**中国（南京）国际人力资源信息化创新创业大赛报名表**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **基本信息** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **参赛对象（\*）** | | | ○ **人力资源信息化创业项目** ○ **人力资源信息化创新产品** | | | | | | | | | | | | | | | | | | | | | | | |
| **名称（\*）** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **范围（\*）** | | | **○ 招聘选拔 ○ 培训学习 ○绩效考核 ○薪酬福利 ○ 员工关系 ○ 劳务派遣**  **○ 管理咨询 ○ 其他\_\_\_\_\_\_\_\_\_\_\_\_\_\_** | | | | | | | | | | | | | | | | | | | | | | | |
| **阶段（\*）** | | | ○ **创意** ○ **研发** ○ **产品开发** ○ **试运营** ○ **市场拓展** ○ **市场运营** | | | | | | | | | | | | | | | | | | | | | | | |
| **成果持有人（\*）** | | | ○**本人** ○**本单位（机构**） | | | | | | | | | | | | | | | | | | | | | | | |
| **专利情况（\*）** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **落户意愿（\*）** | | | **是否有意愿落户南京都市圈** ○ **是** ○ **否** | | | | | | | | | | | | | | | | | | | | | | | |
| **公司名称（\*）** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **营业执照（\*）** | | |  | | | | | | | | | | | | | | | **注册资本（金）（\*）** | | | | | | | | 万元 |
| **成立时间（\*）** | | |  | | | | | | **联系人（\*）** | | | | | | |  | | **联系电话（\*）** | | | | | | | |  |
| **办公地址（\*）** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **负责人及团队信息** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **主负责人信息（\*）** | 姓名： | | | | | 性别： | | | | | 年龄： | | | | | | | | | | | | | | 职务： | |
| 手机： | | | | | | | | | | 邮箱： | | | | | | | | | | | | | | | |
| 身份证（护照）号 | | | | | | | | | |  | | | | | | | | | | | | | | | |
| 最高学历毕业院校 | | | | |  | | | | | 最高学历： | | | | | | | | | | | | | 专业： | | |
| 主要工作（创业）经历 | | | | |  | | | | | | | | | | | | | | | | | | | | |
| **团队成员信息** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 团队核心成员**（\*）** | 姓名： | | | | | | 性别： | | | | | | | 年龄： | | | 职务： | | | | | | 最高学历： | | | |
| 主要工作经历/主要成就： | | | | | | | | | | | | | | | | | | | | | | | | | |
| 团队核心成员**（\*）** | 姓名： | | | | | | 性别： | | | | | | | 年龄： | | | 职务： | | | | | | 最高学历： | | | |
| 主要工作经历/主要成就： | | | | | | | | | | | | | | | | | | | | | | | | | |
| 团队核心成员 | 姓名： | | | | | | 性别： | | | | | | | 年龄： | | | 职务： | | | | | | 最高学历： | | | |
| 主要工作经历/主要成就： | | | | | | | | | | | | | | | | | | | | | | | | | |
| 其他成员 | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **财务情况** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **营业收入**  **（人民币）** | | 2017年 | | | 万元 | | | | | **净利润** | | | | | | | | | | 2017年 | | | | | | 万元 |
| 2018年 | | | 万元 | | | | | 2018年 | | | | | | 万元 |
| 2019年 | | | 万元 | | | | | 2019年 | | | | | | 万元 |
| **2020年预估营业收入** | | | | | 万元 | | | | | **2020年预估利润** | | | | | | | | | | | | | | | | 万元 |
| **公司是否存在任何形式的债务** | | | | | ○是 ○否 | | | | | **债务金额** | | | | | | | | | | 万元 | | | | | | |
| **核心业务描述（业务基本介绍、业务创新性和独特价值点、融资信息）** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **核心技术、产品或服务（\*）** | | | ○ **发明专利** ○ **实用性专利** ○ **专有技术** ○ **创新性商业模式**  ○ **其他** | | | | | | | | | | | | | | | | | | | | | | | |
| **项目或产品简介（附件形式，不超过1000字）（\*）** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **知名客户名单** | | | 1、 | | | | | | | | | 2、 | | | | | | | | | | 3、 | | | | |
| **业内竞争对手** | | |  | | | | | | | | | | | | | | | | | | | | | | | |
| **融资情况** | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | | **融资时间** | | | | | | **投资方** | | | | | | **对方持股比例** | | | | | | | **币种** | | | | | **融资金额** |
| **第一轮融资** | | 年 月 | | | | | |  | | | | | | % | | | | | | |  | | | | | 万元 |
| **第二轮融资** | | 年 月 | | | | | |  | | | | | | % | | | | | | |  | | | | | 万元 |
| **当前是否有融资需求** ○是 ○否 | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **融资金额** | | | | 万元 | | | | | | | | | **币种** | | | | | | ○人民币 ○美元 | | | | | | | |
| **融资方式** | | | | ○股权 ○债权 | | | | | | | | | **截止时间** | | | | | | 年 月 | | | | | | | |
| **融资投向** | | | |  | | | | | | | | **是否接受并购？** | | | | | | | ○是 ○否 | | | | | | | |
| **拟出让股权比例** | | | |  | | | | | | | | | | | | | | | | | | | | | | |
| **其他联系人信息** | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **联系人姓名** | |  | | | | | | | | | | | | | **职务** | | |  | | | | | | | | |
| **手机** | |  | | | | | | | | | | | | | **邮箱** | | |  | | | | | | | | |
| **参赛**  **承诺**  **意见**  **（\*）** | | | **本公司（人）承诺填写信息属实，若有任何虚假信息或侵权行为，愿承担相应法律责任。因材料不实影响比赛结果的，组委会有权取消参赛资格及相应奖项。**  **负责人签字：**  **（盖 章）**  **年 月 日** | | | | | | | | | | | | | | | | | | | | | | | |

**注：（\*）为必填，其他内容视情况填写。**

**人力资源信息化**

**项目或产品说明书**

（格式文本 仅供参考）

负 责 人\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

公司名称\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

联系方式\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

电子邮箱\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

中国（南京）国际人力资源信息化

创新创业大赛组委会办公室制

2020年XX月XX日

**填写要求**

1. 说明书内容包含公司概况、项目或产品介绍、主要技术、产品及服务、市场分析和商业模式、风险与对策、核心团队、产品运营、财务情况分析等方面，参赛者须运用简练的语言进行描述。
2. 说明书格式内容仅供参赛者参考，具体内容请参赛者根据项目或产品具体情况进行编写。
3. 说明书要求为文字版，文本制作统一使用A4纸，封面页以参赛项目或产品名称作标题，参赛项目或产品涉及的专利证书、发明创造、授权证明、荣誉证书等材料须统一附在说明书附件中。
4. 参赛者须将报名表、说明书、公司营业执照、相关资质证明、荣誉证明及其他补充说明材料装订成册并加盖公章（无注册公司由负责人签字并承诺填写信息属实，若有任何虚假信息或侵权行为，愿承担相应法律责任），一式两份，于2020年3月15日前报送大赛组委会，并报送电子文档。

地址：南京市秦淮区中山东路532-1号金蝶科技园F2栋201-2室

邮箱：secdept@hrorg.org

**目 录**

一、公司、项目及产品简介·····································X

（一）公司概况介绍··········································X

（二）项目或产品的背景及现状介绍····························X

（三）项目或产品的内容、意义································X

二、技术与产品···············································X

（一）技术指标及关键技术····································X

（二）产品或服务概况········································X

（三）产品定位与产品优势····································X

三、市场预测·················································X

（一）行业历史和前景预测····································X

（二）市场概况分析及预测····································X

（三）市场定位及未来效益····································X

（四）市场机会与潜在竞争····································X

四、商业模式················································X

（一）产品开发及生产策略····································X

（二）概述营销策略及模式····································X

1、销售区域、方式及渠道································X

2、行销环节和售后服务··································X

（三）公司盈利模式及发展规划································X

（四）运作经营模式··········································X

五、风险分析及对策···········································X

（一）风险分析

1、技术开发风险········································X

2、经营管理风险········································X

3、市场运营风险········································X

（二）风险控制及防范对策····································X

六、团队介绍·················································X

（一）团队核心成员介绍

1、背景资历、经验、技能、承担情况等····················X

（二）团队组织架构及主要责任分工····························X

七、产品运营·················································X

（一）运营现状及趋势分析····································X

（二）运营效率影响因素分析··································X

（三）运营难点及解决方案····································X

（四）后期发展的策略规划····································X

八、财务情况分析·············································X

（一）财务现况概述··········································X

（二）财务数据分析

1、现金流量表··········································X

2、资产负债表··········································X

3、易损表··············································X

（三）盈利点分析············································X

（四）投融资需求及资金使用计划······························X

1、融资需求及详细方案··································X

2、固定资产投资、研发投入、管理费用等··················X