



CO-WORKING SPACES & BUSINESS CENTERS

Products Development Proposal

Pesewa ONE is a leading business incubator for Africa's businesses. The Pesewa franchise program launched in 2022 also makes Pesewa ONE a Gateway to Africa for global businesses seeking to reach the vast African market. As of September, 30, 2023, we had 103 incubatees under various sector industries; 6,235 businesses mapped out in 3 African countries (i.e. Ghana, Nigeria and Benin) and 9 Franchises.

Our mission is to Build Africa's Businesses through Entrepreneurship, People, Partnerships, Platforms & Investments.

Pesewa ONE's Franchise Program provides business services to large and medium scale businesses, young startups, small businesses and informal sector businesses. Our services include incubation, marketplaces, aggregation, funding, facilitation, management, sales, jobs and technology platform solutions. The goal of Pesewa ONE is to be present in 10 African countries through 200 Franchisees; providing our services to 1 million African businesses by 2027.

INTRODUCTION

The world of coworking spaces and business centers is experiencing dynamic growth and transformation, driven by the evolving needs of the modern workforce, the rise of remote work, and the increasing demand for flexible, professional environments. In this dynamic landscape, the capacity to adapt, innovate, and provide differentiated solutions is paramount. Our proposal introduces a strategic product offering meticulously designed to address the unique challenges faced by your company.

Our proposed products are grounded in several pivotal objectives:

Innovative Workspace Solutions: We have developed a suite of innovative tools and resources that enhance the flexibility, productivity, and experience of professionals and businesses within your spaces. These solutions will encompass the latest technology, workspace management systems, communication platforms, and facilities management tools.

Member-Centric Approach: Our product offerings are designed with your members and tenants in mind. We create solutions that cater to their specific needs, from startups and remote workers to established companies, aligning your services with their unique requirements.

Operational Efficiency: Our products aim to streamline workspace management processes, improve resource allocation, and reduce administrative burdens, allowing your company to operate efficiently and deliver exceptional services.

Community and Networking: We have developed platforms and tools to facilitate networking and community building within your spaces, fostering collaboration, innovation, and business growth among your members.

Sustainability and Eco-Friendly Initiatives: Recognizing the importance of sustainability in modern workspace management, our products incorporate eco-friendly solutions and initiatives, aligning your offerings with the latest environmental standards and sustainability goals.

In addition to these strategic objectives, we are committed to personalizing the product to meet the specific needs, vision, and branding of your business. We understand that your company's reputation and commitment to excellence in providing flexible workspaces are paramount, and we will ensure that these values are seamlessly integrated into the product.

This project presents an exceptional opportunity for your business to solidify its position as a leader in the coworking and business center industry, devoted to innovation, operational efficiency, and member satisfaction. We eagerly anticipate the potential to engage in

discussions, address any inquiries you may have, and explore how our partnership can elevate your services to new heights of success.

Product	Description	Costs	Tick to Choose
Workspace Management Systems	Our international standard software for management of your business space plus new & modern features	Varying costs	<input type="checkbox"/>
QR Services	Provide easy receipting, feedback and other third party services to your customers using QR Codes	Pay per play (Commissions to be agreed)	<input type="checkbox"/>
Delivery Services	Offer Delivery Services to your customers using our Cart & Hurry services	Pay per play (Commissions to be agreed)	<input type="checkbox"/>
Cashback	Provide cashback services to retain and grow your loyal clients	Free to sign up	<input type="checkbox"/>
Compliance Services	Receive regular regulatory compliance support	\$250 annual fee	<input type="checkbox"/>
Management Support	Conduct market research, brand book designing and social media marketing	Various rates	<input type="checkbox"/>
Third Party Distribution	Let customers access products and services of third party businesses for a commission	Pay per play (Commissions to be agreed)	<input type="checkbox"/>

Name of Company:

Name of Representative:

Contact of Representative:

Signed

Signed

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Representative

Date:

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Pesewa ONE

Date:

Pesewa ONE offers other key general services including:

- *Incubation.* We offer incubation services to nurture and foster the growth of early-stage startups. This involves providing trademark & licensing services, mentorship, access to resources, and guidance on various aspects of business development. Incubation helps our startups refine their business ideas, develop their products or services, and build a strong foundation for growth & sales.
- *Marketplaces.* We operate various marketplace platforms that serve for businesses to market and sell their products or services. These marketplaces are both online and physical, depending on the specific needs of the businesses involved. We provide these service to, through and on behalf of our businesses for a variety of goods and services.
- *Aggregation.* Aggregation services involve bringing together various businesses or products under a single umbrella. Pesewa ONE aggregates goods or services from multiple providers to create economies of scale, negotiate better deals with suppliers, and offer customers a wider range of choices.
- *Funding.* Access to capital is crucial for business growth. We facilitate funding opportunities for startups and businesses by connecting them with investors, venture capitalists, or providing access to financing options such as loans or grants. This service helps businesses secure the necessary capital to expand their operations.
- *Facilitation.* Facilitation services involve streamlining processes and procedures to make it easier for businesses to operate efficiently. We offer training and support in areas such as compliance, regulatory affairs, and supply chain management to help businesses navigate complex operational challenges.
- *Management.* Effective business management is essential for sustainable growth. Pesewa ONE provides management consulting services to help businesses optimize their operations, streamline workflows, and implement best practices. This service helps businesses achieve operational excellence.
- *Sales.* Sales services offered by Pesewa ONE includes sales training, lead generation, and marketing support. Helping businesses improve their sales strategies and execution can lead to increased revenue and market share
- *Jobs.* We also play a role in job creation by facilitating employment opportunities through the businesses we support. This includes connecting job seekers with businesses in need of skilled employees or assisting businesses in their hiring processes.
- *Technological Solutions.* In today's digital age, technology plays a crucial role in business success. Pesewa ONE offers technology platform solutions, including software development, IT infrastructure support, and digital marketing services. These solutions help businesses leverage technology to enhance their competitiveness and efficiency.

Overall, Pesewa ONE offers a comprehensive suite of services designed to support businesses at various stages of their development, from startup incubation to ongoing operational support, with a focus on facilitating growth, fostering innovation, and creating economic and commercial opportunities.