

## Structure of the business growth plan

*The recommended page limit is not compulsory but intended to serve as a guideline. We're interested in the clarity of your idea so don't hesitate to use diagrams or graphs to illustrate your points.*

### **1. Consultant profile**

- Include a short narrative around your main activities, years of experience; staff (male/female/ young people); client categories (sectors; small/big businesses; urban/rural)
- Provide your understanding of your position within the market (competition, market trends)

*[Recommended length: 3 pages max]*

### **2. Vision for the Website growth model**

- What is your vision for the website growth model in the medium and long term?
- How do you see the involvement for the tourism stakeholders in Qarku of Gjirokastra in the future?

*[Recommended length: 1 page max]*

### **3. Growth strategy**

- What are the main challenges you foresee for developing and maintaining the Website?
- How will you address the challenges?
- How do you see your role in year 1? And in the years after that? What is in it for you?
- Business plan of the new activities needed to manage the project and to guarantee the maintenance in the future (see "Business Plan-Financial Part", in excel)

*[Recommended length excluding the "Business Plan-Financial Part": maximum 10 pages]*

### **4. Beyond RisiAlbania's support: sustainability**

- How do you plan the continuation of the change after Risi's support? Be specific about your envisaged public-private partnership model, and how it will be commercially sustainable.
- How will the change be self-sustainable?

*[Recommended length excluding the Annex: maximum 5 pages]*

