

Deloitte Accelerator for Social Innovation Application Form

Applicant Information

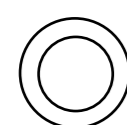
- Please refer to the guidance for each question and the glossary when completing the application.
- It is compulsory to complete all sections of the application form. Please note incomplete answers will deem your application invalid and you may be removed from the application process.
- Please ensure you keep your answers brief and succinct and make sure you keep to the word count. Please include only the most relevant information and use bullet points where possible.
- If you have any questions, please email dtmecr@deloitte.com

Application Requirements

In addition to this application form, you are also required to submit:

- A copy of your audited financial statements for the last 2 years (in pdf). Please save your file as **[nameofyourorganization] financial information and [financial year]**.
- A copy of your Commercial Certificate (if business) or Certificate of Notification (if NGO/association)

Please email your (1) completed application; (2) copy of your audited financial statements for the last 2 years (in pdf); and (3) copy of your Commercial Certificate or Certificate of Notification to dtmecr@deloitte.com . Please save your file as **[nameofyourorganization] application.**



**PLEASE TICK HERE TO CONFIRM THAT YOU HAVE READ AND ACCEPTED THE TERMS AND CONDITIONS OF THE PROGRAM
(T&Cs can be found as an appendix to this form)**

Name: _____ Date: _____ Signature (handwritten): _____

Applicant details

Applicant name:

Note: we will only accept applicants from individuals within the senior management team

Applicant position within organization:

Applicant contact details:

Telephone number:

Email address:

Country of residency:

Nationality:

How did you hear about DASI?

- Ashoka
- Facebook
- Instagram
- Twitter
- LinkedIn
- Online ad
- Email announcement
- Word of mouth
- Other (please specify)

Competition category

Choose one of the below categories

Category A A social enterprise that meets the DASI applicant criteria **including** the criterion on women founders owning at least %80 of shares of the enterprise.

Category B A social enterprise that meets the DASI applicant criteria **excluding** the criterion on women founders owning at least %80 of shares of the enterprise.

Your choice:

Category A

Category B

Founders and leadership team

<p>Name(s) of founder(s): <i>(Name, age, gender, nationality)</i></p>	
<p>Leadership team (if different than founders)</p> <p>Include name, gender, age, position within organization, and contact details</p>	<p>Name: Gender: Age: Position: Contact details: LinkedIn/website:</p> <p>Name: Gender: Age: Position: Contact details: LinkedIn/website:</p> <p>Name: Gender: Age: Position: Contact details: LinkedIn/website:</p> <p>Name: Gender: Age: Position: Contact details: LinkedIn/website:</p>
<p>Full names of anyone holding shares/ interest in organization:</p>	

General organization information

Registered name of organization:															
Trading name (if different from above):															
Any other trading names in the past 5 years?															
Link to website:															
Country of registration:	<input type="radio"/> Bahrain <input type="radio"/> Iraq <input type="radio"/> Lebanon <input type="radio"/> Palestinian territories <input type="radio"/> United Arab Emirates <input type="radio"/> Cyprus <input type="radio"/> Jordan <input type="radio"/> Libya <input type="radio"/> Qatar <input type="radio"/> Egypt <input type="radio"/> Kuwait <input type="radio"/> Oman <input type="radio"/> Saudi Arabia <input type="radio"/> Other (specify)														
Organization physical & postal addresses:															
Legal structure of organization:	<p>Please select one of the options below:</p> <table border="0"> <tr> <td><input type="radio"/> Social enterprise/business</td> <td><input type="radio"/> General partnership</td> </tr> <tr> <td><input type="radio"/> Non-government organization (NGO)</td> <td><input type="radio"/> Civil partnership</td> </tr> <tr> <td><input type="radio"/> Association</td> <td><input type="radio"/> Company limited by shares</td> </tr> <tr> <td><input type="radio"/> Sole proprietorship</td> <td><input type="radio"/> Professional practice</td> </tr> <tr> <td><input type="radio"/> Limited liability company</td> <td><input type="radio"/> Private company</td> </tr> <tr> <td><input type="radio"/> Limited liability partnership</td> <td><input type="radio"/> Joint-stock company</td> </tr> <tr> <td><input type="radio"/> Other (specify)</td> <td></td> </tr> </table>	<input type="radio"/> Social enterprise/business	<input type="radio"/> General partnership	<input type="radio"/> Non-government organization (NGO)	<input type="radio"/> Civil partnership	<input type="radio"/> Association	<input type="radio"/> Company limited by shares	<input type="radio"/> Sole proprietorship	<input type="radio"/> Professional practice	<input type="radio"/> Limited liability company	<input type="radio"/> Private company	<input type="radio"/> Limited liability partnership	<input type="radio"/> Joint-stock company	<input type="radio"/> Other (specify)	
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<input type="radio"/> Other (specify)															

Registered organization number (if applicable):	
Year of registration/incorporation:	

Organization details

Business Sector:	<p>Please choose one of the following sectors (we appreciate your business may cross- sectors however please indicate which one sector you are most strongly connected to)</p> <p> <input type="radio"/> Consumer Business <input type="radio"/> Maintenance & Services <input type="radio"/> Education, Skills and Employment <input type="radio"/> Manufacturing <input type="radio"/> Environment & Sustainability <input type="radio"/> Real Estate <input type="radio"/> Financial Services <input type="radio"/> Technology, Media & Telecommunications <input type="radio"/> Healthcare <input type="radio"/> Hospitality & Tourism <input type="radio"/> Other (specify) </p>
Geographical reach:	<p>Regional operations and / or impact – please select one or more from the following countries:</p> <p> <input type="radio"/> Bahrain <input type="radio"/> Iraq <input type="radio"/> Lebanon <input type="radio"/> Palestinian territories <input type="radio"/> United Arab Emirates <input type="radio"/> Cyprus <input type="radio"/> Jordan <input type="radio"/> Libya <input type="radio"/> Qatar <input type="radio"/> Egypt <input type="radio"/> Kuwait <input type="radio"/> Oman <input type="radio"/> Saudi Arabia <input type="radio"/> Other (specify) </p>

Previous financial year turnover:															
Number of full-time employees at present:															
Number of part-time employees at present:															
Any investment in the past 5 years (grants/loan/competitions etc.) if so what type and how much? (150 words max)															
Categorisation of your main beneficiaries:	<p>Please select <u>a maximum of three</u> of the options below:</p> <table border="0"> <tr> <td><input type="radio"/> <i>Community</i></td> <td><input type="radio"/> <i>Women</i></td> </tr> <tr> <td><input type="radio"/> <i>Disabled</i></td> <td><input type="radio"/> <i>Patients</i></td> </tr> <tr> <td><input type="radio"/> <i>Disadvantaged/vulnerable</i></td> <td><input type="radio"/> <i>Unemployed</i></td> </tr> <tr> <td><input type="radio"/> <i>Elderly</i></td> <td><input type="radio"/> <i>Young People</i></td> </tr> <tr> <td><input type="radio"/> <i>Environment</i></td> <td><input type="radio"/> <i>Refugees</i></td> </tr> <tr> <td><input type="radio"/> <i>Homeless</i></td> <td><input type="radio"/> <i>Ex-Offenders</i></td> </tr> <tr> <td><input type="radio"/> <i>Other (specify)</i></td> <td></td> </tr> </table>	<input type="radio"/> <i>Community</i>	<input type="radio"/> <i>Women</i>	<input type="radio"/> <i>Disabled</i>	<input type="radio"/> <i>Patients</i>	<input type="radio"/> <i>Disadvantaged/vulnerable</i>	<input type="radio"/> <i>Unemployed</i>	<input type="radio"/> <i>Elderly</i>	<input type="radio"/> <i>Young People</i>	<input type="radio"/> <i>Environment</i>	<input type="radio"/> <i>Refugees</i>	<input type="radio"/> <i>Homeless</i>	<input type="radio"/> <i>Ex-Offenders</i>	<input type="radio"/> <i>Other (specify)</i>	
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Your Business

Question	Guidance	Your Organization
1. Elevator pitch (70 words max)	<p><i>Tell us in no more than two sentences what you do.</i></p> <p><i>“We provide (x product or service) for (x target customers) and as a result (x benefits) happen.”</i></p>	
2. What does your organization do in more detail? What is the social/environmental problem that you are finding solution for? (200 words max)	<p><i>You must include</i></p> <ul style="list-style-type: none"> • <i>Product / service</i> • <i>Customers</i> • <i>Source of income</i> • <i>Social impact</i> 	
3. How does your organization make money? (100 words max)	<p><i>Please be specific about where your money comes from and how you continue to generate income.</i></p>	
4. Tell us about your customers and route to market. (200 words max)	<p><i>Who are your key customers for each product or service?</i></p> <p><i>How big is your market of potential customers?</i></p> <p><i>What is the evidence that there are more customers who want your product or service?</i></p> <p><i>What is your competitive advantage over others in this market?</i></p> <p><i>How do you reach your customers – what is your route to market?</i></p>	
5. Who are your main beneficiaries? (100 words max)	<p><i>Please describe your beneficiaries and if possible provide numbers of how many individuals you are currently supporting.</i></p>	

Your Business

<p>6. How are you having a social/environmental impact? (200 words max)</p>	<p><i>What is the social problem you have identified and how and why does the solution you provide effectively address this social problem?</i></p>	
<p>7. Elaborate further on the social/ environmental impact that you have generated over the past 2 years. (200 words max)</p>	<p><i>How do you measure the effectiveness of your intervention?</i></p> <p><i>Please include quantitative and qualitative Information as relevant.</i></p>	
<p>8. Describe your competition. (200 words max)</p>	<p><i>Who are your competitors and what are their strengths and weaknesses? What is your competitive advantage and what makes you unique? Please consider different types of organizations (public services, businesses and charities) that you might be competing against.</i></p>	
<p>9. What have been your biggest business achievements over the last 2 years? (200 words max)</p>	<p><i>Tell us about any major contracts you have won, investment raised, partnerships, growth in customers or new projects.</i></p>	
<p>10. What are your social targets over the next 18-12 months? (200 words max)</p>	<p><i>State your social targets (number of positively impacted individuals) within a given timeframe and how this compares with previous performance e.g. increase the number of young people securing full time employment by 50% to 100% per year, by the end of 2022.</i></p>	

Your Business

<p>11. What are your business goals over the next 12-18 months? (150 words max)</p>	<p><i>How do you intend to grow, scale or develop your business in order to achieve the social targets given above?</i></p>	
<p>12. What percentage of your income in the last two years was based on grants or other non-sales income sources? (100 words max)</p>	<p><i>Please give a percentage and further explanation about the nature of your non-sales income.</i></p>	
<p>13. How do you see the percentage of income from grants and other non-sales income changing in the future? (150 words max)</p>	<p><i>If you are reliant on grants and non-sales income, do you intend to change this, to what new model and how?</i></p>	
<p>14. Describe your leadership team. (300 words max)</p>	<p><i>What inspired the founders to launch the social enterprise? What were the previous roles of the core leadership team, including industry and function? How long have the core leadership team been working in the social enterprise sector? What skills and experience do the core leadership team have which make your venture successful?</i></p>	

Financial Overview and Forecast (in US\$)

	FY 2019	FY 2020	FY 2021	FY 2022 (EST)	FY 2023 (EST)	FY 2024 (EST)
Turnover						
Revenues						
Grants						
Donations						
Other (specify)						
<i>Total Turnover</i>						
Expenditures						
Variable costs						
Fixed costs						
<i>Total costs</i>						
Profit / Loss						

Please provide an explanation of these forecasts (Max 100 words):

Working with Deloitte

Question	Guidance	Your Organization
Describe your plan to grow. (300 words)	<p><i>Describe your long-term business goals and vision for your organization? In addition to formulating your vision, please try to quantify your business goals.</i></p>	
What support are you currently receiving from other organizations? (100 words)	<p><i>Provide information about any other accelerator or support programs you are currently participating in.</i></p>	
What support would you like from Deloitte to support growth plans. (400 words)	<p><i>What are your biggest challenges to growth?</i></p> <p><i>How can Deloitte support you to overcome those challenges (PLEASE BE SPECIFIC)? (e.g. strategy support, business planning, organizational structure, customer analysis, valuation, financial modelling, operational evaluation, etc). Refer to www.deloitte.com for further information.</i></p>	

Definitions

Audited financial statements	Audited financial statements including: income statement, balance sheet, and cash flow statement.
Benefactor	The person providing the help / assistance / support to another person
Beneficiary	The person receiving the benefit of the product or service of the organization
Customer	The person paying for the product or service of the organization
Revenue/ Turnover	Income achieved by sell of products and/or services during a year's time
Revenue growth rate	This can be calculated as: $= \frac{\text{this year's revenue} - \text{last year's revenue}}{\text{last year's revenue}}$
Operating margin	Calculated as: operating margin = operating income / revenue, where operating income is the profit a business generates from its operations; i.e. revenue - operating expenses (e.g. materials, staff costs etc.)
Fixed costs	A cost that remains constant regardless of any change in a company's activity e.g. Rent of an office
Variable costs	A cost that changes in proportion to a change in a company's activity e.g. Raw materials for manufacturing
Deloitte's support	<p>Deloitte will offer the following support to the winning organizations:</p> <ul style="list-style-type: none"> • Equity-free advisory services: Two winning social enterprises - one from each competition category - will receive customized advisory services from Deloitte of value up to USD 50,000 each, based on need. Deloitte will not take equity in return to its services. • Mentorship and skills-development: Each winning organization will be matched with an Ashoka Fellow mentor to provide support and mentoring during the acceleration period. • Networking and knowledge sharing: The winning organizations will get access to networking opportunities/events and access to Deloitte's wide network as relevant and appropriate. • Regional and international exposure: The winning organizations will receive exposure opportunities through engagement in the program. This will include exposure of their organization and/or service or product as part of the communications and public relations campaigns that will be run by Deloitte.

Deloitte Accelerator for Social Innovation

Terms and Conditions of Entry

The 'Deloitte Accelerator for Social Innovation' is an accelerator for social enterprises comprised of a competition and a support pack of equity-free advisory services, networking opportunities, mentorship and skills-development ("the program").

Please read these terms and conditions ("the Terms") carefully before deciding whether you would like to enter your business into the program. All references to "you" in these Terms refer to you and your business, as appropriate. By entering the program, you agree to these Terms.

This program is run and managed by Deloitte and Touche (M.E.) ("Deloitte").

CONDITIONS OF ENTRY

1. Details of applicant criteria are available at www.deloitte.com/dasi
2. Entries that are incomplete, illegible or indecipherable will not be valid and shall be deemed void.
3. No responsibility can be accepted for entries lost, damaged or delayed due to a computer error in transit.
4. By entering, you hereby warrant that all information submitted by you in the application is true, accurate and complete. Deloitte reserves the right to verify any information contained in your application and/or your eligibility to enter.

ENTERING THE PROGRAM

5. Details of the process are available at www.deloitte.com/dasi

SUCCESSFUL ENTRIES

6. Deloitte shall act in its absolute discretion when deciding which entries are successful and Deloitte's decision is final.
7. Deloitte reserves the right in its sole discretion not to choose winners for the program.
8. There is no cash or credit alternative or any modifications to the support to be offered.
9. If you win, Deloitte will notify you and the support will be awarded to you subject to you agreeing to additional documents and to Deloitte's terms and conditions of engagement. These terms will be notified to the winning party at the time and must be received fully executed within seven (7) days of Deloitte's request or the winning party may be disqualified.
10. The support is awarded to you and your business. You have no right to transfer or re-sell this to any third party.
11. Deloitte reserves the right to substitute or remove any part of the support should this become unavailable for any reason.
12. Deloitte reserves the right, at any time and for any reason whatsoever to disqualify you from the program, such as but not limited to, if you fail to comply with these Terms, if it is determined that you have failed to execute and return any required documents within the specified time period, or if you have made false statements in any document required by Deloitte. If a winner is disqualified for any reason, at Deloitte's discretion, another participant may be declared the alternate winner.

PRIVACY NOTICE

13.1. Your personal data collected via the application form will only be used for the purpose of the program. By entering this program, you expressly acknowledge Deloitte's process of your personal data in accordance with this Privacy Notice and applicable data protection law.

- 13.2. Deloitte will use your personal data to administer the program, for example: evaluating your business, awarding the support, promoting and advertising the program (including use of information in printed and online publications, editorial and PR activities, on internal and external communications).
- 13.3. You acknowledge that the information supplied by you to Deloitte for the program may be disclosed to and used by Deloitte's personnel and selected third- party partner organizations and/or published in the publications determined by Deloitte, subject to compliance with applicable data protection legislation.
- 13.4. In addition to the main purposes describe above, by ticking the relevant box below, you expressly acknowledge and specifically consent to Deloitte's collection, use of and right to reproduce and publish photographs, images, and any videos and other audio-visual or written material depicting you in relation to this program, for the sole purpose of promoting the program in different material and channels as well as announcing the winners.

I consent

I do not consent

You have the right to withdraw your consent at any time. The withdrawal of consent shall not affect the lawfulness of processing based on consent before its withdrawal.

- 13.5. Any confidential and personal information to be provided will not be shared with third parties.
- 13.6. All information will be hosted on Deloitte systems with appropriate security measures and safeguards.
- 13.7. Information will be deleted/destroyed 3 months after the completion of the competition and the announcement of the winner.
- 13.8. Please visit this website to learn more about the firm's data protection stance.

OTHER

14. By providing the required information including but not limited to personal data through this application form you confirm that you have already obtained the necessary authorization and/or consent from your organizations' management if and where applicable.
15. You must own, or have permission to use, all the intellectual property rights in any materials that you submit for the program including any data regarding you employees and/or clients. Deloitte accepts no liability in this regard whatsoever and reserves the right to take such action as it requires to properly protect its position in respect of any claim or potential claim from any third party in respect that third party's intellectual property rights.
16. If you are provided with any confidential information by Deloitte relating to the program or Deloitte or any member of Deloitte's group of companies, you shall keep such confidential information secret and not disclose it to any third-party, unless such disclosure: (i) is required by law; or (ii) is subject to Deloitte's prior written approval and then only subject to the terms of such approval.
17. You may not use Deloitte's name, logo or trademark or any other intellectual property rights of Deloitte or any member of Deloitte's group of companies without Deloitte's prior consent in each case and then only in accordance with the directions and standards notified by Deloitte at that time.

18. These Terms shall take precedence to all other information about the program.
19. Deloitte reserves the right to amend these Terms without notice at any time.
20. You agree to enter this program at your own risk. To the maximum extent permitted by law, Deloitte excludes all liability to you, your personnel and any third party and Deloitte shall not be liable to you, your personnel and any third party for any direct, indirect, special, consequential: (i) losses; (ii) liabilities; (iii) damages, and/or fines, costs and expenses arising out of or in connection with the program whether in contract, tort, statute or otherwise.
21. Deloitte is not responsible for any incorrect or inaccurate information, whether caused by site users, tampering, hacking, or by any equipment or programming associated with or utilized in the program and also for injury or damage to participant's or to any other person's computer related to or resulting from participating in this program or downloading materials from or use of the Website. Persons who tamper with or abuse any aspect of the program, Website, as solely determined by Deloitte, will be disqualified.
22. Deloitte will have no liability whatsoever for, and shall be held harmless by participants against, any liability for any injuries, losses or damages of any kind, including death, to persons, or property resulting in whole or in part, directly or indirectly, from acceptance, possession, misuse or use of the support or participation in the program.
23. The Terms and any dispute or claim arising out of or in connection with them or their subject matter, existence, negotiation, validity, termination or enforceability (including non-contractual disputes or claims) shall be brought to a court of competent jurisdiction in Lebanon and subject to the Lebanese laws.
24. If you have any questions about these Terms, please email dtmecr@deloitte.com.

This publication has been written in general terms and therefore cannot be relied on to cover specific situations; application of the principles set out will depend upon the particular circumstances involved and we recommend that you obtain professional advice before acting or refraining from acting on any of the contents of this publication.

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DME provides audit and assurance, consulting, financial advisory, risk advisory and tax, services through 27 offices in 15 countries with more than 5,000 partners, directors and staff.

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