Organizations interested to apply for the Energy for All Investor Forum 2016 are required to accomplish the concept note in full. Submissions with missing entries will automatically be disqualified.

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| **COMPANY OVERVIEW** | | | |
| **Registered name of the organization** | | | |
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| **Mission** | | **Vision** | |
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| **Registration Details** | | | |
| Type of legal structure | Date established | | Location |
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| **One-line Pitch**   * Explain your venture in no more than 140 characters. | | | |
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| **Investment Required**   1. ***Amount:*** *The amount of investment the company is looking for in this investment round. It should correspond to the investment amounts listed in the Financial Summary.* 2. ***Type:*** *The investment type of the indicated amount. It should correspond to the type of investment listed in the Financial Summary.* 3. ***Date:*** *The deadline of the investment round for the particular investment requirement.* | | | |
| **Amount1** | **Type2** | | **Date3** |
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| **MANAGEMENT TEAM** | | | | | | |
| **Title** | **Last** | | **Middle** | | **First** | **Bio**   1. *Insert name of LinkedIn account* 2. *Attach bio data in PDF to this application* |
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| * *What relevant experience does your management team have?* | | | | | | |
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| * *What are the gaps in your management team’s capabilities?* | | | | | | |
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| **Relevant and active advisors** | | | | | | |
| **Title** | **Last** | **Middle** | | **First** | | **Bio**   1. *Insert online link to his/her Linked In account* 2. *Attach bio data in PDF to this application* |
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| **VALUE GENERATION**  This section briefly enumerates the primary activities that contribute to the revenue stream(s) of the enterprise. More importantly, the table gives a snapshot of how these activities generate value by addressing social and environmental needs.   1. ***Customer Segment:*** *Identify the different groups of people and organizations the company aims to reach and serve.* 2. ***Value Proposition:*** *The bundle of products and services that create value for a specific customer segment.* 3. ***Need:*** *The specific needs of the customer segment that the company seeks to serve must be enumerated. There can be more than 1 need per customer segment.* 4. ***Product/Service:*** *The product or services offered by the company that addresses the identified needs of the market.* 5. ***Channel Strategy:*** *Describes how a company communicates with and reaches its customer segments to deliver a value proposition.* 6. ***Financial Returns:*** *This indicates what the revenue streams of the enterprise are. Values should be in USD.* 7. ***Social Returns:*** *Impact against energy poverty should be included (households electrified). Others could be gender inclusiveness, livelihood improvement, etc.* 8. ***Environmental Returns:*** *This would commonly be greenhouse gas mitigation (CO2 eq.)* | | | | | | |
| **Customer Segment1** | **Value Proposition2** | | **Channel Strategy5** | **Triple Bottom Line Returns** | | |
| Need3 | Product / Service4 | Fin5 | Soc6 | Env7 |
| Off-grid rural communities | Electricity  Cooking fuel | Electricity |  |  |  |  |
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| **How are beneficiary communities engaged in your enterprise?**   * Comment on design, governance and ownership. | | | | | | |
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| **VALUE DELIVERY**  This section briefly enumerates the key operating costs the company incurs in order to deliver the product or service to the customer.   1. **Product / Service:** *Should be consisted with the products and services listed in Table 1.* 2. ***Key Activities:*** *Describes the key activities to deliver the company’s product and/or service.* 3. ***Key Resources:*** *Describes the most important assets required to accomplish the key activities.* 4. ***Operating Costs:*** *Lists all the costs incurred to process the key resources and conduct the key activities to deliver the company’s product and/or service to the end user.* 5. ***Key Partnerships:*** *Describes the network of suppliers and partners that make the business model work.* 6. ***Organization:*** *Identify the name of the key partner.* 7. ***Type:*** *There are 4 types of partnerships: (i) Strategic alliances* ***(SA)*** *between non-competitors, (ii) Coopetition* ***(CO)****: strategic partnerships between competitors, (iii) Joint Ventures* ***(JV)*** *to develop new businesses, and (iv) buyer-supplier* ***(BS)*** *relationships to assure reliable supplies. Indicate which type is applicable for each partner organization.* | | | | | |
| **Product / Service1** | **Key Activities2** | **Key Resources3** | **Operating Costs4** | **Key Partnerships5** | |
|  |  |  |  | Organization6 | Type7 |
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| **Who are your direct and indirect competitors?** | | | | | |
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| **FINANCIAL SUMMARY**  This section gives a snapshot of the company’s financial condition and growth projections. | | | | | | |
| 1. ***Year:*** *Must include all years when the company received investment, the past 3 years when the company generated revenue (if applicable), and the next 3 years.* 2. ***Revenue:*** *Must be reconcilable with the Financial Revenue Stream in Table 1.* 3. ***Cost:*** *Must be reconcilable with the Operating Costs in Table 2.* 4. ***Profit =*** *Revenue - Cost* 5. ***Amount:*** *The company may have received multiple investments from different investors in a year. These investments must be listed separately.* 6. ***Type:*** *Investment types are debt, equity, convertible debt, etc.* 7. ***Investor:*** *The name of the investor.* | | | | | | |
| **Year1** | **Financial Projections** | | | **Capitalization and Investment Required** | | |
|  | **Revenue2** | **Cost3** | **Profit4** | **Amount5** | **Type6** | **Investor7** |
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| **ORGANIZATION EXPERIENCE** |
| **Does your company have experience operating the business model described in the Value Generation and Value Delivery tables?**   1. *Discuss case studies of previous operations and/or pilot projects* 2. *Quantify the triple bottom line impact of case studies and/or pilot projects (Financial, Social and Environmental Returns),* 3. *Provide at least 1 picture per case study/pilot project* |
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| **What is your company’s expansion strategy?**   1. *Elaborate on the core expansion strategies that will increase the company’s triple bottom line impact. Relate these strategies to the projected triple bottom line returns in the Value Generation table.* 2. *What are the barriers existing in the market that need to be mitigated to continuously deliver the company’s triple bottom line returns?* 3. *What are your company’s strategies to mitigate these barriers?* |
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| **How can the company’s business model be replicated in other markets?**   1. *Elaborate on partnerships or institutional arrangements that need to be established to successfully expand and scale up. The discussion should put into perspective the importance of the key partners enumerated in the Value Delivery Table.* |
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