# **XEGATE**

# **PROJECT PRE-QUALIFICATION QUESTIONNAIRE**

# **GENERAL INSTRUCTIONS FOR FILLING THE FORM**

The Questionnaire has to be filled in all the fields in English and submitted to [**info@xegate.eu**](mailto:info@xegate.eu).

If you encounter any technical problem while filling the form, please [contact us.](https://boldbrain.skipsolabs.com/en/contact_us) If you have any other question contact [**info@xegate.eu**](mailto:info@xegate.eu).

Please indicate only one invention on this Questionnaire and complete the entire form as much as possible.

Fields marked with “ **\*** ” are mandatory only for Section 1 and Section 2. This is a Pre-Qualification Questionnaire, so only Section 1 and Section 2 are mandatory. In the following step of qualification (Qualification Questionnaire), all the “\*” shall be mandatory fields.

# **SECTION 1 – PROJECT DETAILS**

PROJECT FULL NAME \* (max 100 chars)

ARCADIA

INDUSTRY \*

Please select no more than 2 choices:

|  |  |  |  |
| --- | --- | --- | --- |
|  | Agritech / Foodtech |  | Fintech / Insurance Tech |
|  | Bio / Pharma (drugs) |  | ICT / Software & Data Engineering |
|  | Consulting & Services |  | Life Science (IT, Diagnostics, Data) |
|  | Consumer Products & Services |  | Medtech (devices) |
|  | Design / Art / Architecture/Gaming |  | Micro & Nanotech/Material Science |
|  | Electronic & Mechanical Engineering |  | Social Entrepreneurship/Education |
|  | Energy / Cleantech |  | Sport / Leisure / Tourism / Lifestyle |
|  |  |  | Other |

KEYWORDS \*

Please describe your project with no more than 5 keywords (max 100 chars)

desertification fossile landslide stop\_the\_dunes

YOUR ELEVATOR PITCH \* (max 350 chars)

Arcadia is a product capable of fossilizing the sands and grounds, exploiting a natural methodology: where nature requires millions of years to fossilize, with Arcadia we can do it in days, naturally, controlling the degree of hardness.

Stop deserts, stop landslides: activities fully pursued by the United Nations and worth billions USD per year.

DESCRIBE WHY YOUR PROJECT IS INNOVATIVE COMPARED TO THE STATE OF THE ART TECHNOLOGY AND/OR COMPARED TO THE MARKET \* (max 250 chars)

Right now in the market there is no such a product.

Arcadia will become a benchmark.

The world is facing a big challenge. We have a great solution with partners of excellence.

TECHNOLOGY DESCRIPTION \*

Describe how the solution works and, if relevant, the technologies (max 250 chars)

Arcadia is a method to feed the indigenous bacteria already present in a certain area, and make them producing CaCO3, which fossilizes the ground and makes it harder (we can reach now up to cement hardness). Arcadia exploits the MICP mechanism.

AT WHICH STAGE IS YOUR PROJECT? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Concept |  | Beta |
|  | Prototype |  | On the market |
|  | MVP (Minimum Viable Product) |  | Unable to define it |

ARE YOU INCORPORATED AS A COMPANY? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

IF YOU ARE AN INCORPORATED COMPANY:

COMPANY NAME \* Xegate

DATE OF INCORPORATION (TRADE REGISTER) \* 20/01/2015

COMPANY ADDRESS \* Via Vela 8

POSTCODE \* 6600

CITY \* Locarno

COUNTRY \* Switzerland

# **SECTION2 – VALUE PROPOSITION**

**PROBLEM / SOLUTION**

WHAT IS THE PROBLEM YOU ARE SOLVING? \* (max 250 chars)

Desertification every year accounts for more than 50B USD in damages; landslides only in Switzerland cost several million CHF every year.

HOW DO YOU SOLVE THE PROBLEM? WHAT’S YOUR SOLUTION (WHAT’S YOUR PRODUCT / SERVICE)? \* (max 250 chars)

Arcadia uses the MICP mechanism to harden the soil. This allows us to stop the deserts, prevent landslides with natural 'roots', build natural sand resorts, build natural roads and cycle paths, build natural cement and bricks ...

WHAT ARE THE BENEFITS THAT CUSTOMERS HAVE BY ADOPTING YOUR SOLUTION? \* (max 250 chars)

They can have a product that hardens the soil in a natural way, having a number of benefits and potential new applications.

WHAT'S YOUR USP (UNIQUE SELLING PROPOSITION)? WHAT’S DIFFERENT FROM YOUR COMPETITORS? \* (max 250 chars)

Our main competitive advantage is innovation: there is currently no other product like this in circulation (Arcadia patent request submitted).

DID YOU TEST / VALIDATE YOUR IDEA ON THE MARKET? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

**CUSTOMERS**

WHO ARE YOUR CUSTOMERS? \* (max 250 chars)

Mainly our clients are governments and government and associations. We are negotiating with companies in China (Gobi Desert), Algeria (Great Wall), and Morocco.

The product is absolutely interesting also for Europe and Canada (landslides).

WHERE IS YOUR MARKET (GEOGRAPHICALLY)? \* (max 250 chars)

Worldwide in:

- Any desert area

- Any landslide area

- Any place where there is no possibility to produce cement (for 100% natural houses and bricks made out of the local ground)

Possibility to exploit the product for space applications (Moon, M

HOW DO YOU REACH YOUR CUSTOMERS (GO-TO-MARKET STRATEGY)? \* (max 250 chars)

Our goal is to establish a modern office and lab and an Architectural Park with Arcadia-hardened sand to be used as an international showroom to invite international delegations, international newpapers (i.e. Nature), TV's (i.e. National Geographic).

**COMPETITORS**

WHO ARE YOUR COMPETITORS? \* (max 250 chars)

At the present time we are aware of a few any direct competitor.

Indirect competitors can be 'XXX' and 'YYY', here their websites: xxxxx.com yyyy.biz.

WHO ARE YOUR SUBSTITUTES? \* (max 250 chars)

Substitutes can be:

- Desertification: trees seeding

- Landslides: artificial methods

- Cement & Bricks production: traidional methods

**CHANNELS**

WHAT ARE YOUR DISTRIBUTION CHANNELS? \*

Select from the options below

|  |  |  |  |
| --- | --- | --- | --- |
|  | Sales force |  | Own stores |
|  | Web sales |  | Partner stores |

**OPTIONAL SECTIONS**

**SECTIONS 3, 4, 5 ARE OPTIONAL FOR THIS PRE-QUALIFICATION QUESTIONNAIRE**

**YOU CAN CHOSE TO DISCLOSE THE INFORMATION ON SECTION 3, 4, 5 OR YOU CAN LEAVE THEM BLANK**

**NOTE THAT, IN THE FOLLOWING STREP OF QUALIFICATION (QUALIFICATION QUESTIONNARIE) ALL THE FIELDS INFDICATED WITH “\*” SHALL BE MANDATORY**

# **Section 3 – Resources & Financials**

**RESOURCES**

WHICH INFRASTRUCTURE DO YOU NEED? (EG FACTORY, OFFICES, ETC.)? \* (max 250 chars)

Office: 300 m2

Laboratory: 100 m2

Showroom: 400 m2

DO YOU HAVE AN INTELLECTUAL PROPERTY (IP) STRATEGY? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

IF YES, PLEASE DESCRIBE \* (max 250 chars)

Italian Patent request (with option for all any other Country worldide) has been submitted on July 8th, 2020.

HOW DO YOU DEFEND YOUR KNOWLEDGE AND KNOW-HOW? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Patent (technical solutions) |  | Copyright (artistic or literal work) |
|  | Design (industrial design rights) |  | Other |
|  | Trademark (brand name and images) |  | To be defined |

IF YOU HAVE PENDING/GRANTED PATENTS, TRADEMARKS, OR OTHER FORMS OF INTELLECTUAL PROPERTY, PLEASE LIST THEM BELOW (max 250 chars)

Arcadia Patent:

Request Number: XXXXXXXXXXXXXXXXXXXX

Patent Number: XXXXXXXXXXXXXXXXXXXX

Issued on: 8th July, 2020

DO YOU NEED CERTIFICATIONS TO BRING YOUR SOLUTION TO THE MARKET? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

IF YES, WHAT TYPE? \* (max 250 chars)

ISO 9001, ISO 14001

DID YOU ALREADY ESTABLISH PARTNERSHIPS? \*

(If you are not under an NDA)

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

**FINANCIAL**

DESCRIBE YOUR BUSINESS MODEL (HOW DO YOU MAKE MONEY)? \* (max 250 chars)

Sales will be made through EPC Contractor engineering and architecture projects.

HAVE YOU DEFINED A PRICE FOR YOUR PRODUCTS / SERVICES? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

HAVE YOU CALCULATED / DEFINED THE COST STRUCTURE? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

FINANCIAL FORECAST \*

Describe your financial forecast for the next 3 years:

|  |  |  |  |
| --- | --- | --- | --- |
|  | YEAR 1 SALES \*  (in 1’000 EUR) | YEAR 2 SALES \*  (in 1’000 EUR) | YEAR 3 SALES \*  (in 1’000 EUR) |
|  | 1000 | 3500 | 13000 |
|  |  |  |  |
|  | YEAR 1 COSTS \*  (in 1’000 EUR) | YEAR 2 COSTS \*  (in 1’000 EUR) | YEAR 3 COSTS \*  (in 1’000 EUR) |
|  | 4500 | 3000 | 8000 |
|  |  |  |  |
|  | YEAR 1 NET PROFITS \*  (in 1’000 EUR) | YEAR 2 NET PROFITS \*  (in 1’000 EUR) | YEAR 3 NET PROFITS \*  (in 1’000 EUR) |
|  | -3500 | 500 | 5000 |
|  |  |  |  |
|  | YEAR 1 CAPITAL NEED \*  (in 1’000 EUR) | YEAR 2 CAPITAL NEED \*  (in 1’000 EUR) | YEAR 3 CAPITAL NEED \*  (in 1’000 EUR) |
|  | 5000 | 0 | 0 |
|  |  |  |  |
|  | YEAR 1 NR. OF FULL-TIME EMPLOYEES \*  (in 1’000 EUR) | YEAR 2 NR. OF FULL-TIME EMPLOYEES \*  (in 1’000 EUR) | YEAR 3 NR. OF FULL-TIME EMPLOYEES \*  (in 1’000 EUR) |
|  | 15 | 20 | 25 |
|  |  |  |  |
|  | YEAR 1 NR. OF CUSTOMERS \*  (in 1’000 EUR) | YEAR 2 NR. OF CUSTOMERS \*  (in 1’000 EUR) | YEAR 3 NR. OF CUSTOMERS \*  (in 1’000 EUR) |
|  | 2 | 8 | 16 |

# **Section 4 – Team**

HOW MANY PEOPLE ARE IN THE TEAM (TEAM LEADER IS INCLUDED)? \*

SINCE WHEN HAVE YOU BEEN WORKING AS A TEAM? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | Less than 6 months |  | Between 1 and 2 years |
|  | Between 6 months and 1 year |  | More than 2 years |

**TEAM LEADER**

The team leader is the reporting person. Xegate staff will communicate ONLY with the team leader.

TEAM LEADER \*

First Name\* XXX

Last Name\* XXX

Job Title\* CEO

YOUR COMPETENCES \*

Please specify your role in the project. \* (max 250 chars)

Management, Commercial

WHAT IS YOUR LATEST DEGREE AND WHERE WAS IT OBTAINED? \* (max 250 chars)

Master of Science Chemical Engineering

EMAIL \* XXX

(You will be contacted at this address)

PHONE NUMBER \* XXX

STREET ADDRESS \* XXX

NUMBER \* XXX

POSTCODE \* XXX

CITY \* XXX

(Please indicate the city you are resident)

COUNTRY \* XXX

PASSPORT’S NATIONALITY\* XXX

CURRENT OCCUPATION XXX

YOUR ENGAGEMENT IN THE PROJECT APPROXIMATELY (%) \* 75%

**OTHER TEAM MEMBERS**

TEAM MEMBER 1 \*

First Name\* XXX

Last Name\* XXX

Job Title\* Project Director

YOUR COMPETENCES \*

Please specify your role in the project. \* (max 250 chars)

Technical/Scientific, Commercial

WHAT IS YOUR LATEST DEGREE AND WHERE WAS IT OBTAINED? \* (max 250 chars)

Master of Science bBiotehnology

EMAIL \* XXX

PHONE NUMBER \* XXX

STREET ADDRESS \* XXX

NUMBER \* XXX

POSTCODE \* XXX

CITY \* XXX

(Please indicate the city you are resident)

COUNTRY \* XXX

PASSPORT’S NATIONALITY\* XXX

CURRENT OCCUPATION XXX

YOUR ENGAGEMENT IN THE PROJECT APPROXIMATELY (%) \* 75%

TEAM MEMBER 2

First Name\* XXX

Last Name\* XXX

Job Title\* CFO

YOUR COMPETENCES \*

Please specify your role in the project. \* (max 250 chars)

Finance

WHAT IS YOUR LATEST DEGREE AND WHERE WAS IT OBTAINED? \* (max 250 chars)

PhD in Economics

EMAIL \* XXX

PHONE NUMBER \* XXX

STREET ADDRESS \* XXX

NUMBER \* XXX

POSTCODE \* XXX

CITY \* XXX

(Please indicate the city you are resident)

COUNTRY \* XXX

PASSPORT’S NATIONALITY\* XXX

CURRENT OCCUPATION XXX

YOUR ENGAGEMENT IN THE PROJECT APPROXIMATELY (%) \* 50%

TEAM MEMBER 3

First Name\*

Last Name\*

Job Title\*

YOUR COMPETENCES \*

Please specify your role in the project. \* (max 250 chars)

WHAT IS YOUR LATEST DEGREE AND WHERE WAS IT OBTAINED? \* (max 250 chars)

EMAIL \*

PHONE NUMBER \*

STREET ADDRESS \*

NUMBER \*

POSTCODE \*

CITY \*

(Please indicate the city you are resident)

COUNTRY \*

PASSPORT’S NATIONALITY\*

CURRENT OCCUPATION

YOUR ENGAGEMENT IN THE PROJECT APPROXIMATELY (%) \*

TEAM MEMBER 4

First Name\*

Last Name\*

Job Title\*

YOUR COMPETENCES \*

Please specify your role in the project. \* (max 250 chars)

WHAT IS YOUR LATEST DEGREE AND WHERE WAS IT OBTAINED? \* (max 250 chars)

EMAIL \*

PHONE NUMBER \*

STREET ADDRESS \*

NUMBER \*

POSTCODE \*

CITY \*

(Please indicate the city you are resident)

COUNTRY \*

PASSPORT’S NATIONALITY\*

CURRENT OCCUPATION

YOUR ENGAGEMENT IN THE PROJECT APPROXIMATELY (%) \*

# **Section 5 – Other Details**

HOW WAS THE IDEA BORN, WHAT TRIGGERED YOU TO DO THIS PROJECT? \* (max 250 chars)

The idea was born while our Partner, Dr. XXX, was studying how bacteria interact with various types of feeds. When he discovered this reaction, he spent years in the research of a way to help stop the desertification and landslides.

WHY WOULD YOU ATTEND THE PROGRAM? \* (max 250 chars)

I think this program can give us great visibility in Switzerland and worldwide, in order to find financial investors with our same mindset interested in this opportunity, that is good for the world, for people, and it is highly profitable.

HOW DO YOU EXPECT YOUR PROJECT IS GOING TO HAVE AN IMPACT IN THE REGION? \* (max 250 chars)

Switzerland is heavily affected by landslides. We can start a cooperation immediately with the Government to prevent landslides and fix the critical points.

HOW DO YOU SEE YOURSELVES IN 5 YEARS? \* (max 250 chars)

I see ARCADIA as sucessful in the green technologies. We have many projects, inventions and innovations aimed to the benefit of the humankind and the environment.

DO YOU HAVE A WEBSITE? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

WEBSITE ADDRESS \* www.xegate.eu/21\_arcadia

DO YOU HAVE A KEYNOTE / PITCH DECK? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

DID YOU ALREADY RECEIVE FINANCIAL MEANS (FINANCER, SEED MONEY, KICKSTARTER,…) OR ARE YOU EXPECTING THEM? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

HAS YOUR PROJECT ALREADY BEEN REWARDED IN COMPETITIONS? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

DID YOU GET OTHER SUPPORTS SUCH AS COACHING, FACILITIES, CONSULTANCIES, ACCELERATION/INCUBATION PROGRAMS, ETC? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |

ARE YOU CURRENTLY ENROLLED IN AN INCUBATOR / ACCELERATOR? \*

|  |  |  |  |
| --- | --- | --- | --- |
|  | YES |  | NO |