**Format of telephone interviews**

Mostly with CEOs or CTOs

**Few question about the history of firm**

* When did the first thought of commercialization of technology start (before establishment)? Which year.
* When the company had its first sale in the market?
* - had you participated in any pilot project? When?
* Did the company start to have network with large firms or any other critical collaboration like network with investors, or government or customers? If yes from when?

**Few questions about the founding team:**

* What’s the higher educational degree of founder(S)? (Is any professor included?)
* have any of the founders had previous business experience before the establishment of the firm.

**About managing team (not founders):**

- Is a marketing expert among managing team? When for the first time he joined?

**Investment capital:**

- Have you received investment capital? When? About how much? More than a million?

- Have you seen any particular barriers on your business path? Such as strong competitors, shortage in money, immaturity of the market, or problem in technology, or lack of knowledgeable employees.