

Deal Share FAQ from India Members

Q1. How does AVPN ensure closure of these (deals)?

We focus on targeted matchmaking efforts beyond just financial resources, so it could be intellectual and human capital as well, to support different causes and market interests. In order to be able to do this, we would like to understand our members and your resources better so that we can enhance the matching between supply and demand.

The closure of the deal is however dependent on the follow-up conversations that take place between funders and the organizations. We do our best to make sure that all of our deals that are listed on our platform have the opportunities to gain visibility among our AVPN members, complemented by further engagements where relevant.

Please visit <https://avpn.asia/dealshare/> for further information on How Deal Share Works.

Q2. What do active deals mean? Can it be from an early conversation between investor and SPO to capital deployment?

All the deals that are on the Deal Share Platform are active, meaning that they are still seeking some sort of financial or non-financial support.

For a Social Purpose Organisation (SPO) to list on the Deal Share Platform, they would require an endorsement from an AVPN member. The endorser should have provided financial and/or non-financial support and be equipped with a good knowledge of the SPO. Hence, an AVPN member that had an early conversation with an SPO could endorse its project provided that the member has a good understanding of the SPO and has provided support, be it financial or non-financial.

Q3. Can an AVPN member endorse its own SPO project?

If an AVPN member would like to list their own project on the platform, they will have to find another AVPN member that can endorse their project. We encourage AVPN members to list their portfolio companies/grantees and endorse SPOs that they have previously supported or are currently supporting to help them receive follow on support and visibility to the wider AVPN network

Q4. Do all the deals on the platform get funded?

Similar to Q1, AVPN does not guarantee funding between members and listed deals. We aim to build an ecosystem by facilitating meaningful and relevant connections. We focus on working with members to support your capital deployment, and referring you solutions/projects that are investable or scalable.

Q5. Can the Social Enterprise Development Toolkit be used by the non-profit as well because it seems like for-profit social enterprises?

The pilot toolkit was designed for social enterprises. However, resources mapped on Deal Share (<https://avpn.asia/spo-resources/>) could also be relevant for NPOs. We are definitely working towards a toolkit that can be adapted for non-profit organizations. Should you be interested in partnering with us to adapt the SE development toolkit for the non-profits, please write to dealshare@avpn.asia.

Q6. What are the expected measurable outcomes of the Deal Share Live?

Generally, a Deal Share Live session aims to showcase solutions and best practices around a particular theme and bring together relevant stakeholders in the space. Members will be able to deepen their understanding of the overall landscape, understand SPOs' work on-the-ground better and support these high impact solutions through collaborative partnerships and capital deployment. As a short-term outcome, the SPOs that present at the Deal Share Live will usually gain immediate advisory support and resources in terms of useful connections or access to network.

Q7. Do you ask for endorsement of resources to close the gap between organizations and investors?

We are unclear of this question. But if we may, we are re-framing it to (i) what does endorsing a deal mean, and (ii) do you matchmake resources?

(i) Refer to Q2

(ii) Refer to Q1, Q4 and Q5

Q8. Can an ex-member of AVPN endorse the deals?

The endorsing member and its contact person will appear on the deal pages of the SPOs they endorse. Other AVPN members will be able to contact the endorser through the built-in AVPN connector and this is not possible if the endorser is no longer part of AVPN community. If an endorsing member is no longer continuing their membership with AVPN, the affected SPOs will have to find an alternative endorser from the current list of AVPN members.

Q9. Can CSR funding be channelled through AVPN Deal Share Platform?

We are delighted by this question as we are definitely deepening our engagement with corporates in India to support your CSR activities and capital deployment. Corporates can use the Deal Share Tools to accelerate your work and CSR activities across the region by identifying a pipeline of relevant, investable and scalable deals. We would also like to get your input on challenges that you face and see if we can leverage on Deal Share activities to plug these gaps and challenges to ensure more strategic deployment of CSR capital.

The following articles might be of interest to you, highlight examples of how we can work with corporates. Please reach out to dealshare@avpn.asia for any collaboration enquiries.

<https://avpn.asia/blog/community-goals-credit-suisse-social-enterprises-thrive/>

<https://avpn.asia/blog/how-corporates-can-build-capacity-social-purpose-organizations/>

Q10. Do all the deals on the platform get to participate in Deal Share Live?

The deals listed on the Deal Share Platform represent a spectrum of social causes and SDGs. As Deal Share Live sessions are usually driven by specific causes and markets, we work with our members to establish interest and objectives for these sessions in order to curate a list of SPOs that fit the session's criteria. To date, we have showcased over 100 SPOs through various Deal Share Live formats - SPOs either had a speaking engagement, pitched or presented with an opportunity to participate in an in-person or virtual convening.

Q11. What is the process of signing up for the Deal Share by an existing AVPN member?

We require the SPO you wish to list on the platform to submit a Deal [submission form](#), which collects all necessary information including project details, financial asks and non-financial asks. Following the submission, the Deal Share team will crosscheck the information submitted and confirm the AVPN member's endorsement before publishing the deal on the platform. We encourage everyone to go through the [FAQ](#) prior to filling up the submission form.

Q12. Do you take management fees from the participating social enterprises or investors?

No, we do not. We do not have any listing fees or any management fee for the deals that are listed.

Q13. How easy or difficult is it to delete or edit or update proposals on the Deal Share Platform?

We always encourage our SPOs to update us with their most relevant information so for instance if they have new partners, if they move into new markets, or if they have updates to their solutions, to inform us so we would have the most relevant information on the Deal Share Platform. This will then enable us to have a more targeted and more efficient conversation with our members.

At this moment, all edits are to be submitted through this [form](#). To delete a deal, please contact dealshare@avpn.asia.

Q14. Can you provide a list of deals in a particular theme on request?

The filters on the Deal Share Platform will allow AVPN members to identify deals based on criteria such as markets of operation, social causes and SDGs. For additional filters or information, you may contact dealshare@avpn.asia for assistance.

Q15. If I am not an AVPN member and I have resources for NGOs, can I still list on your Deal Share Platform?

If you are seeking to share resources and explore potential areas of collaboration, please reach out to dealshare@avpn.asia.