



SUSTAINABLE & ETHICAL COMMERCE

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 commerce is undergoing a profound transformation, marked by a growing consciousness around sustainability, social impact, and ethical practices. In this era of heightened awareness, the demand for products and services that align with ethical and environmental principles has never been greater. Our proposal introduces a strategic product offering designed to address the unique challenges faced by your company.

Our proposed products are grounded in several pivotal objectives:

Sustainable and Ethical Commerce Solutions: We have developed a suite of innovative products and services that empower your commerce operations to excel in delivering sustainable and ethically sourced products, educating consumers, and expanding your sustainable and ethical commerce portfolio. These solutions will encompass responsible sourcing, eco-labeling, consumer education tools, impact tracking, and ethical marketplaces to enhance the quality and transparency of ethical commerce operations.

Consumer-Centric Approach: Our product offerings are designed with your consumers in mind. We create solutions that cater to the specific needs, values, and aspirations of conscious consumers, aligning your services with their unique ethical commerce requirements and purchasing preferences.

Operational Excellence: Our products aim to streamline ethical commerce operations, reduce the environmental footprint, improve supply chain transparency, and enhance the overall efficiency of responsible commerce processes, allowing you to operate seamlessly and deliver timely, sustainable and ethical commerce solutions.

Impact Measurement and Reporting: Recognizing the importance of impact measurement in ethical commerce, our products prioritize advanced data analytics and reporting features, enabling consumers to track their ethical choices' real-world impact on the environment and society.

Customization and Branding: We offer options for customization and branding of the ethical commerce tools to meet the specific needs, vision, and branding of your company.

This proposal presents an exceptional opportunity for your company to solidify its position as a leader in sustainable and ethical commerce, devoted to innovation, operational excellence, and the promotion of conscious consumption. We eagerly anticipate the potential to engage in discussions, address any inquiries you may have, and explore how our partnership can elevate your sustainable and ethical commerce offerings to new heights of success.

Thank you for considering our proposal. We look forward to the potential collaboration with you in crafting a product line that sets new standards in ethical commerce, sustainability, efficiency, and consumer empowerment.

Product	Description	Costs	Tick to Choose
Technological Solutions in Eco-labelling, Consumer Education and Impact tracking	Our international standard software for management of your business and clients plus new & modern features	Varying costs	<input type="checkbox"/>
Market Comparison Services	Reach more customers by signing up to our market comparison database service	\$15 annual subscription	<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"/>
Distribution via Shops	Let potential customers access your products across a number of shops	\$1,200 annual fee	<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.