



Educational Workshop Proposal

Proposal





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Context



Project Everest and South Pacific Business Development (SPBD) have been working alongside each other from the 10th of July 2017. Throughout this time Project Everest and SPBD have collectively held workshops for SPBD clients and members in order to educate and enhance their business knowledge. Project Everest have also been providing tailored Business Plans to local business owners and referring SPBD to these individuals for microfinancing.

Past Relationship

In the past, Project Everest has held workshops at the SPBD Sigatoka Branch for it's clients and members.





Past Relationship



SPBD has signed a Memorandum of Understanding for the following roles and responsibilities between both parties which will be outlined in the following pages of this proposal which will be effective until the 31st of December 2017.





Current Roles And Responsibilities



Project Everest will:

- I. Provide tailored mentoring, assistance and consulting services to SPBD's potential clients.
- II. Refer PE's clients to use SPBD micro-financing services – if qualified according to the policies of SPBD.
- III. Cover its costs while providing services to SPBD members
- IV. Provide a progress report on each SPBD clients assisted, using a format agreed between the two parties



Current Roles And Responsibilities



South Pacific Business Development will:

- I. Refer clients to Project Everest
- II. Assist Project Everest in their endeavor to provide tailored mentoring services to individuals and businesses in the greater Sigatoka area
- III. Discuss with Project Everest how will the partnership proceed after the Pilot Phase





Our Values

Social Consulting at Project Everest is dedicated to developing sustainable solutions to some of the world's most complex issues by designing and developing lean social enterprises.

Our goal is to assist disadvantaged entrepreneurs in the region to bring their business ideas to life by removing barriers to accessible business advice and realistic financing options.





Our Values



We believe that Social Consultancy will not only empower individuals that we work with but further allow them to empower the local community.





Purpose

We believe that SPBD's goals and values heavily align with the core values of Project Everest. Both Project Everest and SPBD want to reduce the amount of poverty in Fiji through the use of business in order to help empower people to achieve social impact.





Feedback



We received extensive feedback from our July workshops with SPBD that ultimately indicate that they were a success. We found that our way of teaching was well received by the Fijian people along with some further statistics.





Feedback



- **What did you like the most?**

Approximately 26.9% of the clients chose 'The explanation' and 'Teaching style', 23.08% chose 'The topics', 11.54% chose 'How it applied to their business', 7.69% chose 'Sharing ideas'

- **What didn't you like?**

Only 2 of 13 clients struggled with language barriers while the rest found the workshop easy to understand. However we are looking into incorporating Fijians into the running of our workshops to solve any language barriers.





Feedback



- **What did you think about the presentation?**

The majority of clients gave a 'Excellent/Good' review to the presentation.





New Proposal



We aim to run multiple education workshops per month all year round, for the benefit of SPBD and SPBD clients. We wish to collaborate with SPBD to provide a large number of different workshop topics so that SPBD can identify knowledge that incoming loan clients are lacking, and then to place them into the workshop program before receiving a loan.

Project Everest will provide all workshop attendees with a certificate of completion once a workshop has been attended.



New Proposal

Step 1

Clients come to SPBD for a loan. SPBD places client through usual loan criteria assessment and then identifies if client is fit for a loan and what workshop or workshops they would benefit from the most. SPBD then directs client to the selected workshop or workshops.

Step 2

Client attends Project Everest workshop e.g. Business Planning workshop. Upon completion the client receives a certificate of completion.

Step 3

Client brings certificate of completion back to SPBD and receives their loan.

Business continues as normal.





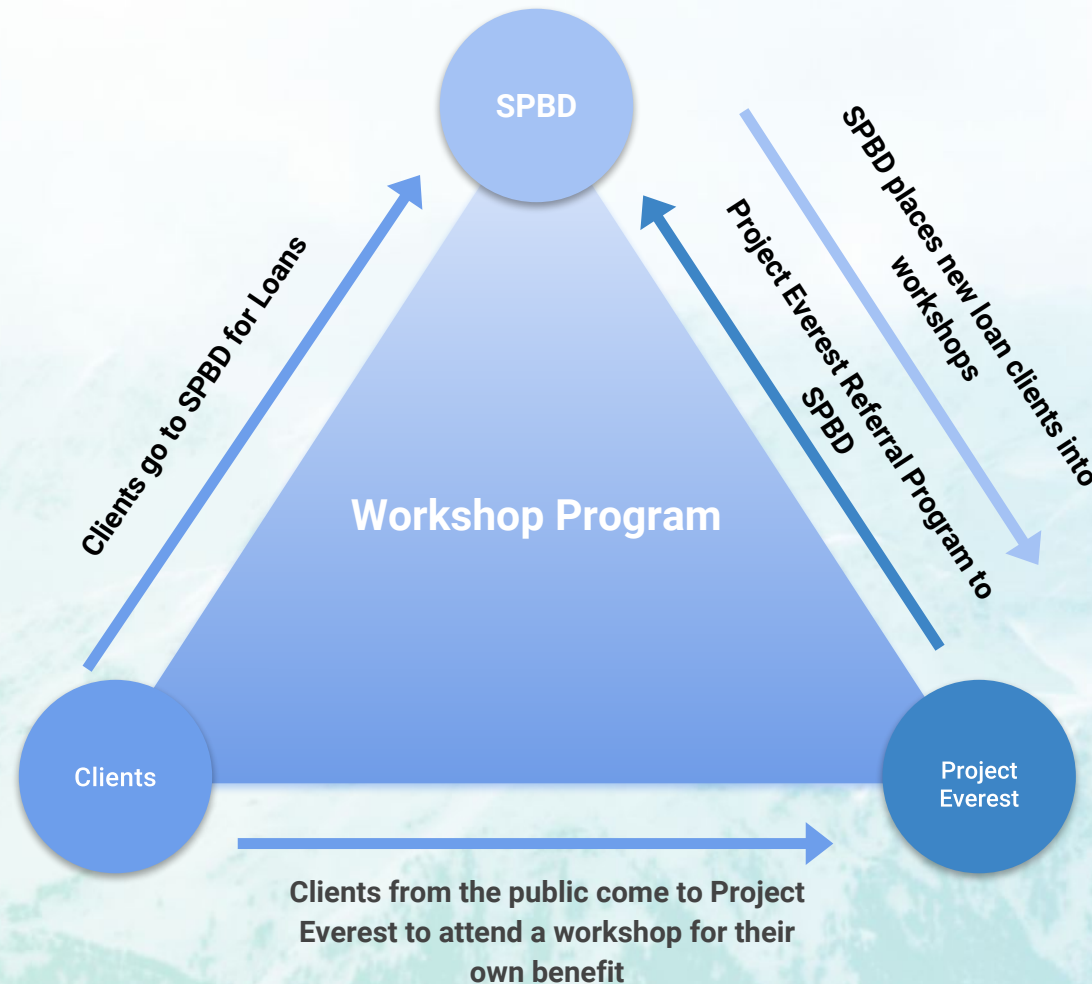
New Proposal



We plan to also leave our workshops open to the public and thus being able to establish a referral program to SPBD when our clients require financing.



New Proposal





Value Proposition



We believe our modules have the potential to decrease default risk, increase re-investment and allow SPBD to take on newly educated clients they wouldn't have before undergoing a workshop.

We also believe our modules will reduce pressure on SPBD to educate clients throughout the loaning process.





Value Proposition

To be specific, we believe that the workshops will be a way for SPBD to give back to the community in ways other than monetary support, but also share knowledge.

If we can educate SPBD clients before attaining their loans they have a better chance of succeeding and thus increase reinvestment rates.





Value Proposition

Organic clients that come to Project Everest workshops through SPBD first will be referred directly to SPBD for any financing needs.

We acknowledge SPBD current provide support and learning to current clients via 1 on 1 meetings and consulting. By running workshops we will be able to help SPBD create efficiency in the support provided by saving time, resources and reaching a larger audience at once.



Moving Forward



Please have a read through the following proposal. Upon approval, a new Memorandum of Understanding will be provided for the following three months Project Everest is in country. Any amendments will be given 30 days to implement into the new Memorandum of Understanding.

If you have any other questions or concerns please feel free to contact the Project Everest Country Operations Leader Jimmy Baysarri on:

Phone: +679 973 8617; +61 4 0555 6384

Email: jimmy.bayssari@projecteverest.ventures





Moving Forward



Project Everest plans to run 3 new Educational Workshop Modules throughout our time in Sigatoka during December 2017. These workshops will run roughly for 2 hours each and involve topics which enhance business knowledge and management.

We plan to continue to have these workshops held with SPBD in order to continue the mutually beneficial relationship.





Moving Forward



Signed for on behalf of Project Everest Pty Ltd

Signature _____

Date _____

Print name _____

Signed for on behalf of South Pacific Business Development Pty Ltd

Signature _____

Date _____

Print name _____





Vinaka

