附件1

2022年渝北区中新信息通信创新发展资金

项目资金申请报告

项 目 名 称：

项 目 领 域：

申报单位（中方）： (盖章)

申报单位（新方）：

项目联系人及手机：

申 报 日 期：

重庆市渝北区大数据应用发展管理局制

2022年3月

中新信息通信创新发展资金项目申请报告

一、基本情况（The basic situation）

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| --- | --- |
| **Date:**  **日期:** |  |
| **Project Title:**  **项目名称:** |  |

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| **Basic Information基本资料** | | |
| **Applicant 1 Singapore Company提案合作伙伴新方 (若新方为股东，直接填写母公司信息)** | | |
| 1 | Name of Company  公司名称 |  |
| 2 | Year of Incorporation  公司注册年份 |  |
| 3 | Country of Incorporation  公司注册国 |  |
| 4 | Location of Incorporation  公司注册地点 |  |
| 5 | Background of Company and Key Business Activities  公司背景和主要业务活动 |  |
| 6 | Existing key customer segments/markets and overseas presence (if any)  现有的主要客户群或市场及海外业务 |  |
| 7 | Significant Milestones that the company has achieved  公司所达到的重大里程碑 |  |
| 8 | Project Role or Contribution  提案角色或贡献 |  |
| 9 | Key Company Shareholders  主要公司股东 |  |
| 10 | Point of Contact (Name and E-mail Address)  联络人 (姓名和电邮) |  |
| **Applicant 2 China Company提案合作伙伴乙方(渝北公司或机构)** | | |
| 11 | Name of Company  公司名称 |  |
| 12 | Year of Incorporation  公司注册年份 |  |
| 13 | Location of Incorporation  公司注册地点 |  |
| 14 | Organization Code  组织机构代码 |  |
| 15 | Background of Company and Key Business Activities  公司背景和主要业务活动 |  |
| 16 | Existing key customer segments/markets and overseas presence (if any)  现有的主要客户群或市场及海外业务 |  |
| 17 | Significant Milestones that the company has achieved  公司所达到的重大里程碑 |  |
| 18 | Project Role or Contribution  提案角色或贡献 |  |
| 19 | Key Company Shareholders  主要公司股东 |  |
| 20 | Project leader and contact information  项目负责人及联系方式 |  |

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| **Declaration 需要申明的事项** | | |
| 21 | Are there cross shareholding between applicants?  申请人之间是否有交叉持股？ |  |
| 22 | Are there common directors between the applicants?  申请人之间是否有共同董事或负责人？ |  |
| If you have more partners, please include the companies’ information in the Annex. 如果您有更多合作伙伴，请附上公司的资料。 | | |

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| **Project Details提案详情** | | | | | | |
| **The following are guided questions to help your application, kindly fill in to the best of your abilities.** | | | | | | |
| **No.**  **序号** | **Requirements**  **要求** | | **Details**  **详情** | | | |
| **Problem Statement问题陈述** | | | | | | |
| 1 | Problem Statement and Pain Points pertaining to the project  项目问题及痛点描述 | |  | | | |
| 2 | Implementation Plans for Addressing Pain Points  解决问题的实施计划 | |  | | | |
| **Project Background提案背景** | | | | | | |
| 3 | Proposed Project Overview  项目概述 | |  | | | |
| 4 | Project Aims, Objectives and Outcomes  项目目标愿景和成果 | |  | | | |
| **Product Innovativeness产品创新** | | | | | | |
| 5 | Description of Product or Technology you are developing  采用的产品和技术描述 | |  | | | |
| 6 | Project Value Proposition, Value Creation or Unique Selling Points  项目（产品）优势、价值和卖点 | |  | | | |
| 7 | How will the Intellectual Property (IP) created by accrued between the parties?  项目知识产权 | |  | | | |
| 8 | Proposed Model and Architecture of Product  产品模型和架构 | |  | | | |
| **Business Strategy商业策略** | | | | | | |
| 9 | What are the similar systems/solutions in the market (if any)? How is your product different or better?  市场上有哪些类似的系统/解决方案？您的产品有何不同或优势？ | |  | | | |
| 10 | What are the barriers to entry (if any) that will make replication of your product/service difficult for your competitors?  有哪些壁垒让竞争对手难以复制您的产品/服务？ | |  | | | |
| 11 | For this product, what is the target market in terms of size, customers, market niche and geographical coverage?  对于该产品，目标市场规模、目标客户、细分市场和地理覆盖范围分别是？ | |  | | | |
| 12 | What are your pricing, promotion, sales and distribution strategies?  产品定价、促销及销售的策略是？ | |  | | | |
| 13 | Have you obtained any indications of interest from relevant reference customers, partners or third party investors for the proposed project?  是否有相关客户、合作伙伴或第三方投资者表示对该项目（产品）感兴趣？ | |  | | | |
| 14 | Is China-Singapore  (Chongqing) dedicated connectivity channel used？How much bandwidth? What is the type of data transferred？  是否使用中新国际数据通道，多少带宽？传输的数据类型？ | |  | | | |
| **Market Assessment市场评估** | | | | | | |
| 15 | What is the target country and/or market segment and reason(s)?  该项目产品的目标国家/细分市场是？以及原因是？ | |  | | | |
| 16 | Key competitors in target country and/or market segment  目标国家/细分市场的主要竞争对手是？ | |  | | | |
| 17 | Competitive Advantage/ Unique Selling Point of product/service in target market  该产品（服务）在目标市场的竞争优势或独特卖点是？ | |  | | | |
| 18 | Past successes/ track record in target market (if any)  是否有目标市场的成功案例或业绩经验？请举例。 | |  | | | |
| 19 | Who are the existing partners/ network in the target market? What are the available opportunities in the market? (if any)  目标市场中现有的合作伙伴/网络是谁？ 市场上有哪些潜在机会？ | |  | | | |
| 20 | Other benefits to be reaped by the company (if any)  公司可获得的其他益处 | |  | | | |
| **Project Implementation Plan提案实施计划** | | | | | | |
| 21 | How will the project be developed?  该项目将如何发展？ | |  | | | |
| 22 | What are the major components?  项目有哪些重要组成部分或重点？ | |  | | | |
| 23 | What are the roles and responsibilities of the different stakeholders?  利益相关者的角色和责任是什么？ | |  | | | |
| **Project Outcomes提案成果** | | | | | | |
| 24 | How will this project help your company build new capabilities and contribute to your growth/ internationalisation plans?  该项目将如何帮助您的公司建立新能力并为您的增长或国际化计划作出贡献？ | |  | | | |
| 25 | List the quantitative outcomes and qualitative outcomes  定性和定量成果 | |  | | | |
| **Project Milestones提案里程碑** | | | | | |  |
| **Phase**  **项目阶段** | | **Key Activity**  **主要任务** | | **Start (mm/yyyy)**  **开始时间（年/月）** | **End (mm/yyyy)**  **结束时间（年/月）** | **Applicant In-Charge**  **项目负责人** |
| 1 | | E.g. Business requirements gathering  如：业务需求收集 | |  |  |  |
| 2 | | E.g. Development of system with XX Functions  如：开发某某系统功能 | |  |  |  |
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| **Estimated Project Cost in Singapore新加坡企业估计提案费用（若有则填）** | | | |
| **S/N** | **Description** | **Quantity** | **Amount (S$)** |
| 1 | E.g. Software Development | 3 man months | S$50K |
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| **Estimated Project Cost in China 渝北企业（机构）预估费用** | | | |
| **S/N** | **Description 费用名称** | **Quantity 数量** | **Amount (RMB) 金额** |
| 1 | 1. g. Software Development   如：软件开发 |  |  |

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| **Revenue Projection 收入预测** | | | | | | | |
|  | **FY0** | **FY1** | **FY2** | **FY3** | **Cumulative Overseas Sales (FY1+FY2+FY3) – (3 x FY0)累计销售额** | **Source of Revenue**  **收入来源地** | **Remarks**  **备注** |
| **Financial Year End**  **财年** | dd/mm/yy  X年X月X日-X年X月X日 | dd/mm/yy  X年X月X日-X年X月X日 | dd/mm/yy  X年X月X日-X年X月X日 | dd/mm/yy  X年X月X日-X年X月X日 |  | Name of City & Country  城市及国家 | Please elaborate on the basis of the projection (i.e. Assumptions to derive the forecast) 请根据预测进行详细说明（即得出预测的假设） |
| **Revenue Projection**  **in SGD/RMB**  **收入预测（新币及人民币）** |  |  |  |  |  |  |  |

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| **资金投入和项目实施情况（渝北企业填写）** | | | |
| **近三年生产经营情况** | 年度 | 年销售收入（万元） | 年利润（万元） |
| 2019年 |  |  |
| 2020年 |  |  |
| 2021年 |  |  |
| **项目投资情况** | 项目总投资（万元） | 项目已完成投资（万元） | 项目已完成进度（%） |
|  |  |  |
| **租用中新通道情况** | **拟合作运营商：电信** 🞎 **联通** 🞎 **移动** 🞎  **拟租用带宽**： | | |
| **申请财政资金（万元）** |  | **财政资金用途** | （说明财政资金具体计划用途，包括软件、硬件、网络、系统集成等采购费用、中新国际数据通道租用费用以及项目研发人力成本等） |
| **项目是否具备成果展示的实际场景** |  | **项目是否获得其他市级财政资金支持** |  |
| **项目实施地点** |  | | |
| **项目实施周期** | 年 月至 年 月 | | |
| 我单位提交的所有材料，均真实、有效、完整，如隐瞒有关情况或提供任何虚假材料，愿承担相应责任。  申报单位（盖章）：  法定代表人签章：  年 月 日 | | | |

二、项目绩效指标（渝北企业填写）

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| 经济  效益  指标 | （提供项目实施当年主营业务收入、净利润、纳税总额和其他认为有必要提供的能够体现项目经济效益的其他经济指标） |
| 社会  效益  指标 | （项目实施后对社会所做的贡献，如推动技术进步、促进产业升级、保护生态环境、培养人才、带动就业、改善物质文化生活等方面所起的作用） |
| 技术  指标 | （项目建成和实现收入所依托的系统的性能指标、容量指标等） |
| 成果  指标 | （如形成的商业模式、新产品、标准等） |
| 其他 | （除上述指标外的可以通过客观佐证材料判定达到与否的其他指标，如行业地位、服务范围等） |

（注：项目提出不少于3个客观可行且量化的绩效指标并作为验收要求之一）

附件：包括营业执照/组织机构代码证、财务报表、许可、资质、荣誉、专利、征信、自有资金、银行贷款承诺等证明材料复印件，需加盖公章。