



1. Application Form

Send your application to saskia@northsouthconsulting.nl and we will contact you as soon as possible.

| Personal contact details | Please submit answer: |
|--------------------------|-----------------------|
| Mr. or Mrs. | |
| Initials | |
| First name | |
| Middle name | |
| Last name | |
| Personal E-mail | |
| Mobile phone number | |
| Private phone number | |

| Organisation contact details | Please submit answer: |
|----------------------------------------------------|-----------------------|
| Name of the organisation | |
| Website address | |
| Address line I | |
| Address line II | |
| City | |
| Country | |
| Your relation to/ position within the organisation | |
| Business telephone number | |
| Business E-mail | |

| Organisation identity | Please submit answer: |
|---------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|
| Legal status | |
| Number of employees | |
| Turnover last year (preferably in Euro) | |
| Profit or loss last year (preferably in Euro) | |
| Sector | <i>Please choose one:</i> Agro producers, processing, handicraft, trade, services, micro finance, or other (explain) |
| Clients | <i>Please choose, multiple answers possible:</i> Workshops/factories, services/hotels, traders, end users/ consumers |
| (In)dependency | <i>Please choose:</i> self-supported, external donor, micro finance, loans, other. Please explain. |
| Short description of the organisation's product(s) or service(s). (<i>what market need do you fulfill?</i>) | |

| Organisation identity | Please submit answer: |
|----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| What is the mission of the organisation? | |
| Who owns the organisation? | <i>E.g. (inter)national shareholders, family-owned, members of cooperative, ...</i> |
| How does the business improve local living standards (social and environmental)? | |
| Relevant plans in near future | |
| Please attach: | <ul style="list-style-type: none"> - business plan (<i>if not available, please explain why</i>) - annual report - financial data - organisational chart (functional) - other relevant files |

| Request | Please submit answer: |
|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| What is the organisation's challenge you want support for from an expert? | |
| Which expertise do you need most? | <i>Choose one: 1.Management & organisation, 2.Finance and insurance, 3. Production, logistics and technology, 4. ICT, 5.Marketing/communication/sales</i> |
| Please select the second most needed expertise | <i>Choose one: 1.Management & organisation, 2.Finance and insurance, 3. Production, logistics and technology, 4. ICT, 5.Marketing/communication/sales</i> |
| Why do you need this specific expertise(s)? | |
| Why can't your organisation acquire this expertise locally? | |
| What are the expected key deliverables? (max. 2) | <ul style="list-style-type: none"> - business scan - strategy consult - marketing & sales analysis /strategy - value chain analysis - cost price analysis, - financial analysis - product innovation - product differentiation - other |
| Estimated duration in weeks | <i>Please choose between 2 weeks and maximum 6 weeks</i> |
| In which month do you want the expert to start the assignment ideally? Please explain why. | |

| Commitment | Please submit answer: |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|
| <i>Your contribution consists of your full-time availability and active participation during the programme (2 - 6 weeks). Apart from your time investment, we ask you to organise and provide for full board and lodging and local transport for the participants for their services rendered.</i> | |
| Are you willing to invest time and arrange board and lodging as stated above? | Yes/no |

| | |
|-----------------------------------------------|--|
| Where did you learn about SharePeople? | |
|-----------------------------------------------|--|