

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.