

Voucher Scheme Impact Enterprise and Incubator Joint Application

Instructions:

Thank you for your interest in the 2020 Investment Readiness and Impact Management Programme! The following application is targeted at impact enterprises applying jointly on behalf of themselves and an approved incubator. These questions will help us get to know your enterprise better and also understand what the content and outcomes of the programme you undertake with the incubator will be. We expect it to take you around 30 minutes to 1 hour to fill out completely. Do try to dedicate the necessary time to this process. It will provide us with valuable information about your organisation. It will also provide us with an opportunity to better understand how we can best support you. You can find a copy of the questions here on the B-Briddhi: Scaling Impact Enterprises of Bangladesh programme website; it may be helpful to fill out your answers there first and then copy them into the online form. You must fill out this form in one sitting - progress will not be saved if you leave the page. If you encounter problems or have questions, please email info@sie-b.org or consult our FAQ.

Eligibility Criteria:

Please read the following statements and check whether they apply to you.

1. My organisation is already legally registered in Bangladesh
2. Please upload a copy of your registration here
3. My organisation has been in operation for at least 2 years
4. My organisation explicitly seeks to address a social or environmental problem.
5. There is at least one team member who is currently full-time and who will continue to work full-time on my organisation while I (or another full-time member of our team) participates in this programme.
6. My organisation has a product or service that we're ready to sell (we have tested the product-market fit)
7. We already have customers who buy and use our product/service
8. I confirm that I represent an impact enterprise and am applying on behalf of the organisation I represent and an eligible service provider.
 - a. I represent an impact enterprise
 - b. List of service providers
9. I confirm my understanding that my organisation will need to pay 20% of the cost of the incubation, acceleration, or service provision fees up to the voucher limit and 100% of the cost of the incubation, acceleration, or service provision fees above the voucher limit. (You may wish to consult [this online calculator](#) to determine exactly how much you will need to pay).

Organisational information:

In this section, we will collect some basic information about your organisation, its structure, and its level of development.



10. Organisation name
11. Contact name
12. The title of my position at this organisation is:
13. Contact email
14. Contact phone
15. How is your organisation incorporated?
 - a. Individual or Sole proprietorship
 - b. Partnership
 - c. Private Limited
 - d. Public Listed
 - e. Non-profit
 - f. Other
16. Location of headquarters:
17. Area of main operations
 - a. List of divisions in Bangladesh
18. Year of foundation:
19. Are you a product- or service-based organisation?
 - b. Product
 - c. Service
 - d. Both
20. Other than financing and access to capital, what is the biggest barrier your organisation is facing?

Product or service information:

In this section, we will ask you some questions regarding the exact nature of your product or service.

21. In 200 words or less, please give a broad overview of the work your organisation engages in:
22. Which SDG or SDGs does your organisation primarily address?
 - a. SDG 1: No Poverty
 - b. SDG 2: Zero Hunger
 - c. SDG 3: Good Health and Well-being
 - d. SDG 4: Quality Education
 - e. SDG 5: Gender Equality
 - f. SDG 6: Clean Water and Sanitation
 - g. SDG 7: Affordable and Clean Energy
 - h. SDG 8: Decent Work and Economic Growth
 - i. SDG 9: Industry, Innovation, and Infrastructure
 - j. SDG 10: Reduced Inequality
 - k. SDG 11: Sustainable Cities and Communities
 - l. SDG 12: Responsible Consumption and Production
 - m. SDG 13: Climate Action
 - n. SDG 14: Life Below Water



- o. SDG 15: Life on Land
 - p. SDG 16: Peace and Justice Strong Institutions
 - q. SDG 17: Partnerships to achieve the Goal
23. What sector does your organisation primarily work in?
- a. Agriculture
 - b. Artisanal
 - c. Infrastructure
 - d. Education
 - e. Energy
 - f. Environment
 - g. Financial services
 - h. Health
 - i. Housing
 - j. ICT
 - k. Tourism
 - l. Culture
 - m. Water
 - n. Other
24. Please describe, in 80 words or less, your target population.
25. Please describe the fundamental need your company addresses for this population, as well as how you know this information, in 100 words or less.
26. What is the specific product or service you offer?
27. Who pays for it?
28. How many paying customers do you have?
29. How many do you expect to reach in the next year?

Impact Tracking:

We will now ask you some questions about how you measure and manage the impact of your work.

30. Please describe, in 150 words or less, how you measure the success of your product or service and how you use this information to modify your offerings. Please also make mention of any specific measurement approaches that this system incorporates (for example: IRIS metrics, GRI reporting standards, B-Corp certification).
- (Example: Currently, we collect information on a certain health metric relevant to our customer's specific condition as well as the frequency of their attendance at follow-up appointments on the clinic. We also reach out to customers who drop off to see why they did so. We evaluate progress at the 6-month and 18-month marks and also look at reasons why customers stop coming and try to address these issues.)*
31. Do you use any KPIs for impact measurement and management? If so, please list them below here:



- a.
- b.
- c.
- d.
- e.

32. What evidence do you have that your solution works?

33. Do you have information on how many of your customers are women?

Programme specific information

34. With which partner organisation are you applying?

35. Which programme do you intend to follow?

- a. Investment Readiness
- b. Impact Management
- c. Both

36. How do you expect this programme to fill your identified gaps?

37. Please provide a concrete plan for the project work or advisory service that you and your selected incubator have come up with.

- a. How many months will the programme last? (*Note: for Investment Readiness, we would expect up to 6 months; for Impact management, we would expect up to 8 months.*)
- b. What is your estimation of the total cost of the project (in USD)?
- c. Please list the main deliverables on separate lines here.
- d. There is a cap on the amount that we will subsidise per enterprise. Given that, which elements of the programme are the most important to keep if your budget exceeds this cap and you have to cut some elements of the programme?
- e. Please upload the project plan here.

38. (Only appears if you selected “Both” in Question 35) Please provide a concrete plan for the project work or advisory service that you and your selected incubator have come up with.

- a. How many months will the programme last? (*Note: for Investment Readiness, we would expect up to 6 months; for Impact management, we would expect up to 8 months.*)
- b. What is your estimation of the total cost of the project (in USD)?
- c. Please list the main deliverables on separate lines here.
- d. There is a cap on the amount that we will subsidise per enterprise. Given that, which elements of the programme are the most important to keep if your budget exceeds this cap and you have to cut some elements of the programme?
- e. Please upload the project plan here.

39. In 300 words or less, please describe your initial plan for leveraging the knowledge, skills, and resources you will gain through participating in this programme in the 6 months, 1 year, and 1.5 years after direct support has ended.



40. What is your target investment goal following the programme (in USD)?
41. Do you already have investors interested in your enterprise?

