

### 1. Northern Cape Solar Business Incubator Incubation Model Programme 2024

Phases No.	Key Activities	Strategic Outcome	No. of Weeks	No. of Months	Key Interventions	Training Workshops
Phase 1	Recruitment	Screening & Evaluation	4 Weeks	01 Month	<ul style="list-style-type: none"> <li>▪ Induction/Orientation</li> </ul>	1. Induction/Orientation Workshop
Phase 2	Pre-Incubation	Enterprise Compliance	24 Weeks	06 Months	<ul style="list-style-type: none"> <li>▪ Business Compliance</li> <li>▪ Business Tax Compliance</li> <li>▪ Corporate Identity</li> <li>▪ Branding</li> <li>▪ Website &amp; Social Media</li> <li>▪ Legal Compliance</li> <li>▪ ERP System</li> </ul>	2. Business Management Systems Workshop 3. Solar Technical Training Workshop 4. Financial Management Workshop 5. Digital Marketing Workshop 6. ERP Training Workshop 7. Business Model Workshop
Phase 3	Incubation	Enterprise Development	78 Weeks	18 Months	<ul style="list-style-type: none"> <li>▪ Business Modelling</li> <li>▪ Business Revenue Model</li> <li>▪ Accounting &amp; HR Support</li> <li>▪ Product Development</li> <li>▪ Access To Markets</li> <li>▪ Access To Financiers</li> <li>▪ Mentoring &amp; Coaching</li> <li>▪ Exhibition</li> </ul>	8. Solar Technical Training Workshop 2 9. Accounting & HR Support Workshop 10. Business Management Systems Workshop 2 11. Digital Marketing Workshop 2
Phase 4	Graduation	Exit	24 Weeks	06 Months	<ul style="list-style-type: none"> <li>▪ Mentoring &amp; Coaching</li> <li>▪ On-going business support</li> </ul>	12. Business Readiness Workshop
Phase 5	Post-Incubation	On-going Business Support	12 Weeks	03 Months	<ul style="list-style-type: none"> <li>▪ Mentoring &amp; Coaching</li> </ul>	

					<ul style="list-style-type: none"> <li>▪ On-going business support</li> </ul>	
Event	NC Energy Summit 2024	Networking & Exhibitions	Annual	Annual	<ul style="list-style-type: none"> <li>• Networking</li> <li>• Exhibition</li> <li>• Panel discussions</li> </ul>	Platform to attract key renewable energy industry role players and promote local green SMMEs
		<b>Total Duration of Incubation Programme</b>	<b>142 Weeks</b>	<b>3 Years</b>		

## 2. Northern Cape Solar Business Incubator Services

		<b>Incubator Resources</b>
1.	Facilities	<ul style="list-style-type: none"> <li>▪ Offices</li> <li>▪ Telephones</li> <li>▪ Internet</li> <li>▪ Printers</li> <li>▪ Computers/Laptops</li> </ul>
		<b>Incubator Services</b>
2.	Services	<ul style="list-style-type: none"> <li>▪ Reception Secretary Services</li> <li>▪ Rental Machinery &amp; Equipment Services</li> <li>▪ Market linkage Services</li> <li>▪ Business Support &amp; Business Development Services</li> </ul>

## 3. Northern Cape Solar Business Incubator SMMEs Services

<b>Industry Sector</b>	<b>Green Economy</b>
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<b>1.</b>	Solar Panel Installation, Maintenance & Operations
<b>2.</b>	Solar Consultation Services
<b>3.</b>	Energy Auditing
<b>4.</b>	Solar Panels Manufacturer
<b>5.</b>	Solar Products Retail

#### 4. Target Market or Potential Clients

<b>Commercial Properties</b>	<b>Residential Properties</b>
Government owned buildings	Residential Households
Privately owned buildings	Farm Estates
Business Rental Buildings	Residential Homes
Accommodation Buildings	Solar Street Lights
<b>80%</b>	<b>20%</b>

#### 5. Northern Cape Solar Business Incubator Minimum Recruitment Selection Criteria

- Local registered renewable energy company/start-up/SMME
- Operated and owned by South African male, women, youth or people living with disabilities
- Company Profile
- Director CV's
- Director ID's

#### 6. Northern Cape Solar Business Incubator Income Generating Revenue Systems

Key Financial Sustainability Focus Areas

<b>1.</b>	<b>Services Income</b>	<b>Monies generated from incubator services</b>
<b>2.</b>	<b>Rental Income</b>	<b>Monies generated from rental collection</b>
<b>3.</b>	<b>Grant Income</b>	<b>Monies raised from sourcing incubator funding and sponsorships</b>

## 7. Solar Industry Value Chain and Ecosystem

