organisation name |       |
| Address |            |
|  |  |
| Postcode |       |
| Number of employees (including directors) | 0 |
| Turnover (in most recent annual accounts) | £ 0.00  | as at |       |
| **Balance Sheet Total** (total assets net of depreciation) | £ 0.00 | as at |       |
| Business Registration Number |       |
| Company maturity | Choose an item. |

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| Project Description and Company Status (this should be a brief introductory description of the company and specific project to set the scene for the assessors) |
| *(max 3,000 characters)*      |

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| Business Proposition: Market and Competitive Landscape |
| **What are the business opportunities/market problems that this innovation and project address?** * Describe the first addressable market for your innovation, including the size of this market. Describe the specific market sub-sectors that will be the initial target markets for your innovation in the first three years of commercialisation.
* Describe the problem that your innovation overcomes for this target market(s) and the customer value proposition.
* Describe the competing solutions/technologies to your innovation.
* Describe the Unique Selling Point of your innovation that enables you to differentiate it from the competition. Describe what independent justification/market research you have to substantiate all the above information.
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| *(max 3000 characters)*      |

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| Business Proposition: Business Model and Route to MarketHow will the outcomes of the project be commercially exploited?* Describe the business model that your company will use to generate value from the innovation (i.e. how will you generate revenue?).
* Describe the likely route to market for your innovation.
* Describe and quantify the potential sales pipeline for your business based on the target markets described in Question 1.
 |
| *(max 3,000 characters)*      |

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| 1. Innovation, development of technology and performance

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| Current Technology Readiness Level | Click to enter |
| **What is the current status of your technology and what has been completed or proven to date?** * Describe how your technology is innovative compared to existing/competing solutions. If appropriate please include a photograph and/or schematic as a separate attachment.
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*(max 3,000 characters)*

**4. Cost and Performance pathway**

Complete the Table below to describe the cost and performance of your technology. Quantify the expected improvements in the cost and performance as a result of undertaking this project.

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| Select the area of benefit which best fits your technology:1. Cost of Energy reduction
2. Cost of Process reduction
3. Greenhouse gas reduction
4. Energy Efficiency
5. Conversion efficiency
6. Other\*
 | Choose an item. |
| \*If you have selected f) ‘Other’ above – please provide an explanation |       |
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| **Cost/performance pathway**  | **At current time** | **Expected at end of project**  | **Expected within 5 years from now**  | Notes - please provide a brief justification for all expected substantial improvements in performance and state all assumptions |
| Specify the unit size **of the innovation** which is being measured in each column (include relevant information on power/energy/other capacity): |       |       |       |       |
| **Estimated Performance of the innovation per unit** (where possible this should be measured in a standard industry performance metric) |       |       |       |       |
| **Estimated Cost per unit** |       |       |       |       |
| **Estimated Price per unit** |       |       |       |       |
| **Anticipated sales volumes of units** |  |       [if applicable] |       |       |
| **Estimated Gross Profit Margin (%) per unit** |  |       [if applicable] |       |       |
| Provide supporting information to the figures you have provided in the table above. This could cover:* Current cost and performance of your technology
* Expected cost and performance of your technology at the end of the project
* Target costs and performance for your technology at scale
* A comparison of your technology costs and performance (now, at end of project and future targets) versus incumbent technologies in the market
* Describe the assumptions made to support your sales and gross profit margin figures including how your gross margin is sufficient to cover overheads.
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| *(max 3,000 characters)*      |
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| Describe any **infrastructure**  your innovation may require, including information on how these may changes over time or with scale e.g.* Geographical location
* Site co-location
* System integration, inputs or conditions
 | *(Max 1,200 characters)*      |
| Describe any **environmental impacts** directly or indirectly resulting from your innovation. Include how these may vary over time.e.g. * Emissions
* Noise or vibration
* Visual intrusion
 | *(Max 1,200 characters)*      |
| Describe any **regulatory requirements** critical to the success of commercialising innovation, including how these may vary over time e.g.* Planning consents
* Environmental permitting
* Other industry specific requirements
 | *(Max 1,200 characters)*           |

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| 5. Impact on Climate Change Targets and/or Security of Supply |
| **How will the innovation impact on carbon targets and/or security of supply and over what timescale?*** For a single unit of your product or service, estimate the tonnes of carbon saved and compare this against the estimated unit costs (given in Section 4) to give a price/tonne of carbon saved (state all assumptions).
* Please state the carbon/greenhouse gas emissions savings that your product/service could enable once it is established in the marketplace. Please state the market penetration, sales volume and timeframe assumptions you have used.
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| *(max 3,000 characters)*       |

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| 6. Project Plans Describe the Scope of Work, key work packages and milestones for the project |
| * Describe the technical approach which is being taken to develop and demonstrate the technology.
* Include an explanation as to why this is the most suitable technical approach.
* List other individuals/organisations that you plan to contract/work with as part of delivering this project.
* Describe how the components you are proposing to develop are different from those already commercially available.
* Describe where the innovation will be at the end of the project and state what TRL you expect to have reached.
* Please submit a detailed Gantt chart, or equivalent project plan, with your application in order to complete this section.
 |
| *(max 6,000 characters)*       |

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| 7. Project success factors, risks and management Describe the project success factors, risks and risk management strategy. |
| * Describe the top three critical success factors for this project.
* Describe how these success factors will be measured.
* Describe the top three challenges to delivering this project.
* Please provide a risk register covering: key commercial, regulatory, operational, environmental risks including how these will be monitored and managed
* Summarise the key risks associated with the project and how these will be monitored and managed.
 |
| *(max 3,000 characters)*       |

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| **Risk** | **Likelihood****L/M/H** | **Impact****L/M/H** | **Mitigation** | **Mitigated risk assessment****Red/Amber/Green** |
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| 8. Project Funding You must also complete the Entrepreneurs Fund Finance Form |
| **Project Finance Summary –** This summary information should match that calculated on the Finance Form |
| Total company contribution | £       |
| Source of company contribution |       |
| Amount of BEIS grant applied for | £       |
| Other public sector funding applied for |        |
| Total project value | £       |
| Grant funding requested as percentage of total funding |      % |
| Project Start Date | Click here to enter a date |
| Project End Date | Click here to enter a date |

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| Provide a summary of the main areas of spend within the project.  |
| *(max 3,000 characters)* |

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| 9. Please provide a summary of your funding and spending history on the innovation to date. * Provide the total invested in the innovation to date, itemized by category e.g.: Grant funding, own cash invested, external funding received/invested, non-cash investment i.e. personnel resource etc.
* Provide a high level breakdown of how funds have been spent to date.
* Describe the other sources that you have approached to raise funds for this project. Name the other organisations and companies that you have contacted.
* Please list all grant funding received to date and currently being applied for include funding body, project/activity funded, amount, date.
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| *(max 3,000 characters)*      |

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| 10. Experience and Skills |
| **Please summarise the company's relevant experience in delivering projects and evidence relevant experience of the key personnel involved in the project.** Please demonstrate that you have all the necessary industry and supply chain relationships in place to deliver this project.  |
| *(max 3,000 characters)*       |

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| Public Description of the Project (this should be a brief non-confidential description of the project that BEIS may use)  |
| *(max 3000 characters)*      |

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| Please insert any further information in the appendices immediately following this page or alternatively provide as attachments to the email submission. All additional information should be appropriately referenced within the application form text so that assessors can readily refer to it. If information is not appropriately referenced it will not be considered during the assessment process. |
| **Signature of Lead Consortium Member** |
| **Please ensure a suitable representative from the company, or lead organisation for a collaboration, checks and signs this application before returning it to BEIS.** |

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| **Name of organisation** |  |
| **Signature** |  |
| **Name of Signatory** **(please print)**  |  |
| **Position in organisation** |  |
| **Date** |  |

**Please refer to the Phase 7 Energy Entrepreneurs Fund Guidance Notes for where to upload your completed application form**.

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