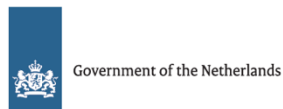




WATER and ENERGY for FOOD

WE4F S/SE Asia Call for Innovations: Q&A Summary V1



Prepared on November 25, 2020
South/Southeast Asia Regional Innovation Hub

1 OVERVIEW

The following are consolidated questions and answers received in response to the WE4F S/SE Asia Hub's first call for innovations. Besides those questions marked with an asterisk, all were reviewed in a question and answer (Q&A) webinar held on Thursday November 19, 2020, the recording of which is [here](#). For any clarifications, please email WE4FAsiaBids@tetrattech.com.

2 Q&A SUMMARY

Table 1: Question and Answer Summary as of November 25, 2020

#	Question	Answer
1	<p>We are a non-profit organization that is interested in applying for the call for innovations. Are we eligible?</p> <p><i>Target Groups of the WE4F Grand Challenge WE4F works with entrepreneurship and innovation through the following actors:</i></p> <ul style="list-style-type: none"><i>• Innovators with demonstrated potential for financially sustainable scaling that have previously received support and proved successful in the go-to-market phase from either the Securing Water for Food or Powering Agriculture Grand Challenges (for a detailed description of the selection criteria see Terms of Reference of the regional innovation hubs on the WE4F website).</i><i>• Private, for-profit companies or teams or groups within non-profits or universities which maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. These organizations can apply through the Calls for Innovation.</i>	<p>Non-profit teams are allowed to apply if they maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. Please see 3. First Regional Call for Innovation in the call for innovations document for more details.</p>

#	Question	Answer
	<ul style="list-style-type: none"> • Other actors that are identified on a case-by-case basis by the Regional Innovation Hub and which fit the criteria of WE4F and are crucial for the scaling of impacts. 	
2	I am a former SWFF or PAEGC innovator. Do I need to compete again in the WE4F call for innovations?	Graduated SWFF and PAEGC innovators must apply through this competitive call for support from WE4F if they are looking for grants.
3	We would appreciate if additional information on the eligibility of UNDP country office and how we can assist our local beneficiaries could be given.	WE4F aims to support private sector-led innovations. Besides private companies, the WE4F Asia Hub will support non-profit or academic teams that maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. Governments will not be supported.
4	I am a project developer in Somalia, Tanzania, Yemen, etc. Can I apply to this call for innovations?	Somalia, Tanzania and Yemen are not target countries for this call for innovations. See Appendix 1 – Eligible Countries of Implementation of the call for innovations document for all target countries. Please see the WE4F website for information on the East Africa Hub which targets Somalia and Tanzania, and the Middle East/North Africa Hub, which targets Yemen.
5	<p>It states in page 30 of the guidelines that Water and Energy for Food is open to legally incorporated / registered for-profit businesses and not-for-profit organizations or academic institutions which are responsible for generating revenue and maintaining a self-sustaining operational budget (i.e. covering costs).</p> <p>Can not-for-profit organizations that raise their revenue through grants and</p>	WE4F aims to support private sector-led innovations. Besides private companies, the WE4F Asia Hub will support non-profit or academic teams that maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. If an organization meets these requirements, it is eligible to apply.

#	Question	Answer
	other income generation activities (eg. selling of merchandise etc.) eligible to apply for this grant? Please clarify.	
10	Finally, I would request you, please consider this application and support to this project as your good partnership with us. I will be thankful to you forever.	Applications submitted via email will not be reviewed or responded to. Please apply via the WE4F S/SE Asia Hub's website .
11	<ol style="list-style-type: none"> 1. Could applicants submit a proposal as a consortium or should there be a "lead" applicant? 2. If consortium allowed, do all the parties of the consortium have to be legally registered in one of the countries indicated in the list or only one party is sufficient? 3. If consortium allowed, would you at some point during the process provide an overview of interested parties looking for a technology partner to apply to this call with? 4. Could you please elaborate on the difference between efficient use and sustainable use (cf. the themes)? 5. Could you please indicate whether there is a preference for innovations focused on smallholder farming or on commercial/industrial farming? 6. Could you please indicate how important is the women-led factor for the focus of the innovations proposed? The agriculture sector is generally man-dominated. 7. Could you please provide more details on the minimum level of cost contribution expected from the project team (i.e. the matching funds)? 8. Could you please elaborate and provide illustrations on the ESG 	<ol style="list-style-type: none"> 1. Consortiums are allowed to submit a proposal. Each organization's role should be clearly defined. There should be a lead applicant that would sign the contract upon award. Where joint partnerships include innovators from low-and middle income countries, we encourage the partnership to designate the low- and middle-income country partner as the Project Manager. 2. The organization that submits the application should be a legally registered entity in at least one of the target countries. Or, the organization should have at least one local partner that is registered to work in the country(ies) of implementation. This local partner could be a commercial or NGO partner, joint venture partner or candidate for a merger or acquisition. 3. If chosen as an innovator, WE4F may advise the organization on potential partners. WE4F will not provide such support before innovator selection. 4. Theme 2 mentions efficient use of water resources for food production: reducing water wastage required for food production inputs. Theme 3 mentions sustainable use of energy and water, which emphasizes

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	<p>principles (cf. gender mainstreaming, poverty reduction, and environmental sustainability) to be respected as a minimum to be eligible for the support?</p>	<p>sustainable, holistic management of natural resources and ecosystems.</p> <p>5. WE4F expects to prioritize support for innovations that target poor women and men smallholder farmers and others working in all parts of the agriculture value chain. Please see Target Groups of the WE4F Grand Challenge for more information.</p> <p>6. Broadly, gender equality is a central theme of WE4F that is of high importance that will be specifically sought after in concept note review. A women-led team can be reflected in the innovator’s leadership team’s (upper management, founders, or key team players) experience in the nexus or relevant sectors. WE4F will give preference to women-owned/women-led organizations and developing country entrepreneurs.</p> <p>7. Matching (whether in-kind or cash/cash equivalent) will be based on funding provided by WE4F, not the total project budget and the final amount of matching funds will be determined on a case by case basis for each applicant. Providing matching details is not required for the concept note stage.</p> <p>8. As per the guiding principles for ESG adherence in WE4F, we actively incorporate ESG issues into decision-making processes, program operating structure and standard practices.</p> <p>Innovators must have a basic understanding of ESG issues and show a strong commitment to ESG integration into their business model.</p>

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		<p>WE4F innovators are classified into one of three levels of ESG integration in their business model: beginner, intermediate and advanced. Please see Appendix 4 of call for innovations for more details.</p> <p>Application and Sustainability/ESG in Developing Countries makes up 25% of the concept note score.</p>
12	<p>1. As of now, I have three full time workers. Is my company eligible to join?</p> <p>2. My business model is to create all possible products to enable households to overcome their local problems with waste, energy and food. Can I join with multiple products?</p> <p>3. Is there a template for the proposal?</p>	<p>1. The WE4F S/SE Asia Hub call for innovations is open to all relevant organizations/companies, regardless of size. We encourage applications from small and medium enterprises (SMEs). Please see Section III – Eligibility Criteria for more details.</p> <p>2. Any products or services that meet the call for innovation’s requirements are eligible to be supported. See Section III – Eligibility Criteria for more details.</p> <p>3. Please apply on the WE4F Asia Hub’s website.</p>
14	<p>Our proposal is to assess an already-executed project, identify gaps and opportunities for growth, and build on it. Would this be eligible for an award?</p>	<p>Supported innovations must be commercially proven products, services or business models with a clear plan for scaling and impacting target group end-users. If an innovation meets these requirements, it is eligible for the call for innovations. Innovations focused on research and development for a product without a clearly defined market or proven commercial demand will not be supported.</p>
15	<p>As I understand it, this competition is mainly intended for University-Students.</p>	<p>WE4F is not geared toward university students. It aims to support private sector-led innovations. Besides private companies, the WE4F Asia Hub will support non-profit or</p>

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		<p>academic teams that maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. If an organization meets these requirements, it is eligible to apply.</p>
16	<p>1. In Section I, Part 4, What will not be supported. "Technologies that have not reached a minimum customer base of 5,000 customers for a product / service that costs less than \$100. If the business model is business-to-business (B2B), then combined end-users of all direct customers should be more than 5,000." We operate a pay-per-use energy service that relies on mature technology available off-the-shelf in the Indian market, where we operate. While we (as a company) have not yet reached a customer base of 5,000 customers through this service, the technology itself has been adopted by hundreds of thousands of users in India only, so almost certainly millions of customers globally. Does this technology adoption criterion apply to customers impacted by the technology <i>through the company's own efforts</i>, or generally? Presumably the intention is to ensure the technology is widely tested and mature, so we assume the latter is the case meaning we will be eligible to apply, though we have not yet deployed the technology</p>	<p>1. The WE4F Asia Hub call for innovations aims to support proven products and services that directly or indirectly impact target group end-users. Organizations that have not reached 5,000 customers/end-users do not meet WE4F's minimum requirements and are not eligible for an award, even if the technology being sold has reached thousands of customers outside of the organization.</p> <p>2. Depending on the innovators' need and review by the WE4F Asia Hub, a combination of grants, technical assistance and/or investment facilitation will be provided. For grants, only fixed price grants will be considered.</p> <p>3. Matching (whether in-kind or cash/cash equivalent) will be based on funding provided by WE4F, not the total project budget and the final amount of matching funds will be determined on a case by case basis for each applicant. Providing matching details is not required for the concept note stage. There are no current restrictions on where matching funds can be sourced from.</p>

#	Question	Answer
	<p>to the minimum customer base stated above.</p> <p>2. From Section IV. Awards made through this regional call may be in the form of "grants or other instruments as appropriate". What other instruments are eligible, e.g. convertible grant, equity? Is there any preference over grants or convertible grants, and should we propose any conversion conditions or only the instrument of choice, noting that WE4F reserves the right to change the instrument / terms?</p> <p>3. In Section I.B.3.B, you state that in the case of grant awards, the investee must show proof of matching funds. Can these matching funds come from any source of recent investment, and any unspent funds be presented as a cash contribution towards the project, for example in case of shared resources? If so, can a terms sheet from the investor, shareholder agreement or other similar document be provided as evidence of matching funds from a private sector investor, or what other document / proof should we provide as evidence? Alternatively, what other sources of matching funds will be considered?</p>	
17	<p>We heard you are donating fund for public charity trust. We will send you the project.</p>	<p>Applications submitted via email will not be reviewed or responded. Please apply via the WE4F S/SE Asia Hub's website.</p>
18	<p>1. Can we apply to multiple countries? 2. <i>Applicants that do not operate as a legally registered entity (for-profit</i></p>	<p>1. There are no restrictions on the number of countries, as long as they are among the WE4F Asia Hub's</p>

#	Question	Answer
	<p><i>business or group within a non-profit or academic institution) in at least one of the countries mentioned in Appendix 1.</i></p> <p>If we are based outside of Asia and also have entities (Subsidiaries) or partner organizations in one of the countries mentioned in the list can we apply?</p> <p>3. What type of activities are funded?</p> <p>4. Would a stage of testing and positioning (of business model) for scale be relevant or should it be at a stage of proven scale with profitable and repeatable business model?</p> <p>5. Can we apply with multiple proposals (with different related entities)?</p>	<p>target countries. Please see Appendix 1 – Eligible Countries of Implementation.</p> <p>2. All applicants must be registered and authorized by the national government in the country(ies) in which they work or have at least one local partner that is registered to work in the country(ies) of implementation. This local partner could be a commercial or NGO partner, joint venture partner or candidate for a merger or acquisition. Please see 3. First Regional Call for Innovation for more details.</p> <p>3. WE4F is looking to provide grants, technical assistance and/or investment facilitation support to commercially proven products, services or business models. Please see 3. First Regional Call for Innovation for more details on what types of products, services or business models are eligible.</p> <p>4. WE4F is looking to support proven innovations: mature products, services and business models that have demonstrated potential for scaling. This does not include supporting ideas for a development project but no track record for successful sales.</p> <p>5. Applicants may submit up to 3 concept notes.</p>
19	<p>What type of activities are funded? Our proposal is for a technology related to fertilizer for food production; is this eligible?</p>	<p>The WE4F Asia Hub is looking to support applicants whose WE4F nexus-relevant products or services have a direct, tangible linkage between water and/or energy and food value chains. If the linkage</p>

#	Question	Answer
		between water and/or energy and food value chains is clear, then the innovation is eligible for support.
20	Are you helping any COVID-19 food supply during this pandemic time? Are you focusing the women and children empowerment with this project?	WE4F places high importance on supporting innovations that enable food security, and target poor men, women and youth. Please see 1.C WE4F Program Rationale and Objectives for more details.
21	Our main aim is to use water for aquaculture purposes for protecting people from oncoming global food shortage with population growth. We are interested in partnership with you for receiving us a grant for our innovative project in Sri Lanka. Please let us know can you fund for our project as a collaboration with you? If you can we will make an application.	Any products or services that meet the call for innovation's requirements are eligible to be supported. See Section III – Eligibility Criteria for more details. Please apply on the WE4F Asia Hub's website .
22	In the guidelines, it is mentioned that "What is the unit price point at which you sell the product / service?" How this work for "non-profit" research organization which generally work with co-develop technologies with the government and let government placed a mechanism to extend the service to the farmer community? How would you suggest to compute "unit price" in this scenario?	Besides private companies, the WE4F S/SE Asia Hub will support non-profit or academic teams that maintain their own budget and are responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the nexus of water-energy-food. The Hub will not support innovations that are led by government institutions.
23	Award up to a value of 500,000 includes matching funds or this is amount WE4F can consider to invest?	500,000 USD is the value of the award that is possible to receive from the WE4F S/SE Asia Hub, including grants, technical assistance and/or investment facilitation.
24	For % of women in the workforce and senior management, is 40% women qualified enough?	The WE4F S/SE Asia Hub would encourage such organizations that place importance on a gender-balanced team to submit a concept note.

#	Question	Answer
25	Clarification: 1000-5000 existing customer requirement. The question that's being asked is around if you have not reached the 1000-5000 customers but the technologies you are using have (i.e. outside of your organization by a competitor etc.) can you still apply.	Organizations that have not reached 5,000 customers/end-users do not meet WE4F's minimum requirements and are not eligible for an award, even if the technology they are selling has reached thousands of customers outside of their organization.
26	Would a stage of testing and positioning (of business model) for scale be relevant or should it be at a stage of proven scale with profitable and repeatable business model?	Innovations that have proven a market fit and potential for scaling are prioritized for support in this call for innovations, rather than those in research and development or pilot testing. A new business model that scales up deployment of such an innovation can also be considered for an award.
27	Can Registered Women Entrepreneurs who have just started their business apply for upscaling	Yes, there is no size requirement of enterprises that apply to the call for innovations. Small and medium enterprises are encouraged to apply.
28	Is collaboration partner encouraged or preference is for individual applicants?	While there is no requirement for partnerships, collaboration is encouraged especially with local organizations based in any of the 16 target countries.
29*	Is there a particular area/country for this project? I am from Bhutan, I wanted to stress on the problems of Bhutan which exist profoundly in this nature of the problem.	Bhutan is one of the 16 countries that is included in the scope of this call for innovations. Please see Appendix 1 – Eligible Countries of Implementation of the call for innovations document for all target countries.
30*	Please find herewith tow files attachment. You are once requested to review this Concept Note. I hope you will find all required details. This project will be implemented by a government entity.	Applications submitted via email will not be reviewed or responded to. Please apply via the WE4F S/SE Asia Hub's website .
31*	We would like to work with your organization or your leadership or any latest innovative programs like a grant, fund, social business, skied development trading programs, Environment and Climate Change,	Applications submitted via email will not be reviewed or responded to. Please apply via the WE4F S/SE Asia Hub's website .

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	Carbon Mitigation Adaptation, and Low-cost social housing. Social agro-business and low-cost housing program in Bangladesh or you have selected in any programs any country area project program from your kind support and leadership.	
32*	Our solution costs significantly higher than the \$100/unit mentioned in the call for innovations. We are wondering if the thresholds for existing and future customers are flexible/commensurate with our tentative system price. Please let us know your thoughts/advise us on how we can proceed on this situation.	Broadly, we are aiming to support mid to late stage companies with potential and interest in scaling up. The product price point and customer threshold for future scaling are proposed in the call to encourage mature companies to apply. Also, the customer threshold includes total end user base (e.g. other non-direct customers, reached through a B2B model, for example), so there is some flexibility there.
33*	Can I submit a proposal in collaboration with researchers from other countries listed in the call (e.g. India, Thailand & Singapore)?	A private business is eligible to apply or a non-profit or university team that maintain its own budget and is responsible for generating revenue that have as the primary or a major part of their business model an innovative product or service that addresses the water-energy-food nexus companies.
34*	With reference to Call for Innovations 2020, kindly let us know the following: 1) Please let us know about the Matching Grant requirements. 2) We are a registered NGO in India but without FCRA, so in that case, can we apply for the proposal?	The matching requirement will be determined at the time of the award and is not asked about in the concept note stage. For registration, only legal registration in one of the 16 target countries is required.
35*	We are looking to develop a new business model to scale up deployment of our existing, proven technology. Is this eligible for a grant?	Yes, if the company is mature and has a proven product or technology which will be advanced with the new business model, the Hub would encourage the organization to submit a concept note.

