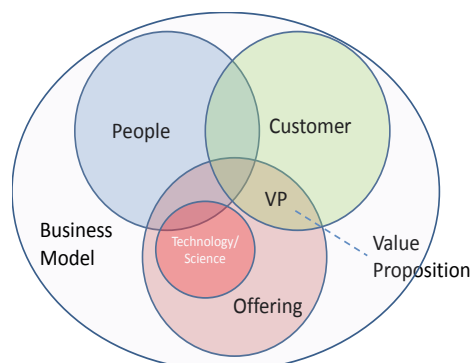




## Business Plan Submission Form

These are the parameters to change when creating or refining a Venture idea. Think of it when sketching your idea.



Please address each of the questions below as fully as you are able within the space provided.

Name:

--	--	--

Address:

--

City, State, Postal Code:

--

Email Id:

--

Phone No:

--

*Please note:*

- 1. This form is just to provide guide or outline. You may include any additional details relevant to your business idea. You may use additional sheets.***
- 2. Your business idea will be treated confidentially and will not be divulged to any unauthorized third party.***
- 3. Please submit completed form by email to [secretary@beabihar.com](mailto:secretary@beabihar.com)***

### Overview of the Application

Preliminary Application Form - Prepared by Enterprising Zone

Office Address: L-202, 2<sup>ND</sup> Floor, Dumrao Complex, Frazer Road, Patna-800001.

Website: [www.beabihar.com](http://www.beabihar.com)

Contact: +91 9507-229900/11

Email Id: [secretary@beabihar.com](mailto:secretary@beabihar.com)

Page 1



## ***Business Plan Submission Form***

The ***Business Idea Submission*** is an initiative of Bihar Entrepreneurs' Association and Enterprising Zone. We are delighted to offer this opportunity for new businesses/ Startups in Bihar. The initiative is targeted at new business start-ups with an innovative idea that has expert potential and will create sustainable employment in the state of Bihar.

The primary aim of the *Business Idea Submission* is to encourage individuals with an entrepreneurial spirit to consider self-employment as a real option. There are many benefits associated from the participation and here are just some of them:

- Encouragement and motivation to develop a business idea
- Feedback on your business idea from the expert Judging Panel
- Opportunity to win the Prize to a new start-up
- Networking with like-minded people during the participation
- Good publicity for your potential business
- 

### **Selection Process**

The Judging Panel will shortlist TEN applicants every quarter who meet the criteria as set down in the Application Form and Terms of Conditions. These TEN applicants must be available for interview and presentation of their Business Plan/Idea to the Judging Panel.

The selected Business Plans or StartUps will be intensively connected to Enterprising Zone pool of resources for funding and mentoring at the same time.

### **1. Summary**

- a. **Briefly describe your business idea. Who is the customer? What is their need or problem (their “job to be done”)? What is your offering? How will it solve the customer’s problem?**



**2. Who is Your Customer?**

a. **Who is the user? Who will use and benefit from your offering?**

b. **Who is the economic buyer? Who will make the purchase decision? Who will pay you?**

c. **How many buyers are there? How many in the market area you can realistically address?**

**3. What does the Customer Need or Want? What is the Problem to be addressed?**

a. **What does the customer need or want? What is the problem to be addressed?**



- b. **Why is the problem important to the customer? How do you know? How have you validated the need?**

- c. **How is the customer currently addressing this problem? What are his/her alternatives?**

- d. **Why is the problem important to the economic buyer? How do you know? How have you validated the need?**

**4. What is Your Offering? How will you solve the Customer's Problem?**

- a. **What type of offering is envisioned? i.e., commodity, good, service, or experience?**



**b. Name and describe it...**

**c. Sketch it... (attach a sketch of the offering if appropriate)**

**d. Do you have any core, differentiating technology or science? How will you protect your intellectual property?**

**e. Are there any legal or regulatory requirements to be addressed?**

**f. How will the user use your offering? Will any special skills or training be required?**

**g. Why will the customer/economic buyer choose your solution over the alternatives?**

**5. What is your Business Model?**



## *Business Plan Submission Form*

---

a. **What is your revenue model? How will you get paid?**

b. **How will you deliver your product/service? What channels will you use? How will the channel partners be compensated?**

c. **What activities will be required to produce/deliver your product/service to the customer? Which activities will be performed in-house? Which will be outsourced or performed by partners?**

d. **What are the key elements of your cost structure? What costs will be incurred in creating, producing and delivering the product/service to your customer?**

### **6. Who are the People?**



## *Business Plan Submission Form*

---

- a. **Who are the people involved in starting this venture? Who is on your team?**

- b. **What relevant knowledge and experience do they bring to the table (technical skills, domain knowledge and startup experience)?**

- c. **What additional knowledge/skills/experience will you have to add to your team to successfully launch this venture?**

- d. **Who are your key advisors? What roles will they play?**

**7. What will it take to get started?**



## Business Plan Submission Form

- a. What are the key tasks to be accomplished in order to launch this venture?

(Describe each task and indicate total elapsed time in week from start to launch.)

	Task Description	Weeks
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		

- b. What resources (funding) will be required (just a rough estimate)? How will they be used?

	Use of Funds	Amount
1		
2		
3		
4		
5		
6		
7		
8		
9		
<b>TOTAL</b>		





## *Business Plan Submission Form*

---

### **Declaration:**

***By printing my name below, I hereby declare that the business idea submitted by me through this form is my own and that I would be held responsible for any violations of intellectual property rights arising due to this. I also agree to the terms and conditions mentioned with this form.***

**Name:**

**Date:**

### **Terms & Conditions**

The participant should be 18 years of age and above to participate in the business plan submission.

- a) Individual participation is allowed in the submission, although participation in teams is also welcome. However, the maximum number of members allowed per team is Seven (7). Organization/Startups only with maximum two years of experience will be allowed to take part.
- b) Representation of the participation by any other individual is allowed only for the Organizations and Startups during the whole process.
- c) Participants will need to produce valid photo identity at each stage or as requested by the ORGANISERS.
- d) All time lines provided shall be adhered by the participants failing which; their participation may be rejected at the discretion of BEA Finalizers.
- e) There is no restriction on the number of entries that the participant can enter till the end of Registration Phase.

### **Post the last date**

- a) The participant will have to relinquish all other personal entries made by him and will have to choose one entry which he wants to represent.
- b) All entries will be shared with the finalizers and mentors associated with BEA.
- c) Finalizers will decide the final selected 20 submissions for the finale submission where they will show case their business plan.
- d) Top 10 B-plans will be selected for the pitching to our investing partners.