

Application Form

Thank you for your interest in OPEN. This application will help us assess your suitability and your business will be evaluated against **impact, business growth and financial viability**. Please be descriptive and ensure all relevant documents are submitted.

Note: *By energy sector we mean, transitional, renewable, solar, gas producing energy with a preference for green or blue energy. Making energy accessible to more people and helping to improve lives. Contribute to the value chain in positive and sustainable way.

The business can also fit into the energy ecosystem or the value chain of CSI Energy Group. It could be supporting the contracting side through the supply of goods or services or be involved in the procurement, production or distribution or support activities (including admin, marketing, tech, HR etc).

ABOUT YOU AND YOUR BUSINESS

What is the name of your business	
Full address	
Phone number	
Email address	
Country of incorporation	
Country of operation	
Company website	
Company LinkedIn link	
Founder/s name	
Founder/s LinkedIn profile link	

Are you in the energy sector or be able to fit within the CSI Energy Group value chain?	Yes	No
Percentage of women ownership in the business?		
What percentage of equity is owned by founders?		
Is there an African* founder in the team? <i>*by African we mean born in an African country</i>	Yes	No
Does the business has well kept financial records?	Yes	No
What was your monthly revenue for the last 12 months?		
Number of total employees (disaggregated by type and by gender)		
Full-Time:		
Women:		
Men:		
Part-Time		
Women:		
Men:		

THE BUSINESS

Tell us about your business in less than 75 words.

What does your business do? What problem are you solving? Who are your customers?

What motivated you start your business? (max 100 words)

How does your business make money?

What is your business model? (max 200 words)

Tell us about your product(s)/service(s) and how is it unique from what is currently available on the market?

Describe your product/service, what makes it different to what is available on the market, why do your customers buy from you, what is the need for it? (max 200 words)

Who are your key competitors and how does competition affect your business?

List your key competitors, what you are doing to compete with them, what are you doing to ensure you protect your share of the market? (max 200 words)

Explain how you plan to grow and/or scale your business.

Share your plan for growth or scale; how can the business grow, how can the business scale? What needs to be in place? What is the ease of scaling/growing the business? (max 200 words)

How does the business plan to acquire customers?

What is long term vision? What is your go-to market plan? What is your sales plan? and/or clear sales plan? (max 200 words)

How does your business track and measure progress? What are the KPI's for your business for the forthcoming year and how do you plan to meet them?

(max 200 words)

Tell us about your team

Who are the founders? What are their skills and experience? What skills and experience is there within the rest of the team? What is the founders/team's background, experience and level of team commitment? (max 200 words)

IMPACT ANALYSIS

How does your company aligns with SDG goal 5 - Gender Equity?

OPEN will ensure that women have the funds and support to grow their businesses. We are looking for businesses that meaningfully represent women throughout the company, and how they plan to ensure gender equality within their companies, they can demonstrate this by having or working towards having:

- *A least one woman founder (mandatory)*
- *Equal pay for men and women working at the same levels (mandatory)*
- *At least 26% shareholding of the company owned by women*
- *30% women in senior management*
- *30% women on the Board*
- *40% women in the workforce (if appropriate for the business)*
- *Strategy/plan to upskill and support women in the company to take on senior positions*
- *Strategy/plan to employ women in the company*
- *A culture that enables women to have a flexible work life to take care of responsibilities in the home*

How does your company aligns with SDG goal 7 - Clean Energy?

OPEN is looking for businesses that enable access to clean or transitional energy:

- *They make access to energy easier by providing the means to get it (enabling finance, supplying, infrastructure etc)*
- *Using renewable energy for development of agriculture, business, communications, education, healthcare and transportation*
- *Creating an enabling environment for energy innovators*
- *Contribute to the supply chain to enable access to energy*

How does your company aligns with SDG goal 8 - Decent JOBS?

OPEN is looking for businesses that create decent employment for all, particularly for women and that drive economic growth and contribute to the improvement of local communities. To demonstrate this, they should:

- *Employ women*
- *Pay for men and women equally for working at the same levels*
- *Pay a living wage*
- *Provide a safe working environment*
- *Contribute to society*

FINANCIAL VIABILITY

How many paying customers does your business have?	
How much do they pay?	
How often do they buy?	
Include your latest filed accounts and a cashflow forecast for the next 12 months	Submit these relevant documents together with this application form through the Application portal on our website

CSI ENERGY GROUP FIT

CSI Energy Group will bring more than money and provide your business with support to grow.

What non-financial support can CSI Energy Group give your business? (max 150 words)

Anything else like you'd like to share? (max 150 words)

Documents:

- Upload your latest financial statement
- Cashflow forecast for the next 12 months
- If you have a pitch deck or business plan you can upload (optional)