



### **Innovative Business Discovery and Acceleration (IBDA) Fund**

The Innovative Business Discovery and Acceleration (IBDA) Fund, which means “start” in Arabic, is a targeted fund aimed at supporting early-stage Qatari national entrepreneurs and startups in Qatar to start their businesses. It seeks to reduce the risks associated with launching a business and transitioning R&D into innovative products, thereby facilitating the initial phases of company development and product innovation.

### **Opportunities**

OPPORTUNITY	FUNDING AMOUNT	DURATION	Co-Fund	ADDITIONAL REQUIREMENTS
TIER I	Up to QAR 250,000	24 Months	25%	A. Qatari National B. Proof of Company Registration indicating a minimum of 20% Qatari ownership. C. Company Age: 0-2 years.

### **Proposal Requirements**

- **Format:** Submit project as a single PDF, not exceeding 10 pages, in Calibri (min. 10, single-spaced).
- **Contents:**
  - Executive summary:** Provide a concise overview, including the business idea or company's focus, team, location, and vision. Briefly outline what your company does and why it is poised for success.
  - Idea or/ Company Description:** Detail the problem being addressed, customer demographics, competitive advantage, and market strategy.
  - Product/Technology Details:** Include a thorough description of the product, its functionality, intellectual property status, and benefits to users.
  - Market Analysis:** Describe the target market size, current trends, positioning, and competitor analysis.
  - Organizational Structure:** Outline the legal structure, provide bios for the management team, and detail the operational plan. Include one-page resumes for key personnel and copies of Qatar IDs for all team members.
  - Marketing/Sales Strategy:** Explain sales channels, marketing initiatives, and customer acquisition strategies.
  - Financial Projections:** Provide forecasts for the first to third year, current financial status, and the planned use of the funds requested.
  - Resource List with Justifications:** List new required resources, such as personnel, equipment, and materials, with justifications.
- **Company Registration:** Include a Certificate of Registration showing company details.
- **Additional Data:** Attach any supporting financial documents, such as press clippings, invoices, or balance sheets.

### **Eligibility Criteria:**

- The applicant must be a Qatari national or a resident of Qatar.
- The company must be founded or co-founded by a Qatari individual.
- Proof of Company Registration indicating a minimum of 20% Qatari ownership.

### **Selection Criteria:**

- **Compliance:** Adherence to submission guidelines.
- **Innovation:** Originality and uniqueness of the solution or product.
- **Value creation and Impact:** Significant potential market value creation and impact.
- **Relevance:** Alignment with Qatar's future and target customers.
- **Feasibility:** Practicality within the set timeframe.

### **Selection Process:**

- **Internal Review:** HBKU assigned experts evaluate proposals on outlined criteria.
- **Evaluation Day:** Shortlisted candidates undergo further assessment by the Evaluation Committee.

### **Budget Eligibility:**

1. The IBDA Awardee and team members will participate at zero cost (without additional compensation).



2. Personnel, equipment, materials, consumables, travel, conference participation, and services will be considered as eligible budget items.

**Funds Management:**

1. After the selection process, the committee will oversee and coordinate all post-award activities, as stipulated in the official agreement with the awardees.
2. The project's commencement date will be declared following the completion of the agreement by the awardees.
3. Awardees are required to submit regular written progress reports and a comprehensive final report.
4. Fund Disbursements Plan:
  - a. Funds will be released based on a pre-defined schedule, contingent upon the achievement of specific milestones or the provision of necessary documentation.
  - b. Funding will be allocated in three stages, each subject to rigorous review processes:
  - c. The initial payment will be made upon signing the agreement and registering the company.
  - d. The second disbursement will occur after a mid-term review, which includes an extensive technical and financial assessment to evaluate readiness for the second phase.
  - e. The final installment will be granted following a subsequent mid-term review, contingent on a detailed technical and financial evaluation confirming readiness to enter the third phase.

For questions and clarifications, please contact:

**IBDA Team**

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