

## IGS CAPITAL™ Application

IGS CAPITAL™ generally seeks investment opportunities with software, product or hardware product companies generating \$2.5 million to \$10 million in annual revenues. We typically invest in such companies that are at or tracking towards profitability, meet a mission-critical need of their customer base, and are in need of capital to plus our support services to accelerate their growth increase these competitive advantage.

**Please try to answer each question in less than 120 words.**

We don't make any formal promise about secrecy, but we don't plan to let anyone outside IGS Capital see these applications, including other companies in our funds.

**Name:**

**Surname:**

**Company name:**

**Web Site:**

**Phone number (preferably cell):**

- Tell us about your company? (You can also attach a presentation and include a business plan with supporting financials)
- What's new about what you're doing?
- What do you understand about your business that other companies in it just don't get?
- What are people forced to do now because what you plan to make doesn't list yet?
- How will you continue to make money and grow?
- Who are your competitors, and who might become competitors? Who do you fear most?
- Which companies would be most likely to buy you?
- If one wanted to buy you three months in, what's the lowest offer you'd take?
- Why would your products be hard for someone else to duplicate?  
Do you have any ideas you consider patentable?
- What might go wrong?
- If you're already incorporated, when were you? Who are the shareholders and what percent does each own? If you've had funding, how much, at what valuation(s)?
- Are any of the founders covered by non-competes or intellectual property agreements that overlap with your project? Will any be working as employees or consultants for anyone else?
- Was any of your code written by someone who is not one of your founders? If so, how can you safely use it? (Open source is ok of course.)
- How much funding are you looking for and for how much equity?

### **Next steps:**

IGS Capital™ will review everything sent to us and then our opportunity council will make a decision and get back to you. If we pass the opportunity review in the opportunity council then we will move the opportunity into the incubation phase.