

1. **5 A's of Access:** A framework used to describe the dimensions of health care access. As outlined in the challenge focus areas, these are: Affordability, Availability, Accessibility, Accommodation and Acceptability.
2. **Accelerator:** A structured, intensive program designed to help organizations grow rapidly and achieve key milestones. It offers a combination of workshops, mentorship and other resources to help participants refine their value propositions, develop their strategies and scale their impact more quickly.
3. **Burn Rate:** The rate at which an organization is spending its available funds, usually measured monthly. Understanding the burn rate is crucial for managing finances, as it indicates how quickly the organization's resources are being depleted and how long it can continue operating with existing financial resources.
4. **Care Deserts:** Geographic areas or populations that lack sufficient access to medical services, providers or facilities. These are often rural areas or urban neighborhoods where residents must travel significant distances to receive primary or specialized care.
5. **Grassroots Initiatives:** Programs or solutions that are developed and driven by local community members or organizations. These solutions are typically focused on addressing specific issues or needs within the community, leveraging local knowledge, resources and networks to create impactful and sustainable change.
6. **Impact Indicators:** Measurements or metrics used to assess how well a program is achieving its goals. These indicators track the outcomes and effectiveness of the program, helping to demonstrate its impact and areas for improvement. They can include things like the number of people served, changes in health outcomes or other measurable results.
7. **Innovation:** The process of developing new ideas, products, services or methods that significantly improve upon existing solutions or address unmet needs in a novel way. Innovation is central to driving progress and creating better outcomes in various fields, including health care.
8. **Operational Readiness:** The state of an organization having the necessary systems, leadership, staff and infrastructure in place to effectively handle new funding, scale a program or implement the mentorship advice provided by the accelerator.

9. **Pitch Deck:** A concise presentation, typically used to explain an organization's mission, goals, programs or business plan. It's often used to attract funding, partnerships or support — providing a clear and compelling overview of what the organization does, why it matters and what it needs to succeed.
10. **Problem Statement:** A description of the specific issue or challenge that an organization aims to address. It outlines the problem in a way that highlights its significance, the affected population or community and the urgency for intervention, setting the stage for the organization's proposed solutions.
11. **Scalable Solutions:** Programs or ideas that are designed to grow and expand effectively to serve more people, communities or geographic areas. These solutions can be implemented on a small scale and then easily adapted or multiplied to work on a much larger scale, increasing their effectiveness as they grow.
12. **Startup:** An early-stage organization that is in the initial phases of its development, often focused on bringing innovative products or services to market. Startups typically aim to scale rapidly and often operate in fast-moving industries with high potential for growth.
13. **Underserved Communities:** Groups of people that experience significant disparities in access to essential resources, services and opportunities. These disparities, often stemming from systemic inequities, can impact various aspects of life, including education, health care, economic opportunities and social services, leading to a lower quality of life for these communities.
14. **Unrestricted Grant:** A financial contribution given to an organization that can be used for any purpose the organization deems necessary. Unlike restricted grants, which must be spent on specific projects or activities, unrestricted grants offer the flexibility to support various needs, such as operational costs, program development or other essential activities.
15. **Value Proposition:** A clear and compelling statement that explains how an organization's products or services provide unique value to its stakeholders, including beneficiaries, donors, volunteers and the community. It outlines why the organization is important, what it aims to achieve and how it distinguishes itself from other organizations, solutions or initiatives.