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**Request for Expressions of Interest**

**2nd SESA Call for Entrepreneurs 2023**

**“Replication & Scale-up Call”**

Thank you for your interest in applying for this call. Please note that applicants must meet the minimum requirements and must provide all mandatory documents as outlined in the Application Guidelines. Please complete this form in its entirety by entering your answers on the right side of the table. SESA retains the right to disqualify incomplete applications.

Your personal data will be processed in accordance with the provisions of the General Data Protection Regulation (GDPR), the Federal Data Protection Act (Bundesdatenschutzgesetz, BDSG) and other relevant data protection regulations. We process your data, some of which may be personal, solely for the purpose of carrying out the selection process within the framework of the SESA project.

**Please read the SESA data protection regulations to be found on the SESA website carefully before submitting your application.** By submitting your application, you have given us consent to process personal data. You can revoke consent at any time with effect for the future.

Siemens Stiftung on behalf of the SESA project will contact you by e-mail in case your venture has been selected for the final interviews. Please provide the contact details that you want to use for official communications below:

|  |  |
| --- | --- |
| Company name |  |
| Contact person name |  |
| Contact person e-mail |  |
| Country | Wählen Sie ein Element aus. |

**COMPANY INFORMATION**

|  |  |
| --- | --- |
|  |  |
| Name  Full legal/registered name |  |
| Legal status |  |
| Headquarter location |  |
| Office location(s) |  |
| Website |  |
| Year company was founded |  |
| No of employees | |  |  |  | | --- | --- | --- | | 2020 | 2021 | 2022 | |  |  |  | |
| Full names of all shareholders |  |
| Elevator pitch  (1 sentence) |  |

**MANAGEMENT TEAM**

|  |  |
| --- | --- |
| Please list your management team below (add more rows if needed): | |
| Management Team Member #1  Name & Surname + Role + Nationality + Short bio |  |
| Management Team Member #2  Name & Surname + Role + Nationality + Short bio |  |
| Management Team Member #3  Name & Surname + Role + Nationality + Short bio |  |

**FINANCIAL INFORMATION**

|  |  |
| --- | --- |
|  |  |
|  | |
| Total No. of Customers |  |
| No. of customers on an annual basis | |  |  |  | | --- | --- | --- | | 2020 | 2021 | 2022 | |  |  |  | |
| Total revenues  (Calculated on annual basis) | |  |  |  | | --- | --- | --- | | 2020 | 2021 | 2022 | |  |  |  | |
| Annual operating costs  (Calculated on annual basis) | |  |  |  | | --- | --- | --- | | 2020 | 2021 | 2022 | |  |  |  | |
| How much capital (if any) has your business raised to date?  Capital refers to all kinds of loans, grants, equity, and other forms of funding |  |

**BUSINESS MODEL**

|  |  |
| --- | --- |
|  |  |
|  | |
| Please describe the proposed technology/service.  Include technical specifications and pictures (pictures should be send as attachments) |  |
| Please describe key elements of your business model.  Include information on  1) pricing of your product/service,  2) your revenue model  3) your distribution/marketing channels  4) your key partners |  |
| Please describe customers and the size of your target market.  Include information on  1) urban/rural  2) income bracket, and  3) socioeconomic background |  |
| Please describe how communities can benefit from the proposed technology/service? |  |
| Who are your main competitors?  What sets you apart from them? |  |
| What is currently your biggest growth barrier and how are you planning to address it? |  |
| Please describe your scale up plans. |  |

**SOCIAL & ENVIRONMENTAL IMPACT**

|  |  |
| --- | --- |
|  |  |
|  | |
| What is the main social and/or environmental problem in your country that your business is trying to solve? |  |
| How do you measure the above mentioned social and/or environmental impact of your business?  Please provide both qualitative and quantitative key performance indicators (KPIs) |  |
| Please describe potential risks and risk mitigation measures |  |

**GENDER LENS**

|  |  |
| --- | --- |
|  | |
| What is the % of female representation in leadership positions? (C-Level) |  |
| Gender of CEO |  |
| How do you intend to promote the participation of women in your business? |  |

**PROJECT PROPOSAL**

|  |  |
| --- | --- |
|  | |
| Please outline your replication project proposal.  Include exact locations, number of customers/communities, and technologies/services being implemented |  |
| Please briefly describe your company’s experience with sustainable energy solutions by referring to past examples. |  |
| How does the participation in the SESA “Replication & Scale-up Call” fit into your company’s strategy? |  |
| How will you ensure a sustainable continuation of the proposed activities after the SESA project ends? |  |

**ACTIVITY TIMELINE**

Please add a list of activities and mark the months (in blue) in which the activities will take place.

Please provide three measurable key milestones as progress indicators.

*Please note: The project outlined in the application is scheduled to commence latest 15th of October 2023 and last no longer than 15 months until January 2025.*

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Month** | **1** | **2** | **3** | **4** | **5** | **6** | **7** | **9** | **10** | **11** | **12** | **13** | **14** | **15** |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Activity** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| **Milestone 1:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Milestone 2:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| **Milestone 3:** |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

**BUDGET**

Please provide an overview on how you will spend the funds. Kindly note that the budget should be in EURO and include VAT (if your company does not have a VAT exemption).

Feel free to add additional rows if further categories are needed.

|  |  |  |  |
| --- | --- | --- | --- |
| **Cost Categories** | **Costs per Year 2023** | **Costs per Year 2024** | **Comments** |
| **Staff Costs** | 0,0 Euro | 0,0 Euro |  |
| **Material Costs** | 0,0 Euro | 0,0 Euro |  |
| **R&D** | 0,0 Euro | 0,0 Euro |  |
| **Other Costs** | 0,0 Euro | 0,0 Euro |  |
| **…** | 0,0 Euro | 0,0 Euro |  |
| **….** | 0,0 Euro | 0,0 Euro |  |
| **Total** | 0,0 Euro | 0,0 Euro |  |