# Solid'Avenir Project - Terms of Reference

Hedera Hackathon - Africa Challenge

## 1. Executive Summary

Solid'Avenir is a crowdfunding and impact-tracking platform built on Hedera Hashgraph. It aims to restore trust in social impact donations and investments across West Africa.  
  
By leveraging the immutability and transparency of the Hedera blockchain, we enable any contributor to trace every CFA Franc, from the initial donation to its concrete use on the ground. Our solution addresses the dual challenge of donor mistrust and the lack of visibility for legitimate project leaders.  
  
Ultimately, Solid'Avenir aims to become the essential digital trust intermediary for the region's economic and social development.

## 2. Problem Statement & Project Justification

### Core Problem: Pervasive Mistrust

The landscape of charitable and entrepreneurial funding in West Africa is paralyzed by a critical lack of trust, as illustrated by these real-world cases:

- Social Case (Dianeguela, Mali): The association Siguida Djo Ton managed to raise only 150,000 CFA over three years for a vital project involving the installation of a piping system and drainage ditch cleaning.  
- Broader Social Case: Individuals with disabilities or in difficult situations struggle to obtain support despite expressing their needs on social media, due to a lack of donor trust.

Consequence: Associations cannot take action, vulnerable individuals remain invisible, and both philanthropists and investors hold back, hindering development.

### Why existing solutions are insufficient:

International platforms (e.g., GoFundMe) are not adapted to local realities (Mobile Money payments, cultural and linguistic contexts, low banking rates) and do not offer the granular level of transparency needed to restore trust at the local level.

## 3. Proposed Solution - Solid'Avenir on Hedera

Solid'Avenir is a local crowdfunding and solidarity platform that combines blockchain technology with human oversight to solve the core issue of mistrust.

### Key Features:

1. Verified and Secure Campaigns  
2. Traceability and Transparency via Hedera  
3. On-the-Ground Monitoring and Regular Reporting  
4. Integration of Local Payment Methods

### Hedera's Value Proposition:

- Negligible transaction fees (≈$0.0001)  
- High Performance (10,000+ TPS)  
- Eco-friendly Consensus (Proof-of-Stake)  
- Transparency and immutability

## 4. Business Model & Sustainability Strategy

### 4.1 Revenue Streams

- Commission on Charitable Campaigns: Each charitable campaign published on the platform by non-profit associations or projects is subject to a 5% to 10% commission on the amount raised. These fees are calculated to cover weekly on-the-ground monitoring and verification (travel, reports, photos). Example: If an association raises 100,000 CFA, Solid’Avenir deducts 5,000 to 10,000 CFA to ensure monitoring and transparency.  
- Commission on Entrepreneurial or Creative Projects: Projects with an economic focus (startups, creative initiatives, local innovation) are subject to a slightly higher commission, proportional to the amounts raised and the support provided. This helps finance the platform's infrastructure and ensure its sustainability.  
- Partnerships and Sponsorship: Companies and institutions can support Solid’Avenir via sponsorship, patronage, or CSR programs. Possibility to offer premium services: training, enhanced support, visibility on the platform.

### 4.2 Target Customers / Payers

- Short-term: Associations, NGOs, individuals with disabilities or in difficult situations.  
- Long-term: Impact investors, entrepreneurial project leaders, local and international companies and institutions.

### 4.3 Market Potential

- Social: The entire solvent population open to solidarity, with constant needs for associations and social projects.  
- Economic: Young project leaders, micro-entrepreneurs, and creative initiatives seeking reliable and transparent funding.  
- Dual Nature: Solid'Avenir combines social impact and economic opportunities, significantly broadening the potential market and the platform's long-term durability.

## 5. Social Impact and Vision

### Immediate Impact:

- For Beneficiaries: Visibility, credibility, and easier access to funds.  
- For Donors: Trust and the ability to track real impact.  
- For Investors: Reliable projects with reduced risk.

### 5-Year Vision:

- The reference platform for solidarity and professional integration.  
- A hub for youth: integration, training, retraining.  
- A trusted community across West Africa.

## 6. Team & Resource Requirements

### The Team:

6 passionate young Malians  
- 5 DevOps (infrastructure, API, security, front-end, cloud)  
- 1 DataOps (reporting, traceability, analytics)

### Needs to Move Forward:

- Funding: For the technical team, on-the-ground monitoring, cloud infrastructure, communication, and marketing.  
- Mentoring & Support: Expertise in social startup management, economic modeling, and Hedera technical integration.  
- Network and Partnerships: Contacts with philanthropists, investors, incubators, and local partners.

## 7. Conclusion & Call to Action

Mistrust is not inevitable. Solid'Avenir proposes a concrete solution, built on Hedera technology, to provide the transparency desperately lacking in the West African charitable and entrepreneurial landscape.  
  
We are participating in this hackathon to:  
- Accelerate technical development.  
- Connect with Hedera mentors.  
- Find partners for our vision.

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