

IO1 – A1

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For Desk Research in Partner Countries



Document Title	Table of Contents for Desk Research
Intellectual Output	1. Financial Check Training Course – FCT Course
Activity	1
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A. **Budgeting:**

<1 page about cash budget practices>

B. **Finance:**

- a. Obtaining financing
- b. Crowdfunding

<1,5 pages about finance practices>

C. **Cash flow management:**

- a. Forecasting practices
- b. Cash flow statement analysis practices
- c. Cash flow ratios calculation practices
- d. Cash flow automation tools
- e. e-Invoicing adoption and tools

<1,5 pages about cash flow management practices>

D. **ICT-enabled Business Development:**

- a. eProcurement adoption and practices
- b. eCommerce integration
- c. Use of virtual marketplaces

<1 page about ICT-enabled Business Development situation>

The proposition is to make a high level analysis in each country about what the start-ups (established up to 3 years) are doing in relation to the items above.

The proposed tool for carrying out the research is desk research. Naturally, not all information will be found depending on each country. In all situations we will consider the “lowest” level in terms of the “AS-IS” situation.

The output should be about 1-2 pages of conclusions for each area.