

## FRONTIER INNOVATORS APPLICATION QUESTIONS

### PROJECT PAGE

Thank you for taking the time to apply for *Frontier Innovators*. We're excited to learn from you about your organisation, and appreciate the effort we know it takes to fill out applications like this.

While this is a competitive program, we also hope to learn as much as we can about the types of support different organisations require to grow. We are doing this because we believe new ways of working are changing the world, and we want to find ways to help. All the information you share will be confidential, and accessible only by evaluators.

We are striving for equal opportunity across this program, and will be working with local partners to develop resources and provide support based on your needs (e.g. workshops, translation, or technical support).

Please contact us if you require any assistance, or would like to know how we can help.

Contact email: [hello@frontierinnovators.org](mailto:hello@frontierinnovators.org)

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**Name:**

**Email:**

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### BASIC INFORMATION

**Name of Organisation:**

**Website:**

**Social Media:**

*For example LinkedIn, Twitter, Facebook or marketing links.*

**Contact Person**

First Name/Given Name(s):

Last Name/Family Name:

*While we are interested in your learning about your organisation, we do ask for a single contact person to be nominated.*

**Position:**

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**Gender:**

- Female
- Male
- Other
- Prefer not to say

**Email:**

**Phone:**

*Please include country code.*

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### ORGANISATION INFORMATION

**Where is your organisation based?**

City:

Country:

*Your organisation can be based anywhere, but your work must improve the lives of people in the Asia-Pacific.*

**What is your organisation's corporate form?**

- For-profit
- Non-profit
- Non-profit
- Other

*If you have a hybrid structure, or aren't sure, please select 'other'.*

**How many years has your organisation been operating?:**

**What is your organisation's stage of development? (select the option that best describes your organisation)**

- Idea: We have identified the problem/opportunity you want to address, and have begun to define a product/service and/or business model)
- Proof of concept: We have begun testing our idea in the market, and have verified the opportunity.
- Prototype: We are developing our offering(s) through interactions with customers, and defining how the business will develop.
- Pilot: We are refining our offering(s) and working towards production/release, while also establishing business processes.
- Product development: We are established and focusing on redeveloping our offering(s), or developing new ones.
- Growth: We are established and focusing on growth.
- Other

**Stage of Development: Further Details**

*Enter up to 100 words*

*Please provide further details about your organisation's stage of development.*

**How many female employees do you have? (including management)**

Full-time paid:

Part-time paid:

Full-time unpaid:

Part-time unpaid:

Volunteer:

*Please enter a number for each category.*

**How many male employees do you have? (including management)**

Full-time paid:

Part-time paid:

Full-time unpaid:

Part-time unpaid:

Volunteer:

*Please enter a number for each category.*

**How many employees do you have that do not identify as male or female? (including management)**

Full-time paid:

Part-time paid:

Full-time unpaid:

Part-time unpaid:

Volunteer:

*Please enter a number for each category.*

**Please describe your organisation's main activities (e.g. the products or services you provide and/or how you operate)**

*Enter up to 200 words.*

*Tell us about your business model and what makes it unique - describe your products and services, and how you operate.*

**Please attach any supporting documentation (upload a file).** This question is conditional on previous answers so may not appear in your form.

**Who benefits from the activities of your organisation? (select all that apply)**

- Suppliers
- Distributors
- Employees
- Customers
- Local Community
- Other

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**Please provide details about the groups that benefit (e.g. income, gender, age) and how they benefit**

*Enter up to 200 words.*

**Where do people benefit from your activities? (select all that apply)**

- Afghanistan
- Bangladesh
- Bhutan
- Cambodia
- Cook Islands
- Fiji
- Indonesia
- Kiribati
- Laos
- Maldives
- Republic of the Marshall Islands
- Federated States of Micronesia
- Mongolia
- Myanmar
- Nauru
- Nepal
- Niue
- Pakistan
- Republic of Palau
- Papua New Guinea
- Philippines
- Samoa
- Solomon Islands
- Sri Lanka
- Timor-Leste
- Tokelau
- Thailand
- Tonga
- Tuvalu
- Vanuatu
- Vietnam
- We aren't currently active in any of these countries but are planning to be

*If you can't see the countries you work in on this list, they might not be included. Please see eligibility for more details.*

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**In which countries are you planning to begin work? (select all that apply).** This question is conditional on previous answers so may not appear in your form.

- Afghanistan
- Bangladesh
- Bhutan
- Cambodia
- Cook Islands
- Fiji
- Indonesia
- Kiribati
- Laos
- Maldives
- Republic of the Marshall Islands
- Federated States of Micronesia
- Mongolia
- Myanmar
- Nauru
- Nepal
- Niue
- Pakistan
- Republic of Palau
- Papua New Guinea
- Philippines
- Samoa
- Solomon Islands
- Sri Lanka
- Timor-Leste
- Tokelau
- Thailand
- Tonga
- Tuvalu
- Vanuatu
- Vietnam

*If you can't see the countries you are planning to work in on this list, they might not be included. Please see eligibility for more details.*

**What specific issue(s) do your activities address? (e.g. disease, poverty, crime, pollution, unemployment)**

*Enter up to 100 words.*

*Tell us about the problem(s) your organisation solves.*

**Which sectors does your organisation operate in? (select all that apply)**

- Agriculture
- Community Development
- Economic Development
- Education
- Energy
- Environment
- Financial Products & Services
- Health
- Housing
- Information Technology (IT)
- Manufacturing
- Media
- Retail
- Tourism
- Transport / Logistics
- Water / Sanitation
- Other

**If 'other' please provide details of the sector(s) in which your organisation operates.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 50 words.*

**What are your main distribution channels (eg. online sales, shopfronts, markets, distributors, partnerships)**

*Enter up to 100 words.*

*Tell us about your commercial activities - how do you provide or deliver to customers.*

**How does your organisation attract new customers? (e.g. marketing, partnerships, word-of-mouth)**

*Enter up to 100 words.*

*Tell us about your marketing channels.*

**Please describe the competitive landscape for your organisation**

*Enter up to 100 words.*

*Tell us about your main competitors and what your advantages are.*

**Please describe what makes your organisation unique**

*Enter up to 100 words.*

*Tell us about your point of difference or unique selling point.*

**How would you describe your organisation and activities in a tweet?**

*Enter up to 140 characters.*

## FINANCIAL INFORMATION

**How has your organisation been financing its activities? (select all that apply)**

- Revenue (from sales)
- Donations
- Personal savings
- Gifts
- Debt (loans or convertible debt)
- Equity
- Grants
- Other

**If 'other' please provide details.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**How much funding/financing has your organisation raised? (i.e. total of donations, grants, loans and investments in the last 5 years - USD)**

\$

*Please note this should not include revenue from sales.*

**Please provide details of your most recent funding (i.e. who provided it, how much, what type of capital it was, and when it was received).** This question is conditional on previous answers so may not appear in your form.

Provider:

Amount:

Type of Capital:

Year Received:

*Please list totals in USD\$.*

*Note: You may enter multiple answers if you have multiple sources of funding.*

**What type of funding/financing would you seek to grow your organisation? (select all that apply)**

- Donations
- Debt (loans or convertible debt)
- Equity
- Grants
- Don't know
- Other

**Please provide details (i.e. how much you are seeking, and if you know, any specifics about the type of funding).** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**What was your revenue (from sales) last financial year (USD)?**

\$

**If you are willing and able, please provide additional details about your financial history and projections (e.g. the previous 1-2 years and the next 1-2 years)**

Time Period (FY/Q):

Revenue from Sales (USD\$):

Costs (USD\$):

Funding/Financing (USD\$):

*FY - Financial year and Q - Quarter*

*Please note this question is optional, but we strongly recommend you answer as best you can - this information will kept confidential.*

*Note: You may enter multiple answers if you are entering multiple time periods.*

**If you are unsure about how to answer the question above, please provide details about your organisation's cash flow.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**Please attach any supporting documentation (optional) (upload a file).** This question is conditional on previous answers so may not appear in your form.

**How much profit (from sales) did you invest back into your organisation in the last financial year (USD)?**

\$

*Please leave blank if this does not apply or if you would prefer not to say.*

**Please describe how AUD\$100,000 (Approx. USD\$75,000) would help you grow your organisation and/or scale your impact?**

*Enter up to 300 words.*

*Please detail how the money would be spend and what it would help to achieve.*

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### IMPACT INFORMATION

**What positive impact does your organisation aim to have in the next 5 years?**

*Enter up to 300 words.*

*Tell us about the outcomes you want to see.*



## FRONTIER INNOVATORS APPLICATION QUESTIONS

**Please specify which of the Sustainable Development Goals (SDGs) your impact is contributing to.**

- #1 No Poverty
- #2 Zero Hunger
- #3 Good Health and Well-Being
- #4 Quality Education
- #5 Gender Equality
- #6 Clean Water and Sanitation
- #7 Affordable and Clean Energy
- #8 Decent Work and Economic Growth
- #9 Industry, Innovation and Infrastructure
- #10 Reduced Inequalities
- #11 Sustainable Cities and Communities
- #12 Responsible Consumption and Production
- #13 Climate Action
- #14 Life Below Water
- #15 Life on Land
- #16 Peace, Justice and Strong Institutions
- #17 Partnerships for the Goals
- None of the above

*For more information on the SDGs, please visit: <http://dfat.gov.au/aid/topics/development-issues/2030-agenda/Pages/sustainable-development-goals.aspx>*

**Do you track the benefits your organisation has?**

- Yes
- No

**Please provide detail of what you are tracking/measuring and how you do this.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**Do external partnerships or agreements enable your organisation to deliver positive impact? (e.g. with distributors, suppliers, funders, supporters)**

- Yes
- No

**Please provide basic details about any formal partnerships or agreements, or even informal relationships that are important.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 200 words.*

*Tell us about any important roles that people outside your organisation play.*

**Does your organisation take steps to ensure its activities create lasting benefits?**

- Yes
- No

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**Please provide details or give examples of how you do this.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 200 words.*

**Would your organisation benefit from improving the way you track and communicate your impact?**

- Yes
- No

**Please provide details of how you would benefit.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**Please describe any aspect of your organisation's impact that the questions above didn't capture.**

*Enter up to 300 words.*

**Please any supporting documentation (optional) (upload a file).**

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### TEAM AND BROADER CONTEXT INFORMATION

**Please provide basic details about your leadership team and/or founders including name, gender, country of birth and residence and any relevant experience**

*Enter up to 200 words.*

*Tell us about key people that are active in leading/shaping your organisation.*

**Please attach CVs/resumes (optional) (upload a file).** This question is conditional on previous answers so may not appear in your form.

**Have your organisation, leadership team, or founders, participated in any incubation, acceleration or support programs?**

- Yes
- No

**Please provide basic details (e.g. what program(s), who delivered them, and when did they take place?).** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**Have your organisation, leadership team or founders received any relevant awards?**

- Yes
- No

## FRONTIER INNOVATORS APPLICATION QUESTIONS

**Please provide details.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 characters.*

**Have you previously applied for any funding, programs or rewards?** This question is conditional on previous answers so may not appear in your form.

- Yes
- No

**If 'yes' please provide details.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 characters.*

**How valuable have those programs and/or awards been for your organisation?** This question is conditional on previous answers so may not appear in your form.

Scale of 0 to 10

*With 0 being 'not valuable' and 10 being 'very valuable'.*

**Please provide any additional details or comments about the value of support programs and awards for your organisation.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 200 words.*

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**WE ARE ASKING THE FOLLOWING QUESTIONS TO HELP US UNDERSTAND THE ENVIRONMENT IN WHICH YOUR ORGANISATION OPERATES. THEY ARE NOT ASSESSABLE QUESTIONS SO PLEASE ANSWER HONESTLY.**

**What funding/financing options are available to your organisation? (select all that apply)**

- Donations
- Debt (loans or convertible debt)
- Equity
- Grants
- Don't know
- Other

**Please provide details (i.e. what is available and why it is or isn't suitable)**

*Enter up to 100 words.*

**What support is available in your local area? (e.g. accelerators, incubators, training programs, legal or technical assistance)**

*Enter up to 100 words.*

## FRONTIER INNOVATORS APPLICATION QUESTIONS

### How accessible is this support to your organisation?

Scale of 0 to 10

*With 0 being 'not accessible' and 10 being 'very accessible'.*

### How would you rate the quality of support available to your organisation?

Scale of 0 to 10

*With 0 being 'low' and 10 being 'high'*

**Please provide details of what support you think is missing in your local area.** This question is conditional on previous answers so may not appear in your form.

*Enter up to 100 words.*

**What do you think will be the biggest obstacles to growth for your organisation? (e.g. costs, access to skilled labour, policy or regulation, legal issues, competition, access to markets, growth capital)**

*Enter up to 300 words.*

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## ADDITIONAL INFORMATION

**If you have any additional comments or information you would like to provide please do so here.**

*Enter up to 300 words.*

**Please attach any additional documentation that will support your application (upload a file).**

### How did you hear about Frontier Innovators?

- At a conference
- From a friend
- On social media (Facebook/Twitter)
- In a newsletter
- Other

### Please provide details of how you heard about the program

*Enter up to 50 words.*

*This may include the name of the conference, the social media channel or the organisation whose newsletter you received.*

### Are you willing to be contacted about further opportunities to grow your business or impact?

- Yes
- No

*This may include information about events or meet-ups in your local area, future workshops or training, toolkits or other information that may be relevant to the growth of your business.*

## FRONTIER INNOVATORS APPLICATION QUESTIONS

### APPLICATION SUBMISSION

- I am submitting to Frontier Innovators only non-confidential materials which I have the rights or permissions to distribute. I warrant that the materials I submit and Frontier Innovators use of these materials will not infringe on the intellectual property rights or moral rights of any person.
- I am authorised to submit this material to Frontier Innovators. I indemnify all Frontier Innovators participants, partners and organisers, and all DFAT officers, employees, contractors and/or agents from and against all claims arising in relation to my submission, and/or intellectual property.
- These terms and conditions do not affect the existing ownership of intellectual property.
- I grant Frontier Innovators organisers, partners, and DFAT officers, employees, contractors and/or agents, a perpetual, worldwide, royalty free, non-exclusive license to share and distribute my submission materials for review purposes and for the marketing and promotion of the Frontier Innovators program.
- I understand that Frontier Innovators may alter the Terms and Conditions at any time after informing all applicants of the changes in writing.

**I have read and understand the terms and conditions above.**

- Agree

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**END OF THE FORM**