



- KwaZulu Natal x3 franchises
- Mpumalanga x1 franchise

Franchise exit model for renewable energy graduates





Green off-Grid is South Africa's renewable energy group focusing on domestic and commercial solar installations. The group runs (1) solar training, (2) solar installations, and (3) solar social enterprise franchise line.

- Registration of a private company
- Registration of graduate team
- Registration of a bank account
- Signing of the company constitution
- Mentec's BIH enterprise development training
- Branding induction
- Marketing strategy mapping
- Franchise agreement (signing)
- Franchise induction
- Franchise training
- Stock planning and distribution
- Target setting
- Digital marketing and website inclusion
- Banners and promotional merchandise
- Pitch sessions Public sector
- Pitch sessions Private sector
- General public roadshow

Service options and offering

- +Solar installations
- +Solar accessories sales
- +Camera sakes (Optional)
- + Printing services (Optional)
- · +Solar training and certification





Township garage option





Caravan option





Container option





Normal store option

Franchise costing





No Description	Garage option	Caravan option	Container option	Shop option
1 Administration fee	R10 000,00	R20 000,00	R40 000,00	R95 000,00
2 Infrastructure and set up fee	R5 000,00	R10 000,00	R45 000,00	R69 000,00
4 Registration of a private company	R500,00	R500,00	R500,00	R500,00
5 Registration of a bank account	R1 000,00	R1 000,00	R1 000,00	R1 000,00
6 Signing of the company constitution	R700,00	R700,00	R700,00	R700,00
7 Banners and promo supplies	R13 000,00	R35 000,00	R35 000,00	R50 000,00
8 Franchise fee	R70 000,00	R220 000,00	R380 000,00	R490 000,00
9 Initial stock	R45 000,00	R70 000,00	R70 000,00	R170 000,00
Renewable Energy training, accreditation and				
certification (x1 Directors / Managers)	R15 000,00	R30 000,00	R30 000,00	R30 000,00
Digital marketing	R18 000,00	R18 000,00	R18 000,00	R18 000,00
Total	R178 200,00	R405 200,00	R620 200,00	R924 200,00

Franchise CSI / ED (Corporate Social Investment and Enterprise Development





Installation teams

- 2 5 graduate solar companies
- Pongola + other MKI centers
- Each company to have a minimum of 7 graduates
- Maximum number of graduates (x25 candidates/ class)

Sales teams

- 1-2 graduate solar sales / marketing companies
- Pongola + other MKI centers
- Each company to have a minimum of 7 graduates
- Maximum number of graduates (x25 candidates/ class)

Training teams

- 1 graduate solar training company
- Pongola + other MKI centers
- The company to have a minimum of 7 graduates
- Maximum number of graduates (x25 candidates/ class)

Management team

- X3 RE graduates
- ED funded salaries for x6 months

Franchise CSI / ED (Corporate Social Investment and Enterprise Development





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- Projected impact –
 125 head count
- Realistic impact 40 head count

Sales teams

- Projected impact 50 head count
- Realistic impact –
 15 head count

Graduate source

Training teams

- Projected impact –
 25 head count
- Realistic impact 5 head count

Graduate source

Graduate source

Accenture MKI renewable energy project Accenture MKI renewable energy project Accenture MKI renewable energy project

Management team

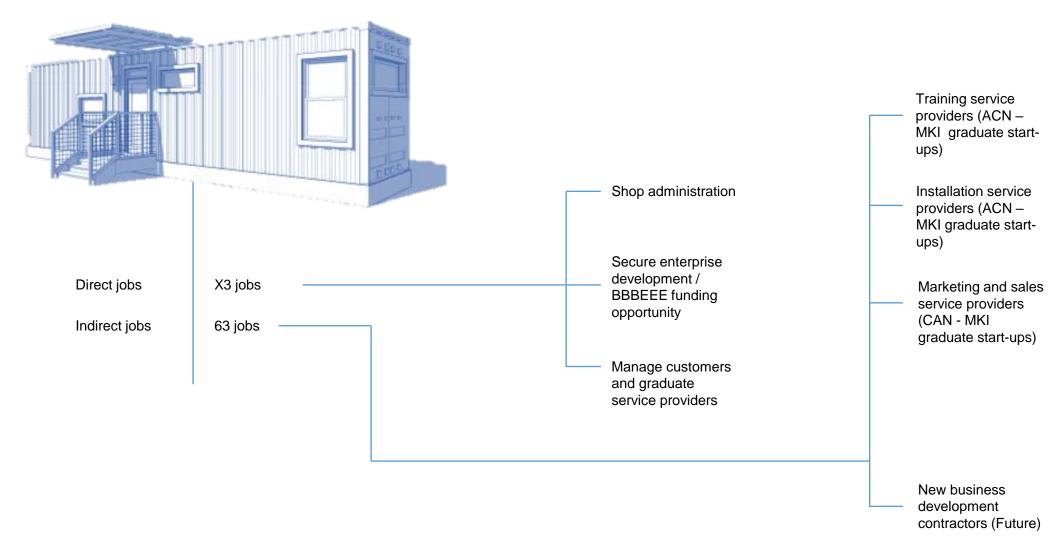
- Projected impact –
 3 head count
- Realistic impact 2 head count

Graduate source

Accenture MKI renewable energy project

Franchise CSI / ED (Corporate Social Investment and Enterprise Development







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