

ACS Committee on Science Business Plan Competition

The ACS Committee on Science has organized a business plan competition for start-ups or expansion of existing small businesses with high growth potential. The proposed start-up company must be scalable with potential to attract debt or equity financing.

These businesses must be located within the United States of America and owned by a US citizen or a permanent resident in the US.

The competition will take place in two rounds. The first round requires an abridged Business Plan of no more than five pages describing the opportunity by covering the following information:

- Executive Summary
- Business Description: Describe the product, service, or business model, IP protection strategy
- Market Analysis - Market size, market potential, customer profile, and market positioning
- Marketing Plan - Pricing, promotion, and distribution channels, how will the business achieve sales and significant profits
- Financial Analysis: Revenue model, cash flow, income statement, balance sheet
- Management Team - Experience, qualifications of key people
- Must include the projected number of jobs created

If you are interested in participating, please drop an e-mail to Dr. Mukund Chorghade at chorghade@gmail.com or contact by phone at 508-308-3891 by September 15, 2011. The deadline for submitting your abridged Business Plan is December 1, 2011.

Upon evaluation of the abridged Business Plan invited applicants will be selected by a team of judges to submit comprehensive business plans (no more than 25 pages including supplemental materials) and orally present their plans at the spring 2012 ACS meeting in San Diego. The comprehensive business plan must include the following:

- Executive Summary
- Description of the product, service, or business model
- Intellectual property protection strategy
- Market Analysis
- Operational Plan
- Opportunities, risks and contingency plans
- Implementation Plans
- Financial Analysis: Income statement, balance sheet and cash flow
- Supplemental attachments including support data and resumes of the members of the management and technical teams

Angel investors and Venture Capital firms will be present at the presentations to identify viable business opportunity for potential financing. Invited applicants will be mentored and guided to facilitate their success at this meeting.

Entries will be disqualified if:

- They are received after the deadline for submission
- They are incomplete
- The proposal is for a subsidiary for a larger business
- There are possible legal challenges with the business, product, service or concept
- The idea, product, or service cannot be legally protected for growth
- The business idea is not scalable

To help entrepreneurs prepare for this competition a session is devoted to educating entrepreneurs on IP protection, Business Plan development and funding options at the Denver meeting by the Committee on Science.

For additional information you may view the ACS Denver meeting Technical Program or contact Dr. Mukund Chorghade at chorghade@gmail.com or Dr. Sadiq Shah at sadiq.shah@csuci.edu