

## Contact Information

\* indicates a required field

### Contact Details

#### Full Name \*

Title	First Name	Last Name
<input type="text"/>	<input type="text"/>	<input type="text"/>

#### Company Name \*

#### Position or Role in the Company/Startup \*

#### Primary Email \*

#### LinkedIn Profile

#### Primary Phone Number \*

#### Company Website \*

#### Primary Business Address \*

Address

  
  
Suburb/Town State/Province Postcode Country

#### ABN \*

The ABN provided will be used to look up the following information. Click Lookup above to check that you have entered the ABN correctly.

Information from the Australian Business Register

# US Export Acceleration Boot Camp - February 2022

## Form Preview

ABN
Entity name
ABN status
Entity type
Goods & Services Tax (GST)
DGR Endorsed
ATO Charity Type <a href="#">More information</a>
ACNC Registration
Tax Concessions
Main business location

Must be an ABN.

## Business Description

\* indicates a required field

### What industry verticals are you targeting in the US? \*

- Financial services
- Education
- Internet of things
- Artificial intelligence
- Content / media
- Marketing
- Medical, health and biology
- Retail
- Logistics
- Social media
- Construction
- Real estate
- Fitness or wellness
- HR / recruitment
- Block chain
- Food and Agriculture
- Mining, Oil, Gas and Energy
- Cyber security
- Travel
- Virtual / augmented reality
- Advanced manufacturing
- Green energy and Renewables
- Sports
- Defence
- Other, please specify

## Vision

**Please describe your product, and the problem it solves. \***

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Word count:  
Must be no more than 200 words.

**Please list your top 3 US competitors, and what your advantage is over each of them. \***

Word count:  
Must be no more than 200 words.  
Provide a short description of your closest competitors.

### Scalability

**Please provide details of your expected Total Addressable Market (TAM) for the US, and how you have calculated it \***

Word count:  
Must be no more than 200 words.

**Please explain your business model. \***

Word count:  
Must be no more than 200 words.

**What are your current strategies for scaling your customer base and what sales channels do you plan to use in the US? \***

Word count:  
Must be no more than 200 words.

### Traction

**What level of funding has your company received from investors? \***

- Pre-seed
- Seed
- Series A
- Series B+
- None

**Please indicate the total amount of funding (in AUD) that your company has raised from private investors. \***

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**If your business has received government funds or grants, please outline the sources and funding amounts. \***

Word count:  
Must be no more than 200 words.

**Is your business revenue-generating? \***

- Yes  
 No

**How much annual recurring revenue (in AUD) does your company make globally? \***

Please give a number.

**How much annual recurring revenue (in AUD) does your company make in the US? \***

Please give a number.

**Please list your top 10 customers in Australia. \***

Word count:  
Must be no more than 200 words.  
Please differentiate between paying customers and pilot customers.

**Please list your top 10 customers in the US (if applicable).**

Word count:  
Must be no more than 200 words.

## Objectives

**What are your objectives for the US in the next 6-12 months? \***

Word count:  
Must be no more than 200 words.

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**What pain points have you experienced in relation to your US go-to-market strategies to date? \***

Word count:

Must be no more than 200 words.

**What do you hope to gain from this bootcamp and what support are you looking for to assist with your expansion to the US market? \***

Word count:

Must be no more than 200 words.

## Additional Information

\* indicates a required field

Tell us about your team. Responses should include:

- who the founders are, their roles and their backgrounds
- team size (founders and full-time employees only)
- prior business experience
- where the team is currently based
- the supporters and mentors you have in place

**Who's in your team? \***

NOTE: Must be no more than 200 words

**Please upload your pitch deck. \***

Attach a file:

A maximum of 1 file may be attached.

## Attendance

If your company is accepted into the program, it is expected to participate in all components of the bootcamp. This includes:

- Pre-course work and assignments (approx. half a day in your own time) - assigned week commencing January 25
- Four half-days of online workshops - between February 2-11
- Short assignments

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- A 1 hour feedback session - between February 15-19
- An end of bootcamp showcase where you will pitch your product to a US audience - on February 23

**Do you agree? \***

Yes

**Will a founder of the business be available for all workshop sessions during this bootcamp? \***

Yes

No

## Terms and Conditions of Use and Privacy

\* indicates a required field

### Terms and Conditions of Use

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You must undertake your own enquiries, and use your own judgement, as to the suitability of the products/services/content as it applies to you, obtaining legal advice where necessary.

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3. You assume all risks associated with use of the website, including: risk of computer, software or data loss or damage caused by any virus which might be transmitted or activated via the website or your access to the website; or risk that the content of this website and linked websites fails to comply with the laws of any country outside Australia.

4. These terms are governed by the law in the force in the Australian Capital Territory and any dispute about these terms or the contents of this website are subject to the exclusive jurisdiction of the courts of the Australian Capital Territory and the courts of appeal from them.

5. You acknowledge that:

a. Your use of this website may be logged for the purpose of security and usage monitoring.

b. It is your responsibility to lodge your application in accordance with these terms and conditions. You must allow sufficient time for the lodgement of your application before

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the deadline, including time that may be required for any problem analysis and resolution prior to the application deadline. Any attempt to lodge an application after the application deadline will not be permitted by Austrade.

c. Austrade will not be liable for any loss, damage, costs or expenses incurred by you or any other person if, for any reason, an application is not received on time, is corrupted or altered or otherwise is not received as sent, cannot be read or decrypted, or has its security or integrity compromised.

d. Application to the Landing Pads US Export Acceleration Bootcamp does not in any way guarantee that you will be accepted into the bootcamp or receive any benefits.

e. Although Austrade has implemented information security measures, Austrade does not warrant that unauthorised access to information and data transmitted via the Internet will not occur.

### **Do you consent to the Terms and Conditions of Use? \***

I consent

NOTE: You must consent to the Terms and Conditions of Use in order to submit this application

## Privacy

Personal information provided to Austrade is protected by the *Privacy Act 1988* (Cth). The personal information you provide as part of your application will be recorded, used and disclosed by Austrade for the purpose of assessing your application and for any other purposes required or authorised by law. Austrade may transfer the information to its other offices, including overseas offices, and the information may, from time to time, be stored overseas through this process. Your information will be collected and stored via third party software and computer servers and your application will be lodged through a third party platform.

If you are applying for a program in which Austrade is partnering with another organisation, your personal information including personal information received by Austrade during and after your time in the program will also be provided to that organisation to assist with verifying your application. Your personal information may be provided to a third party organisation to evaluate the success of the program. If you are successful in your application, in order to maximise your benefits from the program, we may confirm to a third party that you are a program participant so that you are eligible to receive goods or services from that third party at a discounted rate.

If you provide personal information of other people to Austrade (such as names and contact details), you **MUST** ensure that you have informed, and obtained the consent of, those other people to the information being provided to Austrade and Austrade using this information for the purpose of assessing this application.

If the personal information supplied is incomplete or inaccurate, we will be unable to assess your application. If your personal information, such as your contact details, changes, you can advise Austrade of the new information by emailing [landingpads@austrade.gov.au](mailto:landingpads@austrade.gov.au). You can also access, change, or request the removal of the information Austrade holds about you at any time by emailing [landingpads@austrade.gov.au](mailto:landingpads@austrade.gov.au).

For further information on Austrade's Privacy Policy [click here](#). If you have any queries or concerns or to make a complaint please contact the Austrade Privacy Officer at [privacy@austrade.gov.au](mailto:privacy@austrade.gov.au).

### **Do you consent to the use and disclosure of your personal information? \***

I consent

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