

ILF FOR EDUCATION APPLICATION FORM

Context: This application form is aimed at impact organizations within the education sector and contributing to improving the access and quality of basic education of children and youth. It is part of the [Impact-Linked Fund](#) for Education implemented by [iGravity](#) and [Roots of Impact](#), in collaboration with the Swiss Agency for Development and Cooperation (SDC) and the Jacobs Foundation.

Impact organizations will receive Social Impact Incentives (SIINC), Impact-Linked Loans or Impact-Linked Payments. More information can be found at the following links:

- [ILF for Education leaflet](#) (application criteria and more details on financing instruments)
- [FAQ](#)
- [About SIINC](#)
- [SIINC explanation video](#)
- [SIINC success stories](#)

THE DEADLINE FOR APPLICATION IS SEPTEMBER 23RD, 2022 AT 8PM (CET). PLEASE WRITE TO IMPACT.VENTURES@IGRAVITY.NET, SHOULD YOU HAVE ANY FURTHER QUESTIONS.

Important note: By submitting your application, you automatically authorize iGravity and Roots of Impact to process your data. For more information, please read our [Data Protection Policy](#).

PLEASE ENTER THE INFORMATION BELOW:

Organization's name:		Organization's website:	
Applicant's name:		Applicant's title:	
Email address:		Founding year:	
Headquarter	Global country list	Active in (please click all relevant)	Ivory Coast, Ghana, Benin, Burkina Faso, Chad, Mali, Niger, Egypt, Jordan, Lebanon, Tunisia and the Occupied Palestinian Territory, others (please specify).
Legal form: (drop-down)	Individual or Sole Proprietorship, Private Limited Company, Public Listed Company, Non-profit	One sentence company description:	

IMPACT

2. WHAT IS THE PROBLEM YOUR ORGANIZATION IS TRYING TO SOLVE? (MAX 1000 CHARACTERS)

3. HOW IS YOUR ORGANIZATION PROVIDING A SOLUTION TO THE PROBLEM YOU MENTIONED? (MAX 1000 CHARACTERS)

4. WHAT IMPACT (OUTPUTS AND/OR OUTCOMES) DOES YOUR ORGANIZATION CREATE? PLEASE OUTLINE THE NATURE AND SIZE OF IT (E.G., BY UTILISING OUR PRODUCT / SERVICE, DROPOUT RATES HAVE DECREASED BY 50% IN OVER 500 SCHOOLS)

5. WHAT SORT OF EVIDENCE DO YOU HAVE FOR THE IMPACT YOU CREATE?

	No evidence on the impact created at this point.
	We can describe what we do and why / how it matters (e.g., Theory of Change).
	We have a system to capture data (through automatized data collection, surveys, interviews. etc.) that shows positive change.
	An external entity (e.g., verifier) captured/s the positive impact our organization creates.

6. WHO ARE THE MAIN (END-) USERS OR BENEFICIARIES OF YOUR ORGANIZATION? (E.G., GRADES 1-3 CHILDREN IN RURAL AND URBAN AREAS OF GHANA - MAX 1000 CHARACTERS)

7. WHAT (IF AT ALL) END-USERS OR BENEFICIARIES' INFORMATION DO YOU COLLECT? (YOU CAN SELECT MORE THAN ONE OPTION):

	No information collected
	Gender
	Location of living
	Location of product / service utilisation

	Income
	Age
	Household size
	Time and frequency of product / service utilisation
	Customer satisfaction

Other, please specify:

8. HOW DO YOU COLLECT IT? (YOU CAN SELECT MORE THAN ONE OPTION):

	No information collected
	Automated data collection (i.e., data is automatically collected every time customers utilise the product or service)
	Surveys (i.e., data is gathered by asking a set of structured questions to customers – this can be done in person, online, in writing or over the phone)
	Interviews (i.e., verbal interaction between the researcher and respondents)
	Cohort/panel studies (i.e., repeated interaction with customers via structured surveys over a longer period of time)
	Impact reports (i.e., a report on the difference your solution(s) makes to your customers - a variety of data collection methods can be utilised and it can be done either internally or externally via third parties)

Other, please specify:

9. HOW OFTEN DO YOU COLLECT IT? (YOU CAN SELECT MORE THAN ONE OPTION):

	No information collected
	Annually
	Bi-annually
	Quarterly
	Upon registration
	Every time customers utilise the product or service

Other, please specify:

10. IS THE ORGANIZATION AND/OR ITS PRODUCTS/SERVICES SUBJECT TO ANY SPECIFIC LOCAL ACADEMIC STANDARDS/REGULATIONS, IN LINE WITH COUNTRY-SPECIFIC EDUCATION REGULATIONS (E.G., OFFICIAL ACADEMICAL CURRICULUM, ETC.):

	Yes (please specify)
	No

11. HAS THE ORGANIZATION OR ITS PRODUCTS/SERVICES RECEIVED FORMAL RECOGNITION BY LOCAL EDUCATIONAL AUTHORITIES?

	Yes, formal recognition has already been received
	Yes, in the process to be formally recognized
	No, but planning to start the process to be formally recognized
	No, and not planning to obtain formal recognition

12. WHO ARE THE PAYING CUSTOMERS OR CLIENTS OF THE COMPANY'S PRODUCT/SERVICE? (EX: LOCAL GOVERNMENTS / PARENTS OF PRIMARY SCHOOL STUDENTS - MAX 1000 CHARACTERS)

13. PLEASE DESCRIBE THE ORGANIZATION'S BUSINESS MODEL (E.G., PRODUCT(S), (AFTER-SALES) SERVICE(S), SALES AND DISTRIBUTION MODEL, TARGET MARKET ETC. - MAX 1000 CHARACTERS)

14. WHAT IS THE ORGANIZATION'S REVENUE MODEL? (YOU CAN SELECT MULTIPLE ANSWERS)

	Direct sales/markup (The organization earns money by selling goods at a price above the costs involved in producing/providing it.)
	Subscription (The organization has a recurring revenue strategy, with customers paying a pre-determined periodic cost, usually month to month.)
	Rent/Lease (The organization receives recurring (rent) or one-time (lease) payments for temporary use of a physical asset.)
	Fee-for-service (Customers pay the organization for the type and/or the times the service is provided, i.e., pay-as-you-go or pay-per-usage.)
	Donations (The organization provides products and services free of cost (or highly subsidized) and rely on donations, whether by the customers or external entities.)
	Other (please specify)

15. PLEASE ELABORATE ON THE REVENUE MODEL (E.G., EARNING FEES FROM THE TEACHER TRAINING PROGRAMS AND COURSES - MAX 200 WORDS)

16. HAS THE ORGANIZATION RECEIVED SUPPORT FROM PHILANTHROPIC AND/OR INTERNATIONAL COOPERATION ORGANIZATIONS IN THE EDUCATION SPACE (SUCH AS THE JACOBS FOUNDATION, THE SWISS AGENCY FOR DEVELOPMENT AND COOPERATION, OR OTHERS)? IF YES, PLEASE INDICATE WHAT TYPE OF SUPPORT IT RECEIVED AND WHEN.

17. WHAT IS THE STAGE OF DEVELOPMENT OF THE ORGANIZATION?

	Formation (The organization is in the midst of defining the mission and vision with initial strategy and key milestones for the next few years.)
	Validation (The organization has a first product or service version in place and is iterating and testing assumptions to demonstrate initial user growth and/or revenue. It is considering or starting to attract additional resources.)
	Scaling (The organization is focusing on measurable growth in users and revenues and/or market traction. It is considering or has already attracted significant funding. The organization can and wants to grow.)
	Establishing (The organization has achieved significant growth and can attract financial and human resources without significant problems. It wants to continue growing and is considering expanding to other markets or products/services.)
	Other (please specify)

18. HOW IS THE ORGANIZATION PLANNING TO SCALE/GROW IN THE NEXT 3-5 YEARS? INCLUDE ANY RELEVANT INFORMATION ON HOW IT PLANS TO ACHIEVE SUSTAINABILITY/PROFITABILITY:

19. WHAT WERE ITS REVENUES AND COSTS (IN USD) IN 2019, 2020 AND 2021? YOU CAN USE A CURRENCY CONVERTER EEEE THE ONE FOUND [HERE](#):

Revenues (inc. grants) 2019		Total grants 2019		Total Costs 2019	
Revenues (inc. grants) 2020		Total grants 2020		Total Costs 2020	
Revenues (inc. grants) 2021		Total grants 2021		Total Costs 2021	

20. IS THE ORGANIZATION APPLYING FOR A SIINC (SOCIAL IMPACT INCENTIVES), AN IMPACT-LINKED LOAN, OR AN IMPACT-LINKED PAYMENT? PLEASE TICK THE CORRESPONDING BOX.

Please note that we will try to accommodate candidates' preferences but may decide to propose to the candidate a different instrument, depending on what the facility managers or funding partners see as a better fit for the organization. You can read the main differences between the three instruments [IN THE LEAFLET HERE](#).

<input type="checkbox"/>	SIINC (Social Impact Incentives)
<input type="checkbox"/>	Impact-Linked Loan
<input type="checkbox"/>	Impact-Linked Payment

INVESTMENT

21. ARE YOU PLANNING TO RAISE INVESTMENT (E.G. DEBT, EQUITY, GRANTS ETC.) BY THE FIRST HALF OF 2023?

<input type="checkbox"/>	No, we have never raised investment before, and we are not planning to in the future.
<input type="checkbox"/>	No, we have already raised investment, but for now, are not planning to undertake any follow-on rounds.
<input type="checkbox"/>	Yes, and this is our first-time raising investment.
<input type="checkbox"/>	Yes, and we already have experience raising investment.

21. IF YOU ANSWERED ANYTHING OTHER THAN "NO, WE HAVE NEVER RAISED INVESTMENT BEFORE AND WE ARE NOT PLANNING TO IN THE FUTURE", PLEASE TELL US HOW MUCH YOU ARE PLANNING TO RAISE/HAVE ALREADY RAISED IN USD EQUIVALENT AS WELL AS WHAT TYPE OF INVESTMENT YOU ARE RAISING. YOU CAN USE A CURRENCY CONVERTER LIKE THE ONE FOUND [HERE](#).

Total (past raise):

Total (current raise):

Equity	
Debt	
Mezzanine	
Grants	

Other (please specify e.g. Results-based Finance etc.):

22. AT WHAT STAGE OF THE INVESTMENT RAISE ARE YOU CURRENTLY?

	Not planning on raising
	Preparation
	Investor outreach/ initial engagement
	Soft commitments
	Closing/ hard commitments

23. WHEN DO YOU ENVISION CLOSING THE RAISE?

	Not planning on raising
	Second half of 2022
	First half of 2023
	Second half of 2023
	2024 or beyond

24. IS THERE ANYTHING ELSE YOU WOULD LIKE TO SHARE WITH US?

25. PLEASE ATTACH THE ORGANIZATION'S PRESENTATION OR PITCH DECK.