

OEC Application

BIODATA

Name of Applicant (First Name/Middle Name/Surname)

Name of Business

Town of Residence

Address

Phone number

Email address

Date of Birth

Highest Educational Level

TEAM

How many people are on your team?

State the names of at least 2 other people involved in the business on a day-to-day basis and indicate their roles.

How long has the team been working together?

Provide the address of each of the people whose names you have provided

Indicate their educational qualifications.

Please indicate additionally their: address, date of birth, mobile phone number.

PROBLEM

Briefly describe the problem your product/service addresses.

How has the Covid -19 pandemic affected this problem?

PRODUCT - MARKET FIT

What specific product or service are you offering?

Which people are your immediate target market?

What is the exact size of this market - both in terms of purchasing power and population?

PRODUCT DEVELOPMENT

Where do you source the (raw) materials for your product?

What are the risks involved in sourcing your materials?

Describe the stages of developing the product.

What are the risks involved? How do you address those risks?

Where will you sell your products or service?

How will you reach your customers?

SUPPLY CHAIN AND RISK MANGEMENT

Where do you source the (raw) materials for your product?

What are the risks involved in sourcing your materials?

Describe the stages of developing the product.

What are the risks involved? How do you address those risks?

Where will you sell your products or service?

How will you reach your customers?

Where do you source the (raw) materials for your product?
What are the risks involved in sourcing your materials?
How has the covid-19 pandemic affected the supply chain in this sector and how do you intend to deal with it?
Describe the stages of developing the product.
What are the risks involved? How do you address those risks?
Where will you sell your products or service?
How will you reach your customers?

MARKETING

What are your monthly sales and revenue projections for the first 18 months of the business?
What is your assessment of the industry?
What is your assessment of the market and competition?
What makes your product, service or business stand out?
What is your value proposition? What unique value or benefit do your Customers gain from purchasing your product or Service
What are your monthly revenue projections for the first 18 months of the business?
What is your assessment of the industry?
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What makes your product or service, or business stand out?
What is your value proposition? What unique value or benefit do your Customers gain from purchasing your product or Service
How do you intend to grow your market share or volume of sales over the first 36 months?
What markets are you targeting beyond your immediate market?
What is the long-term goal of your business?

FINANCE

Use the model in the relevant sheet to provide data on the value of your business?
Upload detailed annual budgets for the next three years i.e. 2021 to 2022
Please upload financial reports for the previous three years of operation

PERSONNEL

For each of the people listed in the first part, provide the following information:
Do you have experience running a business?
What is your work experience? Please state EVERY job you have held and describe your role/accomplishments. Include even short-term, non-paying, and informal jobs like selling food items in a market or hawking on the streets.
Describe any other experiences of responsibility. You may include even responsibilities in family that you are comfortable sharing.
How long is your experience in the sector of your business?
State any important skills you have that you think is relevant for your role on the team -
Welding, Carpentry, Events planning, Computer Skills, Finance Skills, Sales Skill, Public speaking, Film making, Radio DJ, medical equipment handling, athlete ...