Scale AI – Venture Details

(Information to be treated confidentially)

(À compléter en français ou en anglais, au choix de l'entrepreneur)

Overview

Venture name:

Legal number:

HQ Location:

Website:

AngelList Profile:

Crunchbase Profile:

LinkedIn Profile:

Years of operation:

Incorporation date:

Scale AI General Guidelines

- This is not a VC or sales pitch. We are simply trying to assess the fit with Scale AI mission.
- Keep it simple, precise and concise. Eliminate buzzwords. Do not leave place for interpretation. Answers should be short.
- Write in an impersonal tone (no usage of we, us, our).
- Examples are like images, they represent 1,000 words. Illustrate your business cases with examples and applications.
- Try to always position the venture's current state (what we do) vs the future state (where we are going).

Ownership (names of key shareholders and % owned):

Business stage (Select the most (1) appropriate stage representing the venture current situation, per ISED framework):

☐ Idea - Entrepreneur with an idea; a solution in search of a problem

☐ Discovery - Clearly articulated and plausible problem/solution statement and the capacity to test it

☐ Validation - A minimum viable product and evidence that it solves a real problem for an identified market

☐ Efficiency - Initial traction in a receptive enough market to build a business in

☐ Scale - Evidence that a scalable sale and marketing process has been established, accelerating revenue/customer growth

☐ Mature - Stable profit from year to year

Industry (Select the most (2) appropriate industry representing the venture current situation, per ISED framework):

☐ Agriculture

☐ Advanced Materials & Advanced Manufacturing

☐ Clean Technologies

☐ Consumer Retail

☐ Digital Media and Telecommunications

☐ Education

☐ Financial Services

☐ Food & Beverage

☐ Forestry

☐ Life Sciences and Advanced Health

☐ Mining

☐ Oil & Gas

☐ Tourism and Culture (incl. Entertainment and Sports)

☐ Transportation

☐ Other

Other industry (Use this field if none of the options listed in the previous industry list apply to your venture):

Overview (Briefly describe your venture's product, service or solution, explained in simple, non-technical and non-buzz terms. If you do not yet have a product, describe your technology and the use cases you are targeting):

Business model

Technology (Describe the venture's core technology, explained in non-technical terms):

Target Market (Describe the venture's current and targeted clients and markets, including geographies. Be clear, focused and concise):

Value Proposition (Describe how the venture's product, service or solution works. This is best done from the perspective of an actual or potential customer. Explain the value proposition for this customer):

Revenue model (Describe the venture's revenue model and pricing):

Competition (Describe the venture's competitive landscape. Who else is selling to your customer? Why will your customer buy your product or service instead of your competitor's? What is the single most important dimension on which your technology outperforms your competition?):

Vision (Describe the venture's long-term vision? Describe what the venture would like to be in 10 years?):

IP Strategy (Which of the following describes the venture's current IP strategy (select as many as required)):

☐ The venture has filed patents
☐ The venture is keeping its algorithms/core technology as trade secret
☐ A freedom to operate search has been completed and no conflicting IP found
☐ The founders have disclosed the invention to their affiliated academic institution
☐ The founders are in the process of having the IP assigned to the venture
☐ The venture has access to proprietary data
☐ The venture has not yet decided on an appropriate IP strategy

IP (Please add links to any materials (patents, publications, market reports) that demonstrate your technology differentiation and/or technology defensibility):

Prototype (Do you have a working prototype that can be demonstrated [provide a link if applicable]. If not, how long would it take to produce one? Explain what the prototype or product demonstrates):

Supply Chain

Supply Chain focus area (Select the venture's supply chain focus area(s) targeted (or plan to)? Select one or many, and provide use cases/examples for each selection):

☐ Procurement - Category Management
☐ Procurement - Sourcing
☐ Procurement - Contract Management
☐ Procurement - Supplier Performance
☐ Procurement - Schedule & Operations Integration
☐ Supply Chain Planning - Demand Forecasting
☐ Supply Chain Planning - Demand Planning
☐ Supply Chain Planning - Capacity Planning
☐ Supply Chain Planning - Resource Utilization Planning
☐ Supply Chain Planning - Warehousing
☐ Supply Chain Planning - Inventory Planning
☐ Supply Chain Planning - Distribution Planning
☐ Supply Chain Planning - Transportation Planning
☐ Supply Chain Planning - Revenue Management
☐ Supply Chain Planning - Financial Planning
☐ Logistics & Production - Automated Logistics
☐ Logistics & Production - Automated Warehousing
☐ Logistics & Production - Dynamic Network Optimization
☐ Logistics & Production - Scheduling
☐ Logistics & Production - Predictive Disruption Analysis
☐ Logistics & Production - Transportation Management
☐ Logistics & Production - Fleet Management
☐ Logistics & Production - Inventory Replenishment

☐ Sales & After-sales - Pricing
☐ Sales & After-sales - Channel Arbitration
☐ Sales & After-sales - E-Business
☐ Sales & After-sales - Quality Management
☐ Sales & After-sales - Quality Control
☐ Sales & After-sales - Reverse Logistics
☐ Other Supply Chain - Real-time Data Integration
☐ Other Supply Chain - Traceability & Visibility
☐ Other Supply Chain - Operations Management
☐ Other Supply Chain - Audit
☐ Other Supply Chain - Performance Tracking
☐ Other Supply Chain - Risk Management
☐ Other Supply Chain - Product Lifecycle
☐ Other Supply Chain - Material Flow Management
☐ Other Supply Chain - Sustainability
☐ Other Supply Chain - Circular Economy
☐ Adjacent to Supply chain - Autonomous Vehicle
☐ Adjacent to Supply chain - Smart infrastructure
☐ Adjacent to Supply chain - Manufacturing automation
☐ Adjacent to Supply chain - Predictive Maintenance
☐ Adjacent to Supply chain - Manpower Management
☐ Adjacent to Supply chain - Product Personalization
☐ Adjacent to Supply chain - Payment
☐ Adjacent to Supply chain - Customer satisfaction, feedback & relationship management

Supply Chain focus area use case (Provide use cases/examples for each previous selection):

Relation to supply chains (Describe the venture's relation to supply chains, and its potential impacts):

Team and supply chain expertise (Describe the venture's team supply chain competence to accomplish their goals, and list the supply chain expertise of the team members [if not on the founding team, please provide a link to their LinkedIn or similar online profile that demonstrates their qualification and work.] If there is no current supply chain expertise, describe your strategy to acquire supply chain expertise in a future state):

Artificial Intelligence

AI FOCUS AREA

Select the venture's artificial intelligence focus area(s) leveraged (or plan to)? Select one or many, and provide use cases/examples for each selection:

- ☐ Computer Vision
- ☐ Expert System
- ☐ Machine Learning
- ☐ Natural Language Processing
- ☐ Planning Scheduling and Optimization
- ☐ Predictive Analysis

- ☐ Reinforcement Learning
- ☐ Robotics
- ☐ Speech
- ☐ Generative Models
- ☐ Other

AI Focus Area use case (Provide use cases/examples for each previous selection):

AI APPLICATION

Describe the prediction problem you intend to address by using artificial intelligence? What makes Artificial Intelligence technology intrinsic to your solution?

Prediction (What do you need to know to make the decision?):

Action (What are you trying to do?):

Judgment (What do you need to know to make the decision?):

Outcome (What are your metrics for tasks success?):

AI MODEL

Describe the core analytical methods or technologies used (or intend to use), and approach to validation. Please specify if your solution is supervised, unsupervised or semi-supervised.

Input (What data do you need to run the predictive algorithm?):

Training (What data do you need to run train the predictive algorithm?):

Feedback (How can you use the outcomes to improve the algorithm?):

DATA

Describe the venture's data set(s), the kind/type of data, their accessibility, and their source. How they were (or will be) collected?

How much data do you need to train your learning algorithms?

If you currently don't have data, describe the strategy to aquire data in a future state.

TEAM AND AI CAPABILITIES

Describe the venture's team technological competence to accomplish their goals and list the AI capabilities of the team members.

Who on your team leads the development of the venture's AI core technology (if not on the founding team, please provide a link to their LinkedIn, GitHub, Google Scholar, or similar online profile that demonstrates their qualification and work)

If there is no current AI capabilities, describe your strategy to acquire AI capabilities in a future state.

TIMELINE

Describe the AI solution development timeline, including data collection if required:

Support

Affiliation (List your affiliations and experience with current and/or past programs/institutions from incubators, accelerators or other supporting organization):

Advisor (Does your venture have any advisors? If so, please list them and give a brief description of their background. Please provide a link to their LinkedIn):

Capital Access

Credit from financial institutions (($) Financing received from bank loans and similar products in a calendar year**):**

Personal financing used towards the business (($) Includes personal loans, lines of credit, credit cards and personal savings of business owners in a calendar year**):**

Capital from friends or relatives (($) Financing received from friends or relatives of the business owner(s) in a calendar year**):**

Capital from public sources (($) Funding received from public sources (e.g. federal/provincial/municipal loans, grants, subsidies, prizes and non-repayable contributions) in a calendar year**):**

Capital from angel investors (($) Funding received from angel investors (e.g. individuals and groups unrelated to the business that provide financial backing and often advice) in a calendar year**):**

Capital from venture capital providers (($) Financing received from venture capital providers in a calendar year**):**

Capital from crowdsourcing (($) Financing received from crowdsourcing in a calendar year**):**

Business growth

Total annual sales revenue FY19 (($) Total annual sales revenue for FY19 calendar year. Revenue is defined as the total amount of money received by the company for goods or services sold. It also includes licensing revenues and is calculated before any expenses are subtracted. It does not include interest, equity investments, loans, grants or SR&ED**):**

Total annual sales revenue FY20 (($) Total annual sales revenue for FY20 calendar year (including projection). Revenue is defined as the total amount of money received by the company for goods or services sold. It also includes licensing revenues and is calculated before any expenses are subtracted. It does not include interest, equity investments, loans, grants or SR&ED**):**

Annual sales revenue outside Canada FY19 (($) Total annual sales revenue outside of Canada for FY19 (i.e., export revenue). Revenue is defined as the total amount of money received by the company for goods or services sold. It also includes licensing revenues and is calculated before any expenses are subtracted. It does not include interest, equity investments, loans, grants or SR&ED**):**

Annual sales revenue outside Canada FY20 (($) Total annual sales revenue outside of Canada for FY20 (including projection) (i.e., export revenue). Revenue is defined as the total amount of money received by the company for goods or services sold. It also includes licensing revenues and is calculated before any expenses are subtracted. It does not include interest, equity investments, loans, grants or SR&ED**):**

Jobs

Full-time employment in Canada ([number] Full-time employees (≥30 hours per week) in Canada):

Part-time employment in Canada ([number] Part-time employees (<30 hours per week) in Canada):

Number of employees outside of Canada ([number] Full and part time employees outside Canada):

Intellectual Property

Patent applications ([number] Total # of patent applications in the previous calendar year):

Patents granted ([number] Total # of patents granted in the previous calendar year):

Contact

Founder Name 1:

Title 1:

Contact email 1:

LinkedIn Url 1:

Brief profile Bio 1 (Provide a brief summary of founder 1 including relevant experiences, education, degrees, key awards and achievements):

Founder Name 2:

Title 2:

Contact email 2:

LinkedIn Url 2:

Brief profile Bio 2 (Provide a brief summary of founder 1 including relevant experiences, education, degrees, key awards and achievements):

Add more founder if required:

Validation

Eligible per Scale AI: ☐ Yes

☐ No

Comments:

Completion

Program completed by venture: ☐ Yes

☐ No