



SHARK TANK APPLICATION PART 1

Note: Only a few applicants will be selected to go into the next round. If you are selected you will be expected to provide additional information, listed in PART 2

- Company Name
- Company URL
- Name of Founder who is filling out this application
- Email address
- Phone
- Business address
- In what year was your company incorporated?
- Describe what your company does in 50 words or less
- What pain point are you solving for your customers?
- Do you have a patent or a patent pending?
- Do you have a working prototype?
- Do you have ongoing pre-clinical trials?
- Do you have ongoing clinical trials?
- How many active users or customers do you have?
- How much revenue did you generate in the last 12 calendar months?
- How much revenue did you generate last month?
- What is the typical sales cycle between initial customer contact and closing of a sale?
- How many co-founders do you have? Please provide name, email and LinkedIn profile for each
- Have you worked together before?
- What unique value do you each bring to the team?
- Why is your team the right team to work on this idea? What makes you so special?
- What have you struggled with? How have you handled it?
- What skills are missing from your team?



- Who are your advisors, if any? (Names and LinkedIn link)
- Are you collaborating with others (Companies? Research institutions? Investigators? Other?). If so, please identify.
- Define your target customer
- What is the most important feature of your product? Why?
- Why is now the right time for your product?
- Would this new product advance the standard of care in a fundamental way?
- How would this device be paid for?
- Who are your competitors in the market, and who might become your competitors?
- What makes you better than your competitors?
- What do you plan to do with the funds?
- Have you been successful in receiving any awards, grants, or other funding for this venture?
- Have you incorporated, or formed a legal entity yet? If so, what kind of entity and in what state?

Please be prepared to submit the following:

- PDF slide deck describing your submission
- Any publications describing your submission
- Any patents or patents pending?