

# IWISA NO. 1 COMMUNITY CHAMPIONS COMPETITION 2026

## ROUND 3 SCORECARD: TOP 15 GROWTH PLAN + VIDEO



ITEM	CRITERIA	DESCRIPTION	SOURCE	WEIGHT	RANGE
GROWTH PLAN	Executive Summary & Business Purpose	Clear articulation of vision, values, and offering; must show clear social intent which is demonstrated and 'lived' through the remainder of the growth plan	SELECTION SUBMISSION: Growth Plan: Section 1	WEIGHTED: 0 - 10	<p><b>A: Purpose statement PLUS answer to starting the business:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p> <p><b>B: Summary of products/services PLUS answer to high-level social and financial impact to date:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
GROWTH PLAN	Employment	Demonstrates clear understanding of care for staff, providing employment opportunities, as well as training and skills development investments appropriate to scale and context	SELECTION SUBMISSION: Growth Plan: Section 2	WEIGHTED: 0 - 10	<p><b>A: Staff wellbeing, training and skills development investments:</b> Does not meet expectations = 0 Meets expectations = 1 Exceeds expectations = 3</p> <p><b>B: B-BBEE level and ownership demographics:</b> Does not meet expectations = 0 Meets expectations = 1 Exceeds expectations = 2</p> <p><b>C: Staff breakdown PLUS employment opportunities:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
GROWTH PLAN	Innovation & UVP	Product/service uniqueness, use of innovation: clear drive to ensure relevance must be shown; value of offering/solution must be both clearly articulated and of impact; clear, continuous improvement must be demonstrably pursued	SELECTION SUBMISSION: Growth Plan: Section 3	WEIGHTED: 0 - 10	<p><b>A: Description of main offerings PLUS unique value proposition:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p> <p><b>B: Innovation and technology use PLUS how offering solves a core community/market challenge:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
GROWTH PLAN	Market Insight	Client understanding and sector relevance: must show actively taking the stated offering to market	SELECTION SUBMISSION: Growth Plan: Section 4	WEIGHTED: 0 - 5	Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5
GROWTH PLAN	Social Impact	Measurable examples: SDG alignment, impact goals: must link directly to Premier best-fit SDGs 2, 3, 4, 9 and 12; examples must be relevant	SELECTION SUBMISSION: Growth Plan: Section 5	WEIGHTED: 0 - 20	<p><b>A: Key community/social challenges addressed:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p> <p><b>B: TWO recent measurable impact examples:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p>

<b>GROWTH PLAN</b>	Social Impact	Measurable examples: SDG alignment, impact goals: must link directly to Premier best-fit SDGs 2, 3, 4, 9 and 12; examples must be relevant	<b>SELECTION SUBMISSION:</b> Growth Plan: Section 5	<b>WEIGHTED:</b> 0 - 20	<p><b>C: SDG alignment PLUS how business supports SDGs:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p> <p><b>D: Impact goals set for next TWO years:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p> <p><b>E: Impact measurement approach and KPIs:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p>
<b>GROWTH PLAN</b>	Operational Soundness	Team, tools, infrastructure, formal systems: must demonstrate that the business is formalised and further demonstrate appropriate levels of efficiency	<b>SELECTION SUBMISSION:</b> Growth Plan: Sections 6-7	<b>WEIGHTED:</b> 0 - 10	<p><b>A: Choice of base/location PLUS equipment/assets used:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p> <p><b>B: Management team's roles and responsibilities PLUS specialist skills/capabilities within team:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
<b>GROWTH PLAN</b>	Financial Maturity	Profit/loss, turnover, application of financial tools: the business model must be sustainable rather than solely being profitable	<b>SELECTION SUBMISSION:</b> Growth Plan: Section 8	<b>WEIGHTED:</b> 0 - 10	<p><b>A: TWELVE-MONTH profit/loss status PLUS average annual turnover detail:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p> <p><b>B: Financial management and tools:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
<b>GROWTH PLAN</b>	Growth Forecast: Expansion Trajectory	Clear, feasible goals and strategies: must demonstrate ongoing relevance and commitment to keeping on making a contribution to the community; there must be a clear vision of success	<b>SELECTION SUBMISSION:</b> Growth Plan: Section 9	<b>WEIGHTED:</b> 0 - 10	<p><b>A: Goals for next TWELVE months (financial and impact) PLUS strategies to achieve same:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p> <p><b>B: Key growth challenges and how these are being met/overcome:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5</p>
<b>GROWTH PLAN</b>	Founder Passion & Motivation	Authentic story, motivation, use of prize money	<b>SELECTION SUBMISSION:</b> Growth Plan: Section 10 + VIDEO	<b>WEIGHTED:</b> 0 - 10	<p><b>A: VIDEO:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 3</p> <p><b>B: Use of funding if won PLUS reason for entering competition:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 3</p> <p><b>A: Overall founder story and motivation:</b> Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 4</p>
<b>FULL SUBMISSION</b>	Clarity & Quality of Submission	Presentation, completeness, clarity	<b>SELECTION SUBMISSION:</b> FULL SUBMISSION	<b>WEIGHTED:</b> 0 - 5	Does not meet expectations = 0 Meets expectations = 2 Exceeds expectations = 5