Voucher Scheme Impact Enterprise and Partner Service Provider Joint Application

Instructions:

The following application is targeted at impact enterprises applying jointly on behalf of themselves and an approved and eligible service provider (an incubator who completed the Train-The-Trainer programme, and subsequently passed the Theoretical Exam and Trainers Assessment). 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 your partner service provider will be.

We expect it to take you around 1 hour to fill out completely once you have settled on a training plan and filled out the IR Roadmap (if you are applying for IR services). 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.

If you are applying for the Investment Readiness programme, check out our Investment Readiness Roadmap Toolkit to understand more deeply about your current capacity to attract investments and use it to scale your impact!

Eligibility Criteria:

Please read the following statements and check whether they apply to you before you proceed with the application.

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 paying customers who use our product or 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

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b. List of service providers
    i. Bangladesh Angels Network
    ii. BetterStories Limited
    iii. Turtles Ventures
    iv. Truvalu Enterprises

9. I confirm my understanding that my organisation will need to pay 20% (or 5% if qualified as rural entrepreneur) 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. Number of full-time staff
16. Number of part-time staff
17. How is you organisation incorporated?
    a. Individual or Sole proprietorship
    b. Partnership
    c. Private Limited
    d. Public Listed
    e. Non-profit
    f. Other
18. Location of headquarters:
    a. Barisal
    b. Chittagong
    c. Dhaka
    d. Khulna
    e. Mymensingh
    f. Rajshahi
    g. Rangpur
    h. Sylhet
19. Area of main operations
    a. Barisal
    b. Chittagong
    c. Dhaka
    d. Khulna
    e. Mymensingh

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    f. Rajshahi

    g. Rangpur

    h. Sylhet

20. Year of foundation:

21. Are you a product- or service-based organisation?

    a. Product

    b. Service

    c. Both

22. What procedures and practices do you have in place to ensure your work environment is free of gender-based discrimination, violence and harassment?

    o 0 = not aware at all

    o 5 = procedures in place

23. What types of skills and knowledge do you provide to your staff to recognize and address gender considerations within their role?

    o 0 = not aware at all

    o 5 – support provided

24. In 80 words or less can you describe how you incorporate (current or potential) users' perspectives, so as to ensure the design process of your products or services are inclusive of all genders?

25. What are the biggest barriers your organisation is facing?

    Go beyond simply mentioning financing and access to investment and/or establishing and impact management system. Talk about what specific aspects of your business need reinforcement or support.

Current Practices – Product or Service Information:

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

26. In 200 words or less, please give a broad overview of the work your organisation engages in:

27. Which SDG(s) do(es) your organisation primarily address? Choose up to 3.

    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

28. 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

29. What is the specific product or service you offer?

30. Please describe your revenue model (note: please indicate clearly your revenue source and the payment mechanism, e.g. service subsidization model – revenue generated from regular services is used to subsidize the cost of services provided to low-income groups):

31. Please describe, in 80 words or less, the profile of your target population who will benefit from your product or service (note: please indicate clearly any vulnerable aspects, e.g. low-income families who earn less than 150 USD / month, underserved women, ethnically vulnerable groups etc):

32. Please describe, in 80 words or less, how your product or service is changing or improving the lives of your target population (e.g. low-income families or women will have easier access to my services, which enable them to reduce traveling time and transportation costs):

33. How many paying customers do you have?

34. Based on this total number of paying customers, please indicate the rough estimate (in percentages) of paying customers who fit the profile that you described earlier in Q31 & 32:

35. Based on this total number of paying customers, please indicate the rough estimate (in percentages) of paying customers who are women:

36. Based on this total number of paying customers, please indicate the rough estimate (in percentages) of paying customers who are based in rural areas:

37. 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 highlight 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.)

38. Do you use any KPIs for impact measurement and management? If so, please list them below here:
   a.
   b.
   c.
   d.
   e.
39. What evidence do you have that your solution works?

Future Applications – Programme Specific Information

40. With which partner service provider are you applying?
   a. Bangladesh Angels Network
   b. Turtle Ventures
   c. Truvalu Enterprises
   d. Better Stories
41. Which programme do you intend to follow?
   a. Investment Readiness
   b. Impact Management
   c. Both

If you have selected Investment Readiness, then:
1. What is the amount (in USD) of target investment goal do you plan to raise after the investment readiness service?
2. Based on your target investment goal, how much have you raised so far?
3. Are you in active discussions with potential investors? If so, who are they and where are they based?
4. How do you plan to use the investment? What milestones are you planning to achieve using the upcoming investment?
5. How much time (in terms of months) will the investment add to your runway?
6. In 150 words or less, please describe the reasons why you would like to receive tailored support services in Investment Readiness or Impact Management, or both? (note: please focus on your training needs or gaps, e.g. I do not know how to select the most important indicators for impact measurement / I do not know what the necessary ingredients are for successfully raising an investment, etc)

7. 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.
8. Please upload your training plan for Investment Readiness

If you have selected Impact Management, then:

1. Please upload your training plan for Impact Management
2. In 150 words or less, please describe the reasons why you would like to receive tailored support services in Investment Readiness or Impact Management, or both? (note: please focus on your training needs or gaps, e.g. I do not know how to select the most important indicators for impact measurement / I do not know what the necessary ingredients are for successfully raising an investment, etc)
3. 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.
4. Please provide the rationale behind your decision to measure and manage impact of your work (you may select multiple choices):
   a. I collect impact data for communication materials such as impact reports or pitch decks only
   b. I collect impact data for detecting issues and regularly improving business processes
   c. I collect impact data for identifying gaps, lessons learned, and subsequently revising or changing my Theory of Change or business model
   d. I collect impact data for triggering financial payment or grant monies
   e. other

If you have selected both Investment Readiness and Impact Management, then:

1. What is the amount (in USD) of target investment goal do you plan to raise after the investment readiness service?
2. Based on your target investment goal, how much have you raised so far?
3. Are you in active discussions with potential investors? If so, who are they and where are they based?
4. How do you plan to use the investment? What milestones are you planning to achieve using the upcoming investment?
5. How much time (in terms of months) will the investment add to your runway?
6. Please provide the rationale behind your decision to measure and manage impact of your work (you may select multiple choices):
   a. I collect impact data for communication materials such as impact reports or pitch decks only
   b. I collect impact data for detecting issues and regularly improving business processes
   c. I collect impact data for identifying gaps, lessons learned, and subsequently revising or changing my Theory of Change or business model

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d. I collect impact data for triggering financial payment or grant monies

e. other

7. In 150 words or less, please describe the reasons why you would like to receive tailored support services in Investment Readiness or Impact Management, or both? (note: please focus on your training needs or gaps, e.g. I do not know how to select the most important indicators for impact measurement / I do not know what the necessary ingredients are for successfully raising an investment, etc)

8. 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.

9. Please upload your training plan for Investment Readiness

10. Please upload your training plan for Impact Management