# Allegato 2 - Fac simile della Scheda Impresa/Laboratorio/Centro di Ricerca

1. Name of the organization\*

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2. Organization address\*

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3. Organization phone number\*

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4. Organization website\*

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5. Organization incorporation number (Partita IVA or Codice Fiscale)\*

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6. First and last name of the organization’s legal representative\*

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7. Email address of the organization’s legal representative and of the main contact person for this Program\*

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8. [Attachment] Please attach or paste the link to a valid ID of the organization’s legal representative\*

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9. First and last name of the person who will attend the activities in relation to this Program- if different from the legal representative

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10. [Attachment] Please attach or paste the link to a valid ID of of the person who will attend the activities in relation to this call (if different from the legal representative)

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11 a. Describe the business problem that your organization is solving in the market. For example: *Large enterprises waste more than $500M per year, worldwide, on HR recruitment due to inefficiencies in the business process… we fix that problem...* - Max 1500 characters \*

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11 b. Describe your organization (products, services, market, number of employees, innovation activities...) - Max 1500 characters \*

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12. Previous experiences abroad, in particular in the United States, knowledge of the ecosystem, clarity on the objectives to be achieved through participation in the program - Max 1500 characters \*

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13. Describe the products/technology you could eventually bring into the US market (focusing on the problem you are solving and your solution to the problem) - Max 1500 characters\*

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14. Describe the partnerships/collaborations that you would be interested in the Boston area and in the US - Max 1500 characters\*

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15. Describe if the company has defensible intellectual property, disruptive innovation, and/or a significant competitive advantage - Max 1500 characters\*

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16. Does your company have an innovation plan, open innovation projects or has a team working on an innovation strategy? If so, can you describe all the innovation initiatives within your organization? - Max 1500 characters\*

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17. List the most significative growth metrics of your company for the last 3 years (e.g. revenues, customers, users, employees, relevant partnerships, number of patents…)\*

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18. What are the future milestones of your organization? - Max 1500 characters\*

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19. Additional comments

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