GUIDE 4 — FOR FUNDERS

Who this is for. You lend to, or invest in, small businesses.

You see businesses that have chosen to be seen, with the documents they have chosen to show.

GETTING APPROVED

1 **Read what the platform offers a funder.**

What you will see: What you get and what it costs.

Step 1 of 4

2 **Find your institution in the funders directory and claim it: say who you are and give your work email.**

What you will see: The claim waits for RMK to check that you work there.

If it goes wrong: If your institution is not in the list, press "Add my institution" at the foot of the directory. It goes to the same check.

Step 2 of 4

3 **Wait for RMK to confirm your claim.**

What you will see: We tell you on the platform and by email. Your funder screens open the next time you sign in.

If it goes wrong: If it has been more than a few days, ask us. The queue is a person, not a machine.

Step 3 of 4

4 **Keep your mandate, products and contacts up to date: deal size, who each product is for, provinces, and who a business may speak to.**

What you will see: Businesses read what you save straight away.

Step 4 of 4

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WHAT THIS DOES NOT DO YET

Approving a funder cannot be undone on any screen. The columns that would record a withdrawal exist and nothing writes them. Ask RMK to remove an institution by hand.

WHAT YOU CAN SEE, AND WHY

1 **Open the list of businesses.**

What you will see: Only businesses that have agreed to be seen, each with how ready it is and which key documents it holds.

If it goes wrong: If the list is short, that is the truth of it. It is not filtered by anything you have not set.

Step 1 of 2

2 **Open a business and read its readiness and its documents.**

What you will see: Its market and funding readiness, and whether it holds its company registration, tax clearance and B-BBEE papers. There is no match percentage, and the page says why.

If it goes wrong: A business can withdraw consent at any time, and it disappears from your list when it does.

Step 2 of 2

WHAT THIS DOES NOT DO YET

The platform cannot yet match a business against your fund's own requirements. That is why you see each business's readiness and papers and not a match percentage: a percentage that cannot read your requirements would look exact and mean nothing.

APPROACHING A BUSINESS

1 **Send an approach from the business's page.**

What you will see: It appears in their own list, and they can answer.

Step 1 of 3

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2 **Withdraw an approach you no longer want to make.**

What you will see: It is marked withdrawn and they see that.

Step 2 of 3

3 **Read their answer when it comes.**

What you will see: Their reply, on the same screen.

If it goes wrong: They are under no obligation to answer.

Step 3 of 3

WHAT THIS DOES NOT DO YET

There is no screen showing a funder their own activity over time -- who they approached, when, and what came of it.

STUCK?

A person at RMK can help with any step on this page. There is a WhatsApp button on every screen and it carries with it which screen you were on, so you do not have to explain where you got to.

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