

PRIME STeP 2026

15M

Total Funding
2026

Startup Incubation & Acceleration Program PRIME STeP 2026

BOEING DKST

BUILD 2026
INDONESIA
Boeing University Innovation Leadership Development

1. Boeing Hackathon
2. Venture Builder Hackathon
3. NEST Project
4. Entrepreneurship Festival & Bandung Startup Pitching Day

Startup Incubation Program PRIME STeP 2026

Goal: Forming a market-ready research startup

Target Output:

- Business model validation
- Initial customer acquisition
- Product legality and permits
- Intensive mentoring

Participant Requirements

1. Technology product with a TKT score of ≥ 7
2. Startup age: 6 months - 5 years
3. Founders from the ITB community (lecturers/educators/students/alumni) are preferred.
4. Not currently receiving other funding for the same financing component.

Startup Incubation Program PRIME STeP 2026

Outputs Startup Incubation Program PRIME STeP 2026

NO	OUTPUT	PROOF
1.	The number of customers who have used the product or made repeat transactions;	Sales Data
2.	Have market share with growth potential;	Market size calculation
3.	Prospective Business Model;	Business Model Canvas
4.	History of product changes/improvements and underlying customer feedback;	Product development documentation and customer feedback
5.	Registration for product certification and/or permits;	Proof of product certification and/or permit registration
6.	Legality of the business entity and business permits;	Business entity deed and business permit documents
8.	Related production readiness and capabilities;	Production development plan
9.	Implementation of simple organizational management.	Organizational structure and job description

Startup Acceleration Program PRIME STeP 2026

Goal: Encourage business expansion and sustainability

Target Output:

1st Cycle: business validation and production improvement

2nd Cycle: market strategy and business growth

Participant Requirements

1st Cycle

1. The startup must be a maximum of 7 years old.
2. It must have a legal entity and complete legal documents.
3. Founders from the ITB community (lecturers/educators/students/alumni) are preferred.
4. It must have initial customers with good retention.
5. The product must have functional features, preferably certified or licensed for distribution.
6. Not currently receiving other funding for the same financing component.

2nd Cycle

1. Consistent or increasing market demand
2. Product selling prices are competitive and validated in the market
3. Adequate gross margins
4. A clear and well-implemented supply chain

Startup Acceleration Program PRIME STeP 2026

Outputs Startup Acceleration 1st Cycle Program PRIME STeP 2026

Output	Proof
Product improvements and/or diversification based on customer feedback;	Customer survey documents and/or product documentation
The gross margin table for product sales shows: <ul style="list-style-type: none"> - The number of transactions per customer; - and the number of customers who purchase and/or use the product regularly. 	Product sales transaction data document that lists gross margin, number of customers who use/transact regularly and number of transactions per customer.
Business models (including revenue models) are validated and refined based on customer feedback;	A business model document accompanied by a history of changes and customer feedback.
Revise the business plan, based on previous achievements;	Business plan document
Increased production capacity;	Production capacity calculation document
Strategic partnerships with industry have been established according to their needs and supply chain matrix;	Supply chain matrix document
Financial statements;	Profit/Loss Report and Balance Sheet
Organizational and business management.	Organizational structure documents, job descriptions and supporting systems/applications.

Startup Acceleration Program PRIME STeP 2026

Outputs Startup Acceleration 2nd Cycle Program PRIME STeP 2026

Output	Proof
Total sales and revenue/turnover for 1 year (only revenue from the proposed product, not the company's total revenue) with consistent business growth of over 10% per year;	A table document showing the business revenue growth of the proposed product
Customer growth, including, if necessary, marketing network expansion;	Customer growth table document
A proven and measurable marketing strategy (based on appropriate metrics);	Marketing strategy document implemented, including marketing costs and number of customers acquired
Strategic plans and financial projections based on historical data targeting national, regional, or international markets;	Business plan document outlining strategic plans and financial projections
Financial statements;	Financial report documents
Positive profit;	Profit/Loss Report
Have business development funds (either from investors or from retained earnings) whose value is greater than the aid funds.	Company balance sheet listing retained earnings or investment commitment/agreement documents with investors