

## Appendix V - Expanded Business Development Services (additional services for specific target populations)

In accordance with Section 6.11 of the Rules and Regulations, the following are cases in which additional consulting hours will be granted beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations:

### 1. Reservists

- 1.1. A business owner / entrepreneur who employs up to 10 people and is an active reservist, is entitled to a 100 percent increase (twice as much) in the extent of entitlement specified in sections 6.2.1-6.2.3.
- 1.2. A business owner who employs more than 10 people and is an active reservist, is entitled to up to **20 additional consulting hours** beyond the scope specified in Sections 6.2.4-6.2.5 to the Rules and Regulations.
- 1.3. In order to receive this bonus, the business owner / entrepreneur is required to present a valid "active reservist card" by the date of the business process mapping.
- 1.4. The entitlement to additional consulting hours under this Section is a one-time entitlement, to be exercised by the enterprise within the entitlement period specified in the Rules and Regulations.

### 2. Medium-sized businesses in the areas of standardization, innovation, information

systems, industrial design and operations are entitled to the following consulting hours:

- 2.1. Small businesses with 5 to 10 employees (inclusive) that engage solely in industry are entitled to an additional 50 consulting hours in all these areas.
- 2.2. Medium-sized businesses with 11 to 50 employees are entitled to an additional 200 consulting hours in all the aforesaid areas, however not more than 100 hours for each area separately.
- 2.3. Medium-sized businesses with at least 51 employees are entitled to an additional 300 consulting hours in all the aforesaid areas, however not more than 150 hours for each area separately.
- 2.4. The entitlement to additional consulting hours in the aforesaid areas is a one-time entitlement, to be exercised within the entitlement period specified in the Rules and Regulations.
- 2.5. Entitlement to consulting hours in the area of standardization does not apply to the essential business standards and licensing that are required by law, or to the procedures of government ministries and local authorities.

**3. Consulting for enterprises / entrepreneurs with rapid growth poles:**

Enterprises / Entrepreneurs that meet the following criteria, cumulatively, will be entitled to 150 consulting hours:

- 3.1. Enterprises that have the potential to employ at least 20 full-time employees at the time of its establishment / transfer.
- 3.2. Enterprises / Entrepreneurs that operate in the areas of agriculture or industry, and also in the service sector if it is solely from the Mitzpe Ramon area.
- 3.3. Enterprises that will be established in outlying areas, close to or far away from the center of the country.

**4. Assistance with the financing process for the State Guarantee Fund:**

- 4.1. Enterprises that have been identified by the entities specified in Section 4.2 below as having a medium or high-risk profile within the framework of a loan approval from the Fund or within the framework of the relevant entity's visit to the enterprise, will be entitled to 10 additional discounted consulting hours (according to the rates specified in Appendix IX, Section 6) in the area of finance, beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.
- 4.2. The entities that are authorized to refer the enterprise for consultation are entities that represent the Fund on behalf of the state (GSE – Giza Singer Even or BDSK – Ben David Shalvi Kop accounting firm).

**5. E-commerce**

- 5.1. An enterprise that participates in the E-commerce track will receive 10 additional consulting hours beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.
- 5.2. An enterprise that has completed the E-commerce track will receive an additional 6 consulting hours beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.

**6. Assistance with an HACCP plan and instituting GMP standards in food plants:**

- 6.1. Enterprises that receive assistance with an HACCP plan and instituting GMP standards in food plants, with an emphasis on meat, fish and gluten-free products, are entitled to 60 additional consulting hours beyond the basic entitlement specified in Sections 6.2.2 - 6.2.5 to the Rules and Regulations.

7. Enterprises and entrepreneurs from the **Bedouin community and from East Jerusalem**, as specified in the Rules and Regulations, are entitled to 3 consulting hours at no cost. These

additional consulting hours are beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.

**8. Public procurement:**

An enterprise participating in the Public Procurement track, which has registered and paid for a Public Procurement workshop, will receive up to 50 additional consulting hours beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.

**9. Emergency Preparedness in hazardous areas:**

An enterprise that is entitled to participate in the Emergency Preparedness (in hazardous areas) track will receive up to 10 additional consulting hours beyond the basic entitlement specified in Section 6.2 to the Rules and Regulations.