

## **CENSIS IoT Cyber Challenge:**

## **Accelerator Application Form**

For full details about the CENSIS IoT Cyber Challenge Accelerator, please refer to the CENSIS website – <https://censis.org.uk/2020/04/20/censis-iot-cyber-challenge-accelerator-2020/>

The IoT Cyber Challenge Programme is supported by [Scottish Enterprise](http://www.scottish-enterprise.com) and the Scottish Government.

### Company Details

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| **Company Name** |  | | |
| **Trading Address** |  | | |
| **Postcode** |  | | |
| **Contact Name** |  | **Email** |  |
| **Phone** |  | **Mobile** |  |
| **Company Number** |  | **Annual Turnover (£)** |  |
| **Website URL** |  | **Twitter** |  |
| **Nature of Business** |  | | |
| **Type of company** | Sole trader / partnership / limited / not-for-profit / PLC | | |
| **No of employees** |  | **Trading time to date** |  |

### Application Questions

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| **Q1. We are looking for companies with an IoT Cyber Security or Resilience product or service who wish to accelerate this into the market. Please tick which description belongs to you:** | |
| Individual with strong idea and concept |  |
| Early stage company with innovative plans |  |
| Mature company who is changing technology approach |  |
| Other (please provide details below) |  |
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| **Q2. Please indicate which of the descriptions below best reflects the stage your idea is currently at:** | |
| Initial idea |  |
| Market research and business planning complete, preparing to start trading |  |
| Already trading with this idea |  |
| Already trading with other companies/products/services and planning to diversify from this or enhance current business with this new idea. |  |
| Other (please provide details below) |  |
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| **Q3. Please tell us about the business idea that you would like to develop (maximum 500 words).** *You should describe your vision including why the market needs this and what success will look like. Any evidence of a significant market should also be provided in this section.* |
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| **Q4. What is the competitive landscape? (maximum 500 words).** *You should describe who the competitors are in the market and how your business idea differentiates itself from them.* |
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| **Q5. How do you propose to achieve your business objectives? (maximum 500 words)?** *Please address what goals and objectives you have in mind to achieve this and over what period of time.* |
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| **Q6. What is the wider impact of your product or service? (maximum 500 words)?** *Please describe any societal, environmental and economic impact.* |
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| **Q7. Please indicate the expected outcomes within three years of completion of the accelerator:** | |
| Number of new products |  |
| Number of new services |  |
| Increase in sales (£) |  |
| Increase in turnover (£) |  |
| Planned additional investment (£) |  |
| Number of jobs created |  |
| Number of jobs safeguarded |  |
| Number of new collaborations |  |
| Other (please provide details below, e.g. new processes) |  |
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| **Q8. What support do you need from us to help you deliver this IoT Cyber Security or Resilience solution?** *Please tell us as many as apply but also show us the priority.* | | |
|  | Support Required | Priority  (where 1 is HIGH priority and 10 is LOW priority) |
| Technical Experience: Hardware |  |  |
| Technical Experience: Software development |  |  |
| Technical Experience: Connectivity (eg Cloud systems, LPWAN, Wi-Fi, Bluetooth) |  |  |
| Business Development Support |  |  |
| Marketing advice |  |  |
| Cyber Security advice |  |  |
| Finance and Investment advice |  |  |
| IP advice |  |  |
| Contracts & Legal advice |  |  |
| Other (please provide details below) |  |  |

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| **Q9. Have you already taken out any protection on the Intellectual Property for this business idea?** | | | |
| Yes |  | No |  |
| *If yes, please give details below.* | | | |
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| **Q10. Please provide a title and 100-word description of your proposal in a way that will be comprehensible to the general public.** *This will be made available on CENSIS’s website when the accelerator support begins. Do not include any commercially confidential information.* |
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| **Q11. Are you receiving support and advice from other agencies; e.g. Innovate UK, Scottish Enterprise, Business Gateway etc?** | | | |
| Yes |  | No |  |
| *If yes please give details below.* | | | |
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| **Q12. How did you hear about the CENSIS IoT Cyber Programme?** |
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Under EC regulation No 1407/2013 ([**De Minimis aid**](http://www.gov.scot/Topics/Government/State-Aid/if-its-aid/deminimis) regulation), the provision of this support constitutes de minimis aid. There is a ceiling of €200,000 for all de minimis aid provided to any one firm over a 3-year period. Any de minimis aid awarded is relevant if the applicant wishes to apply, or has applied, for any other de minimis aid. The applicant acknowledges their awareness of and adherence to the De Minimis Aid Regulation

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| Signature: |  |
| Name: |  |
| Date: |  |

By submitting this application form you are certifying that the information you have provided is true to the best of your knowledge and that you have read the Terms and Conditions which you can view at <https://censis.org.uk/2020/04/20/censis-iot-cyber-challenge-accelerator-2020/>.

**Applications can be summited for review at any time up until the closing date, which is Friday 27th May 2020. Please return this form to** [**sian.williams@censis.org.uk**](mailto:sian.williams@censis.org.uk)