

ANNUAL REPORTING

30 SWFF Innovators

ENTERPRISE SUPPORT DELIVERY PROGRESS



PERCENTAGE OF SCOPES OF WORK AT EACH PHASE (41 SCOPES OF WORK TOTAL)

Approximately ten scopes of work were removed or put on hold due to an innovator not continuing in the program or a service was no longer needed. Approximately six scopes of work were added due to support related to workshops and innovator pitch prep.

HOW WE ARE SUPPORTING SWFF INNOVATORS

TYPE OF SUPPORT	PERCENT OF TOTAL SUPPORT REQUESTED	ANTICIPATED VALUE OF SUPPORT DELIVERED
Business model and strategy development	20%	\$111,900
Connections to potential investors or other funding sources	18%	\$35,050
Sales and marketing strategy	10%	\$33,650
Monitoring and evaluation	8%	\$18,000
Partner identification and introduction	8%	\$6,000
Grants and financial management	5%	\$8,000
Investor pitch strategy and coaching	5%	\$17,900
Legal advisory	5%	\$28,000
Value chain development	5%	\$12,500
End user training	3%	\$4,000
Financing models	3%	\$10,000
Government advocacy	3%	\$10,000
Industry analysis	3%	\$25,000
Local government regulatory navigation	3%	\$11,000
Market analysis	3%	\$10,000
Technical advisory or engineering support	3%	\$18,000

*Rounded Percentages

SWFF INNOVATORS IN 28 COUNTRIES



INNOVATOR MILESTONE PROGRESS



KEY TA FACILITY CUSTOMER SERVICE METRICS



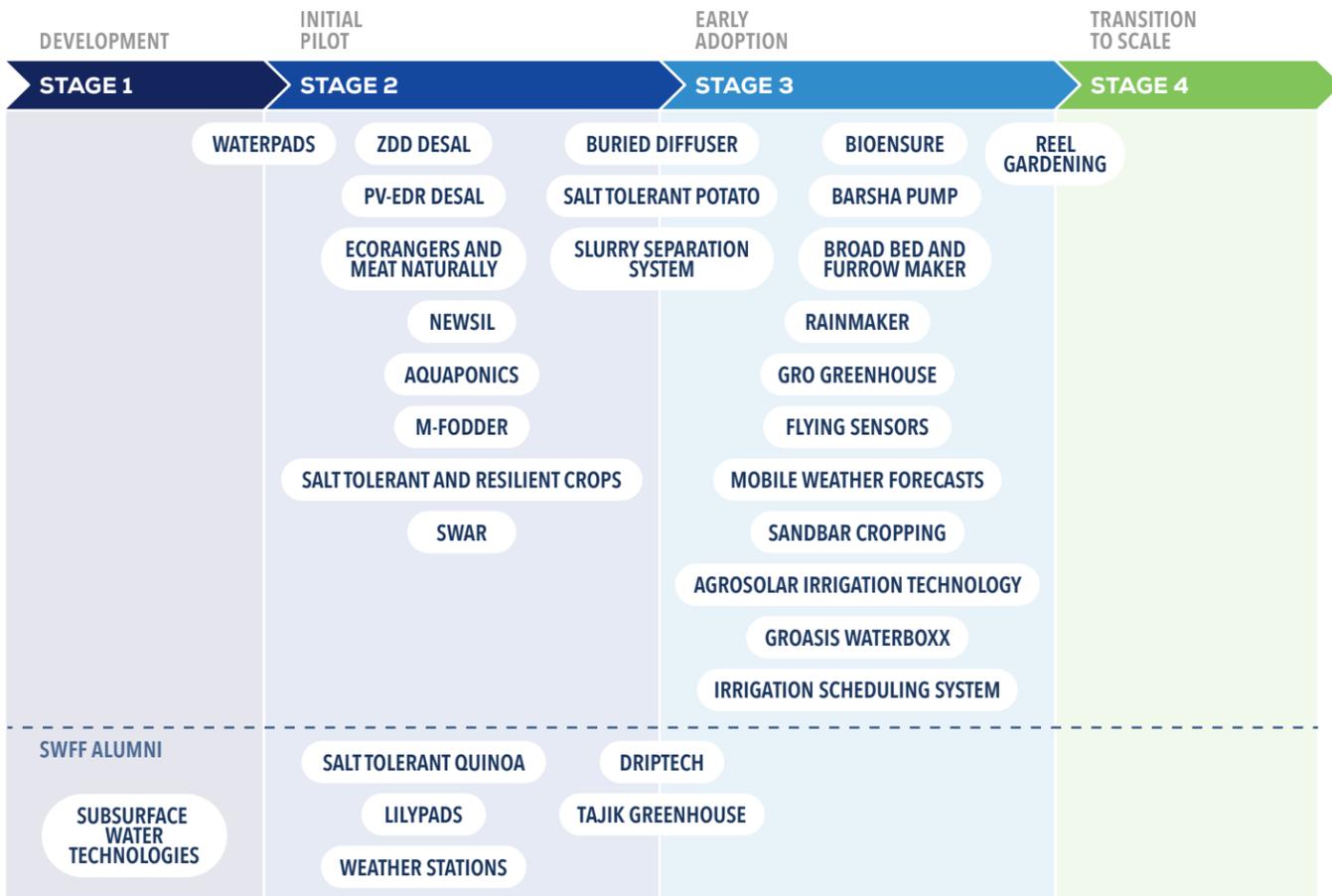
WORK PLAN DELIVERABLE STATUS



TOTAL VALUE OF INNOVATOR SUPPORT SERVICES



INNOVATOR PIPELINE



PRE-AWARD SURVEY RESULTS

