

KEY PARTNERS

- Subsidiaries of PT Gama Multi Usaha Mandiri
- Ministry of Research and Technology
- · Financial Institutions
- UGM STP



KEY ACTIVITIES

- Recruitment and Selection
- Mentoring and Coaching
- · Business Matching



- **KEY RESOURCES**
- Co Working Space
- Mentor
- Coach



VALUE PROPOSITIONS

- Expertice in Medical Devices, Manufacture, Engineering, Information and Communication Technology, Agro Industry, Robotic, and Control System
- Strong Network
- C Level Alumnae Network
- Experience downstreaming research based product into the industry



CUSTOMER RELATIONSHIP

- Incubation Contract
- Sharing Equity



- Talkshow/Webinar
- Workshop
- · E-mail blast
- Expo



- Student and Alumnae of Gadjah Mada University who are interested in Startup Company
- Venture Capital



COST STRUCTURE

- Employee salary 40%
- Rent Building 20%
- Mentor Honorarium 15%
- Marketing 15%
- Operational 10%



REVENUE STREAM

- Equity Share 30%
- Sponsorship 25%
- Facilitation fee based on startup contract project 20%
- Rent space and facilities 15%