

Service Category	Business Modelling	
Entity	Meraki	
Activity Sector	Health	
Logo of the Entity		
Brief Description of the Entity	<p>It is a Social Enterprise by Survivors for Survivors. It is a survivor-run peer-support grassroots service offered by St Jeanne Antide Foundation to women and children survivors of domestic violence.</p> <p>It has supported 400 women and their children and they value survivors as experts by experience.</p> <p>They are running and further developing a social enterprise to empower survivors of domestic violence with gainful and meaningful employment and to create an eco-friendly, fully-customizable, ethical product that fulfills the identified customer needs.</p>	
Representative Image		
Service	Mentoring & Coaching / Matching	
Duration of the service	40 hours	
Service used write up	<p>Mentoring & Coaching ENISIE through its maltese partner Malta Enterprise, invited Meraki to attend and pitch at the #PROFITWITHPURPOSE Event on 8 and 9 May 2019. Meraki turned out to be one of the winners of the #PROFITWITHPURPOSE Event. The services offered as a winning prize included a hot desk at the Malta Innovation Hub at the Malta Life Science Park as well as 40 hours of Mentoring and Coaching by IURIS Business Solutions at the same hub.</p> <p>The Mentoring and Coaching sessions took place over 5 months with 5 sessions of 1.5 hours each and aimed at training the entrepreneur in key skills to further enhance the business idea and possible operation. More specifically, the mentor guided the entrepreneur with further developing the Business Canvas which included an analysis of the financial and human resources involved in the project, identifying funding for a potential e-commerce solution as well as launching the Feasibility Study and Market Analysis. Moreover, the possibility of organising a brainstorming session with the employees has been discussed during the mentoring sessions in order to identify new business outcomes. In this way, the entrepreneur was hand held to reach her goals in further developing the Business Strategy and Activities.</p> <p>Matching The mentor and the entrepreneur discussed the further development of the project also through the identification of potential partners. Given the specific nature of the business products, the mentor enabled the matching between Meraki and a soap expert in Malta. During the 1.5 hours meeting, Meraki and the expert discussed several matters related to the production of soaps, including the organic ones as well as the procurement of chemicals and materials, issues related to quality control, quality assurance and testing, etc.</p>	
Who provided the service	Malta Enterprise - IURIS Business Solutions	

Output / Benefits

- Further development of Business Canvas.
- Further development of Financial & Human resources investment required.
- Identification of Additional Revenue streams.
- Possibility of developing an E-Commerce solution.
- Identified new expected business outcomes through a team Brainstorming session.
- Launching of Feasibility Study and Market Analysis.
- Introduction to a potential collaborator Mr. Joe Tanti, Microbiologist Expert in soap manufacturing, quality assurance and soap testing for microbes, soap efficacy and fragrances.