

EEI Tourism Recovery Programme - Second Round Application

Check-in

Congratulations! You have made it to the **second round** of the application for the Tourism Recovery Programme!

In this application round, you will be asked to submit **detailed information** about the **state of your business, your team** and **your expectations of the programme**.

You will also be requested to submit a **set of documents**:

- Official Business Registration
- Team Lead National ID
- Team Lead Resume
- Team members' National ID
- Team members' Resumes
- Pitch Deck, Executive Summary, Product Portfolio or other supporting documents for your business

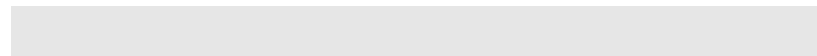
We recommend that you use **Google Chrome** for the form. Please read the description of the respective questions **carefully** and provide the proper response. It may take up to **one hour** to fill in the form.

The businesses which will successfully pass round 2 will be invited to the 3rd and final round of selection: An interview with industry experts.

We wish you best of luck with the application! Please feel free to contact us with any questions through eei_support@enpact.org

Sincerely,
enpact & TUI Care Foundation

* 1. Please provide your enpact Token (that is shared with you in your emails)



EEI Tourism Recovery Programme - Second Round Application

Team Lead

Please make sure you fill in the **same information** for the Team Lead as you did in the first round application.

* 2. Team Lead First Name

* 3. Team Lead Family Name

* 4. Upload ID or Passport (for the team lead)

Use English file name with this format: "ID_family_name_first_name_business_name.pdf" (JPG is also allowed)

Choose File

Choose File

No file
chosen

* 5. Upload CV/Resume (for the team lead)

Use English file name with this format: "Resume_family_name_first_name_business_name.pdf" (Only PDF)

Choose File

Choose File

No file
chosen

* 6. Is the team lead a national or resident with a valid work permit in the country your business is registered in?

- National
- Resident with work permit
- None of the above

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Second Key Team Member

* 7. Second key team member First Name

* 8. Second key team member Family Name

* 9. Second key team member's gender

- Female
- Male
- Gender neutral

* 10. What is the second key team member's birth date?

DD / MM / YYYY, as in Passport/ID

Date

* 11. Upload ID or Passport (for the second key team member)

Use English file name with this format: "ID_family_name_first_name_business_name.pdf" (JPG is also allowed)

No file chosen

* 12. Upload CV/Resume (for the second key team member)

Use English file name with this format: "Resume_family_name_first_name_business_name.pdf" (Only PDF)

Choose File

Choose File

No file
chosen

* 13. What is the second key team member's email address?

* 14. What is the second key team member's phone number? *(please include country code such as +49)*

* 15. What is the second key team member's work title?

* 16. Is the second key team member a co-founder of this business?

Yes

No

* 17. Is the second key team member a legal representative or a person with a pivotal role or responsibility within your business that is relevant to the design and upkeep of your operations?

Yes

No

* 18. Does the second key team member have a personal bank account in their own name?

Yes

No

EEI Tourism Recovery Programme - Second Round Application

Third Key Team Member

* 19. Third key team member First Name

* 20. Third key team member Family Name

* 21. Third key team member's gender

- Female
- Male
- Gender neutral

* 22. What is the third key team member's birth date?

DD / MM / YYYY, as in Passport/ID

Date

* 23. Upload ID or Passport (for the third key team member)

Use English file name with this format: "ID_family_name_first_name_business_name.pdf" (JPG is also allowed)

Choose File

Choose File

No file chosen

* 24. Upload CV/Resume (for the third key team member)

Use English file name with this format: "Resume_family_name_first_name_business_name.pdf" (Only PDF)

Choose File

Choose File

No file
chosen

* 25. What is the third key team member's email address?

* 26. What is the third key team member's phone number? *(please include country code such as +49)*

* 27. What is the third key team member's work title?

* 28. Is the third key team member a co-founder of this business?

Yes

No

* 29. Is the third key team member a legal representative or a person with a pivotal role or responsibility within your business that is relevant to the design and upkeep of your operations?

Yes

No

* 30. Does the third key team member have a personal bank account in their own name?

Yes

No

EEI Tourism Recovery Programme - Second Round Application Business

* 31. What is the problem your business is addressing?

What is the pain point/problem statement that your users or customers experience? (max 1-2 sentences, 200 characters)

* 32. What is the solution your business is offering?

(max 1-2 sentences, 200 characters)

* 33. Please describe the innovative approach or technology component of your business

(limit answer to 400 characters)

(Innovative approaches include - but are not limited to - newly developed or adjusted concepts of technical, organizational, operational or communicative nature, such as custom software, marketing strategies, employment policies, remuneration systems, etc.)

* 34. Please describe how this innovative approach or technology component is creating environmental, social or economic impact in your local or regional community

(limit answer to 400 characters)

* 35. The Tourism Recovery Programme aims to strengthen global collaborations and sets a focus on businesses that are directly or indirectly supported by collaborations with the European market; these collaborations include but are not limited to: current or past partnerships, projects/initiatives, trips/experiences, clients, customers, suppliers, service providers, or supporters. Please describe any collaborations your business has with the European market.

(limit answer to 400 characters)

* 36. Who are your key competitors in the market and why?

(please add the name and website reference)

(limit answer to 400 characters)

* 37. What is the competitive advantage of your business compared to your key competitors? What makes your business stand out?

(max 200 characters)

* 38. How has your business been impacted by the COVID-19 pandemic?

(max. 200 characters)

* 39. How has your business been adapting and adjusting to the COVID-19 pandemic? What changes have you made in your business organization and product or service?

(max 300 characters)

* 40. Why are you applying for the Tourism Recovery Programme? How can the programme support your business?

(max. 200 characters)

* 41. Please share a one-minute pitch video in which you introduce your business

Record a video and share it on YouTube or Vimeo (choose the option "unlisted" if you don't want it to be public, set the viewing options to 'anyone can see this video') and add the link to the video in the answer line below. Videos longer than 1 min will be disregarded

* 42. Please upload the registration certificate of your business in PDF-format

(Use English file name with this format: "Registration_certificate_business_name.pdf")

Choose File

Choose File

No file
chosen

* 43. Please upload a document presenting your business and products or services, such as a pitch deck, or executive summary, or product portfolio, or others

(Use English file name with this format: "Document_name_business_name.pdf")

Choose File

Choose File

No file
chosen

* 44. On which topics would you like to improve your knowledge and skills?

(Select a maximum of 3 topics)

- Administration & Finance
- HR & Team
- Operation & Processes
- Leadership & Resilience
- Business Development & Sales
- Marketing & Communication
- Digital Transformation & Digitalisation
- Other

45. If you selected "Other", please give more details

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Business Financials

* 46. Please select your local currency

* 47. Please provide the following financial information for 2019 *(1. Jan - 31. Dec 2019, please indicate in your local currency and use numbers only, if not applicable indicate it with a 0)*

Total Revenue 2019

Total Operational Expenses 2019

Tax 2019

* 48. Please give a percentage estimate of the type of expenses in 2019

Payroll/HR Expenses %

(for 2019, number between 1-100)

Marketing Expenses %

(for 2019, number between 1-100)

Administrative Expenses %

(for 2019, number between 1-100)

Rental Expenses %

For 2019, number between 1-100)

Other Expenses %

(for 2019, number between 1-100)

* 49. Please provide the following financial information for 2020 (1. January - 31. December 2020), please indicate in your local currency and use numbers only, if not applicable indicate it with a 0)

Total Revenue 2020

Total Operational Expenses 2020

Tax 2020

* 50. Please give a percentage estimate of the type of expenses in 2020

Payroll/HR Expenses %
(for 2020, number between 1-100)

Marketing Expenses %
(for 2020, number between 1-100)

Administrative Expenses %
(for 2020, number between 1-100)

Rental Expenses %
For 2020, number between 1-100)

Other Expenses %
(for 2020, number between 1-100)

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Business Situation

* 51. Please choose the current status of your business

- Closed and not operating
- Operating but not serving customers
- Operating and serving customers

* 52. Have you had to close your business since the start of the COVID-19 pandemic?

- Yes
- No

* 53. For how long did you have to close your business in total?

- I did not have to close my business
- 1-2 weeks
- 1 month
- 1-2 months
- 3-4 months
- 5 months or more

* 54. How many of your employees were laid off or on unpaid leave since the pandemic started?

Answer with a number, if none - put 0

* 55. Did you have to move out of your office space in 2020 due to financial reasons?

Yes

No

* 56. Which obstacles did you encounter during the peak of the COVID-19 pandemic?

Lack of financial support (private and/or public)

Disrupted supply chain

Decreased customer/client base

Increased input prices

Talent retention

Other

* 57. Which internal needs did you identify for your business during the peak of the COVID-19 pandemic? (Please select your main three)

(Digital) Marketing

Access to Funding & Investment

Access to Networks & Ecosystem Support

Financial Management

Product/Service Development

Business Development & Sales

Human Resources

Organisational Management

Other

* 58. How likely do you think your business will recover from the COVID-19 pandemic?

- My business will most likely succeed/survive the COVID-19 pandemic
- My business is likely to succeed/survive the COVID-19 pandemic
- My business has a fair chance of success/survival
- My business is likely to fail
- My business will most likely fail

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Programme Expectations

Please rate the topic according to the expectations you have for the programme.

* 59. Improving my leadership skills is...

- Very important
- Important
- Fairly important
- Not really important
- Not important at all

* 60. Improving my financial management skills is...

- Very important
- Important
- Fairly important
- Not really important
- Not important at all

* 61. Adapting/changing my product/service to post-COVID global context is ...

- Very important
- Important
- Fairly important
- Not really important
- Not important at all

* 62. Expanding my network and community is...

- Very important
- Important
- Fairly important
- Not really important
- Not important at all

EEI Tourism Recovery Programme - Second Round Application Values

* 63. We are dedicated to doing our part in encouraging diversity and actively empower diverse teams of entrepreneurs and push forward equality when it comes to gender, physical ability, geographical location, background, religion, race, sexual orientation, and ethnicity. Would you consider that you, or your team members represent one or more minority group(s)? If so, please feel free to elaborate.
(max. 200 characters)

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Almost Done

WARNING: This is the final page of the application, please make sure all your information is correct before clicking the submit button. **YOU WILL NOT BE ABLE TO GO BACK AND EDIT OR CHANGE YOUR INFORMATION AFTER CLICKING SUBMIT!**

* 64. I'm aware that the programme is entirely run in English, including all content, assignments, interviews, and mentoring sessions and confirm that all three participating team members have the required fluency level in English

Yes

No

* 65. I assure that I have given all information to the best of my knowledge and truthfully

Yes

No