

Business Development Process

Stage

Process

Tools

Decision

200K
generate income
market proved

OPPORTUNITY ASSESSMENT
with survey and data analysis

template -

- bi-weekly update questions
- monthly report
- short profile
- funding selection criteria

YES/NO

500K
start up
register as
company limited

BUSINESS OPERATIONAL PLAN
with resource analysis, marketing
and sales

template -

- short profile
- long profile
- business plan (power point)
- monthly report/meeting
- social impact assessment
 - questions
 - criteria
- funding selection criteria

YES/NO

**more than
500K**
scale up
scale impact
replication

BUSINESS FINANCIAL PLAN
with assumptions and 5 years
projections

FINAL APPROVAL AND FUNDING

IMPLEMENTATION PLAN
and Assistant

MONITORING RESULTS
progress report

YES/NO