

## Voucher Scheme: Detailed Information

### Programme Timeline and Content

Biniyog Briddhi (“B-Briddhi”) strives to support a thriving impact ecosystem by building vital capacities, introducing catalytic funding and helping to shape an empowering framework for entrepreneurs, investors, accelerators, supporters and advocates. B-Briddhi is a gender-inclusive programme, as we firmly believe that inclusion will drive innovation. Through our capacity building pillar, we hope to foster the growth of a marketplace for professional services provided by incubators to impact enterprises.

The Voucher Scheme is designed for impact enterprises interested in getting access to tailored support on Investment Readiness and/or Impact Management. You will select an eligible service provider (*an incubator that has completed the Train-The-Trainer programme, and subsequently passed its Theoretical Exam and Trainer Assessment*), with whom you will jointly develop a programme of support that will serve as the basis of your application. The list of eligible service providers will be published on our website sometime in August 2022.

The application will provide you an opportunity to specify what you as an impact entrepreneur hope to achieve with this programme of support. The application also stipulates clearly the total service cost that will be paid to the eligible service provider of your choice at the end of the programme of support, i.e. once you have achieved the deliverables that you specified in the application. The payment to the service provider comes from two sources: (i) impact enterprise and (ii) voucher. For more details on how this voucher works, please refer to the next section.

Be ambitious with your goals! You should emerge from this programme with enhanced confidence in your enterprise’s unique value proposition, further clarity on your goals, enhanced ability to raise investment and to measure and manage your impact in a more inclusive and wholistic way.

A general rule of thumb: if you are an early-stage enterprise that needs support to establish your theory of change, you will likely be more interested in the Impact Management Programme. If you have been in operation for a while and are considering raising growth capital, then the Investment Readiness Programme is more likely to be a better fit. Of course, you are welcome to apply for support with both types of services. Ultimately, Impact Management is an integral part of Investment Readiness when we talk about impact investing. It is always helpful to have a solid Impact Management system set-in place as you raise impact capital.

### How does the voucher work?

The Biniyog Briddhi: SIE-B Programme will provide impact enterprises with a voucher to pay for the tailored services delivered by eligible service provider of your choice. As an impact enterprise, you will be responsible for either 20% (*for urban entrepreneurs*) or 5%



(for rural entrepreneurs) of the overall cost of the services as a direct payment to the incubator. The minimum threshold of total service cost is 5,000 USD.

The voucher we provide will then cover the 80% (for urban entrepreneurs) or 95% (for rural entrepreneurs) of the overall cost of the services. The voucher will be redeemable by your partner service provider in two stages:

1. Your partner service provider can redeem the first 70% of the voucher (voucher payment) upon successful completion of a series of deliverables throughout the Voucher Scheme programme;
2. Your partner service provider can redeem the second (and final) 30% as a success bonus (bonus payment) towards the end of the Voucher Scheme programme, i.e. when the impact enterprise has successfully raised investment (for Investment Readiness programme) and/or completed the impact report (for Impact Management programme).

These deliverables are specified in your service plan that both you and your partner service provider jointly defined and submitted at the application stage.

#### Voucher limits:

- Investment Readiness: There is a USD 15,000 cap on the amount that the voucher covers. Either you or the service provider of your choice will be responsible for 100% of the cost past this threshold.
- Impact Management: There is a USD 10,000 cap on the amount that the voucher covers. Either you or the service provider of your choice will be responsible for 100% of the cost past this threshold.

#### Definition of urban/rural entrepreneurs:

- Urban entrepreneurs: impact enterprise that carries a trade license or equivalent certification that is registered under City Corporation
- Rural entrepreneurs: impact enterprise that carries a trade license or equivalent certification that is registered under Union Council or Municipality

Here is a link to a Google sheet where you can look at a breakdown of your own potential budget, and a summary of i) total amount payable by impact enterprise; and ii) total amount receivable by your partner service provider:

[http://bit.ly/VoucherFormula\\_SIE-B](http://bit.ly/VoucherFormula_SIE-B)

The following table provides further clarity using an example of an Investment Readiness programme applied for by an urban entrepreneur (20% Impact Enterprise: 80% Voucher Value payment ratio):



	Investment Readiness	Budget breakdown (in USD)	
(M)	Maximum limit of voucher value	15,000	15,000
(A)	Total service cost <i>(note: minimum value is 5,000 USD)</i>	9,000	20,000
(B)	Voucher Value = 80% x (A)	7,200	16,000
(B1)	Which amount is less, (M) or (B)?	7,200	15,000
(B2)	Voucher Value, Voucher Payment = 70% x (B1)	5,040	10,500
(B3)	Voucher Value, Bonus Payment = 30% x (B1)	2,160	4,500
(C)	Remaining Voucher Value to be paid = (B) - (M) <i>(note: only if (B) is more than (M))</i>	0	1,000
(C1)	Who pays for this remaining Voucher Value, impact enterprise of service provider?	not applicable	Impact enterprise
(D)	Total Value payable by impact enterprise = 20% x (A); or = 20% x (A) + (C) <i>(note: If (C1) Is Impact enterprise)</i>	1,800	5,000
(E)	Total Value receivable by service provider = (B2) + (D) <i>(note: without bonus payment)</i>	6,840	15,500
(F)	Total Value receivable by service provider = (B2) + (B3) + (D) <i>(note: with bonus payment)</i>	9,000	20,000



## Programme Timeline and Content

The precise content of the capacity development services will be subject to the individual needs of the impact enterprise in question. We expect that services focusing on Investment Readiness and Impact Management will run up to *6 months* from signing of contract for completion of deliverables under Voucher Value (Voucher Payment).

For Voucher Value (Bonus Payment), the timeline varies: (i) bonus deliverable of investment raised within *18 months* of signing contract (for Investment Readiness); ii) bonus deliverable of impact report completed within *12 months* of signing contract (for Impact Management).

You may be interested in some or all the following – in addition to other needs you might have identified internally:

- Investment readiness: moving beyond basic financial literacy and proper documentation, trained incubators will conduct a needs analysis using the Investment Readiness Roadmap to provide more targeted support to close identified gaps. Support will thus address five dimensions of investment readiness:
  - Social problem
  - Solution
  - Distribution
  - Growth and scaling
  - Financing and forecast
- Impact management: on the basis of widely adopted international standards, trained incubators will provide support on different dimensions of impact measurement and management, including:
  - Impact Planning
  - Collecting Data
  - Analysing Data
  - Reviewing Impact
  - Impact Reporting
- Technical, financial, legal, or other relevant form of business support as long as one or both of the above subjects comprise the majority of the service provision.

