



Social Entrepreneur of the Year 2022

This information will be treated confidentially and used only for the purpose of evaluation for the Schwab Foundation network.

General Applicant Info

- Applicant Name:
 - Applicant Position:
 - Is this your fulltime position : Yes No
 - Nationality:
 - Birth Date (DD/MM/YY):
 - Telephone:
 - Mobile Phone:
 - E-mail Address:
 - Personal Assistant's E-mail Address:
 - Languages:
 - Social Enterprise Name:
 - Year Established:
 - HQ Office country:
 - Regions of operations: MENA, North America, Latin America, Asia, Europe
 - Countries of operations Offices (City, Country):
 - Website:
 - Sectors
-
- Are you a
 - For profit
 - Non profit
 - Hybrid non profit

PHOTO

Attachments

The following documents must be submitted along with the application form:

- An updated copy of the applicant's CV or resume or **LinkedIn**
- Financial statements (income statements and balance sheets) for the last 3 years
- A copy of the most recent annual report
- Any available 3rd party evaluation of your organization
- An organization chart or staffing chart with reporting lines
- Links to videos of recent public talks you have given, or current articles or blogs you may have written
- E-mail addresses of two references. Indicate their name, title, and organization, as well as a brief one-line description of the nature of your professional relationship (ideally your references can testify directly to your organization's activities and impact, so a funder, government partner, or third party expert would be ideal).

Background: The Social Problem and Your Solution

The Need

- 1) What is the social or environmental problem that your organization is solving? Who is your primary target group? Wherever possible, include detailed information such as statistics, figures, and facts.

Solution

- 2) What is your solution and how is it creating change?

- 3) What are your primary revenue streams and service delivery/ product distribution channels?

- 4) What is unique about your solution/approach to address the problem? Why it's more effective than traditional responses?

- 5) Who else are they key players/organizations in addressing this challenge/problem?

- 6) Is your company leveraging technologies to create communicate or deliver its product/service?

Yes

No

If yes, which technologies and please explain in what capacity?

Potential to Scale

- 7) What are your long-term strategic priorities to achieve scale? please include your milestones and expansion plans for the next three years

- 8) What are your biggest challenges to achieve the scale you desire? How are you addressing them?

Demonstrable Impact

- 9) What is the total number of customers/direct beneficiaries you impacted since inception?

- 10) How has your product/service improved the lives of your direct customers/beneficiaries?

- 11) Please provide us with past and projected **annual** impact data on the grid below. Please enter only numbers. Do not include commas or any other text, for example

PS: If your organization was launched less than three ago, please put 0 in the non-applicable fields

	2019 (Actual)	2020 (Actual)	2021 (Estimate)	2022 (Projection)
Number Direct Beneficiaries/customers				
Number Full Time Paid Employees				
Part time employees				
Volunteers				

12) What Methodology, tools, and metrics you are using to collect data and measure impact (tracking sales, anonymous surveys, third party evaluations, etc.)?

Financials

13) Please fill the following financial snapshot enter only numbers. Do not include commas, or any other text. PS: If your organization was launched less than three ago, please put 0 in the non-applicable fields

Currency (INR)	2019 (Actual)	2020 (Actual)	2021 (Estimate)	2022 (Projection)
Earned Income				
Grants				
Government Support				
Total Revenue				
Total Costs				
Profit (Loss)				
Current Assets				
Current Liabilities				
Total Assets				
Debt				
Equity				

14) Was your company profitable in calendar year 2021? (Only for profit social enterprises to answer)

Yes
No
Breakeven

Market Based Question

15) What percentage of your total revenue in 2021 was earned business income (revenue earned from fees charged/sales to customers/beneficiaries)?

- 0%
- 1-20%
- 21-60%
- 61%-99%
- 100%

16) What is your primary source of capital/funding? *Select up to Three*

- Profits
- Equity Investment
- Debt
- Philanthropy (grants, awards , donations)
- Crowdfunding
- Others

Strategic Collaborators/ Market based

17) Please describe the nature of any strategic partnerships you have (beyond purely funding relationships). Explain in how each partnership contributes to your organization's operations, scalability or social impact (i.e. companies, government, international organizations, NGOs, academic institutions, foundations, etc.).

Information on the Candidate Organization: Governance and Management

18) Please list your core/senior management team and their respective positions (i.e. top 3-4 staff).

19) Who are your top three financial supporters or investors and what percentage of your grants or equity do they each constitute?

Response on the pandemic COVID19: Organization's Action on current situation

20) How has the crisis affected your business, staff, and beneficiaries?

21) How have you had to adapt to continue to service the communities you work in? (here you can mention that it has ramped up as a result!)

22) Will you have adjust your business model as a result of this crisis?

Information on the Candidate: The Individual/Candidate as Ambassador

23) Please list the most recent recognition/ prizes you and/or your organization have been awarded.

24) What value would you bring to the Schwab foundations social innovation community? What would you hope to gain?

25) Which of the following forum system initiative is you work most closely aligned with?

<https://www.weforum.org/system-initiatives/>