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| SPE | **SPE GCS Innovate! Committee**  **O&G Shark Tank Application** |  |

SPE GCS O&G Shark Tank will be held on March 22nd, 1:00-4:30 p.m. as part of the SPE GCS Innovate! Committee Innovation & Entrepreneurship Symposium.

Event Format:

* Startups must be seeking seed or series A financing round
* Startups will have 5 minutes to present your company and your funding ask
* Shark will have 10 minutes to ask questions and decide if they are in or out
* “I’m in” means that investor is interested in investing in your startup and will have another meeting with you to discuss further terms and possibly move forward with due diligence
* “I’m out” means that shark has decided to pass on your startup and will provide an explanation for the decision
* If selected, we will provide a PowerPoint template that you can use for your pitch. You should only share what you are comfortable with sharing publicly. Sharing the amount you are raising is required to participate in the event

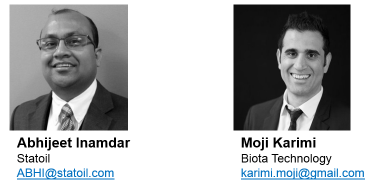
Important dates:

* Deadline for application submission is 15th February 2018
* IES committee will contact the selected companies by 28th February 2018
* Selected companies must submit their final pitch deck to IES by 10th March 2018

Important notes about the application:

* The applications for the selected companies will be shared with sharks
* Please only share non-confidential information
* Be concise, ideal application won’t be more than 2-3 pages
* Avoid all buzzwords

For any questions regarding the application process please contact:



General information

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| --- | --- | --- | --- |
| Company name |  | Application date |  |
| Company address |  | Email |  |
| Name, title |  | Phone no. |  |

## Your product

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|  | 1. Describe the company history and accomplishments to date 2. Product / Service description – What problem are you solving 3. Who are your key partners, interfaces and/or suppliers if any 4. Patents / Protection |

## Your market

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| --- | --- |
|  | 1. Describe and motivate the market size for your product/service 2. Go-To-Market Plan – How will you take your product/service from start to end customer 3. Describe the main perceived risks with your Go-To-Market plan 4. Describe the competitive landscape, your competitive advantage and how you plan to sustain it |

## Your team

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|  | 1. Present your management team, key personnel resources, board of directors/advisors and investors 2. Why are you the best team to succeed with this business |

## Your financials

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| --- | --- |
|  | 1. Provide your financial projections and key metrics 2. Provide your financial history, accomplishments to date and timeline 3. Describe your funding requirement and use of funds |

Kindly fill out and send completed application form to [Abhijeet Inamdar](mailto:ABHI@statoil.com?subject=IES%20Shark%20Tank%20Inquiry) and [Moji Karimi](mailto:karimi.moji@gmail.com?subject=IES%20Shark%20Tank%20Inquiry)