

Company Profile Form: Accelerate 20/20

Please help us to understand your business model and who you are by providing the below details:

1.	Application type:	<input type="checkbox"/> Export expansion <input type="checkbox"/> Import replacement <input type="checkbox"/> New product/service Development <input type="checkbox"/> Innovation <input type="checkbox"/> Other
2.	Interventions requested:	<input type="checkbox"/> Investment Capital <input type="checkbox"/> Market Research/Intelligence <input type="checkbox"/> Technical Consultancy <input type="checkbox"/> Equipment <input type="checkbox"/> Legal <input type="checkbox"/> Intellectual Property <input type="checkbox"/> Product testing <input type="checkbox"/> Brand Development <input type="checkbox"/> Other (please specify):
3.	BASIC COMPANY PROFILE:	
a.	Name of Applicant:	
b.	Title/Position:	
c.	Business Name:	
d.	Address:	
e.	Email:	
f.	Telephone:	
g.	Website:	
h.	Social media:	
i.	Business registration date:	
j.	Please indicate number of employees who are:	<input type="checkbox"/> Male _____ <input type="checkbox"/> Female _____
k.	Number of employees:	<input type="checkbox"/> Management _____ <input type="checkbox"/> Operational/Technical _____ <input type="checkbox"/> Administrative _____

4.	PRODUCT/SERVICE:	
a.	Please describe your product or service:	
b.	Industry/sector:	
c.	Are you currently exporting?	<input type="checkbox"/> Yes <input type="checkbox"/> No
d.	If yes, into which markets?	
e.	If exporting, what percentage of your sales is local vs exports?	Local: _____ % Exports: _____ %

f. What market opportunity or problem is your product or service addressing?

g. Who is your ideal customer?

h. What is your competitive advantage? _____

i. **What are the main constraints preventing your company from increasing its market share in your target market(s):**

- Insufficient resources (please specify): Money, time, human resources, technology
- Competition
- Insufficient market intelligence
- Legal and regulatory environment
- Other

j. Please elaborate on the above. _____

k. SWOT

Please provide a self-assessment of your business in the form of a SWOT analysis:

Strengths	Weaknesses
Opportunities	Threats

l. Is your product/service required to adhere to any international standards?

- Yes
- No
- Uncertain

m. If yes, have you attained that standard?

- Yes
- No
- In the process of attainment

5. MARKET POTENTIAL

a. Local sales for the past three years:

<i>Year 1</i>	<i>Year 2</i>
<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year	<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year
<i>Year 3</i>	
<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year	

Export sales for the past three years:

<i>Year 1</i>	<i>Year 2</i>
<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year	<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year
<i>Year 3</i>	
<input type="checkbox"/> Less than Bds\$100,000 <input type="checkbox"/> >Bds\$100,000 ≤Bds\$500,000 per year <input type="checkbox"/> >Bds\$500,000 ≤Bds\$1 million per year <input type="checkbox"/> >Bds\$1 million ≤Bds\$3 million per year <input type="checkbox"/> >Bds3 million per year	

b. What is the next growth horizon of your business and how will the requested intervention and assistance help you to expand your business to the required level? *(Please include growth in estimated dollar values and other measurable denominations).*

c. If already exporting, which new market(s) do you wish to enter?

d. What are the major milestones that you hope to achieve over the next 18 months as it relates to this project/activity?

Milestone	Timeline
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>
<hr/>	<hr/>

e. Who are your competitors?

f. How are you positioning your company strategically within your industry/sector?

g. What are your (proposed) distribution channels?

6. RESEARCH AND INNOVATION

a. What are the biggest constraints faced by the company when it comes to further developing a product and/or service?

- Existing knowledge and skills
- Availability of market information
- Financial resources
- Human resources
- Other (please specify):

b. Has your company made any significant improvements to your product / service in the past 2 years?

- Yes
- No

c. Please indicate the areas of improvement undertaken and the reasons for the improvement:

Area of Improvement	Reason for improvement
Introduction of new lines/products/services	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Improvement of existing products and/or services	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Improvement of packaging/labelling	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Improvement in production processes	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Improvement in service delivery processes	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Improvement of supply chain	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality
Other: (Please specify)	<input type="checkbox"/> Competition <input type="checkbox"/> Changes in regulatory environment <input type="checkbox"/> To strengthen market share and product/service quality

d. Research & Development activities are performed mostly:

- In-house
- Outsourced

e. What type of intellectual property protection is utilized by your company?

- Not applicable
- Patents
- Trademarks
- Industrial design rights
- Copyright
- Other
- None

7. TECHNOLOGY

a. What is the current level of automation in your production process (if applicable)?

- No automation
- Hand-operating machines
- Semi-automated
- Fully automated

b. Does your business proposal require the use of new technology?

- Yes No

If yes, please describe: _____

c. How will this new technology impact the efficiency of your business proposal?

d. Does your company currently utilize inventory management software for local orders:

- Yes No N/A

e. Does your company currently utilize inventory management software for export orders:

- Yes No N/A

8. FINANCES

a. What would you consider to be the top 2 sources of funding for your company?

- Commercial Bank loans
- Development Bank loans
- Exim Bank loans
- Non-traditional loan (credit unions, micro-finance agencies)
- Private equity
- Public equity
- Family and friends
- Other (please specify)

b. Have you made use of financing through the Central Bank of Barbados Schemes?

- Yes No

If yes, please indicate

- Credit Guarantee Scheme for Businesses
- Enhanced Credit Guarantee Fund
- Export Finance Guarantee
- Export Credit Insurance
- Tourism Loan Guarantee
- Industrial Credit
- Value Added Tax Receivables Liquidity Facility
- Other (please specify):

c. Does the company produce financial statements for the most recent financial year?

- Yes No

d. Does the company currently utilize accounting software (e.g. Quickbooks, ACCPAC, Peachtree)?

- Yes No

If yes, please indicate _____

e. Does the company produce monthly financial statements to track its progress?

- Yes No

f. Does the company comply with local regulatory requirements?

- Licensing
- Certification
- Tax administration

g. Is your company indebted to any government agency?

Yes

No

h. What are the top 3 costs of the business?

1. _____
2. _____
3. _____

i. What are the top 3 profit-drivers in the business?

1. _____
2. _____
3. _____

j. Please upload the following supporting documents:

- **Financial Statements for the past three (3) years** (Cash Flow; Income and Expenditure, Balance Sheet)
- **Financial projections for the next two (2) years¹** (Cash Flow; Income and Expenditure, Balance Sheet)

9. MANAGEMENT TEAM

a. Who is your management team? Please list qualifications and/or related experience:

b. What do you consider to be the major gaps in the management skills and experience of your company?

- Business strategy
- Quality Management
- Human Resources management
- Product development
- Information management
- Information and communication Technology (ICT)
- Cost and financial management
- Investment management
- Export management

¹ Based on Accelerate intervention, if received

- Export marketing
- Intellectual property value capture
- Innovation
- Other (Please specify): _____

10. PREVIOUS ASSISTANCE

a. Has your company ever benefited from previous technical or financial assistance from any agency or institution?

- Yes No

If yes, please describe:
