WATER AND ENERGY FOR FOOD: A GRAND CHALLENGE FOR DEVELOPMENT

Call for Innovations – Middle East and Northern Africa (MENA) region

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Date Issued: **October 14, 2021**

Call for Innovations Clarification Questions Due Date and Time: **November 1, 2021, 5:00 PM CET**

++++++++++++++++++Closing Date and Time: November 25, 2021, 5:00PM CET

Subject: Call for Innovations for Water and Energy for Food: A Grand Challenge for Development Competition

Dear Prospective Applicants:

The German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Government of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID) invite eligible organizations to respond to **Water and Energy for Food: A Grand Challenge for Development (WE4F) Call for Innovations.**

This Call for Innovations is designed to address barriers to enable the production of more food with efficient and sustainable usage of water and energy along the value chain from farming to End-User, and to impact food security, gender and poverty reduction in an environmentally sustainable way. The Call for Innovations describes the purpose of the program and the types of activities that it will fund; indicates the process for preparing and submitting concept note and proposal; and outlines criteria for their evaluation. Through this competition, ***Water and Energy for Food*** anticipates disbursing up to USD **$2 million** in award funding (TA and Grants) for the Middle East and North Africa (MENA).

Individual awards are expected to range between USD $25,000 and USD $300,000 depending on the type of funding requested. The period of performance for individual awards is up to two years; the actual period of performance for each award will be determined at the time of award. The WE4F Middle East and North Africa Regional Innovation Hub (MENA RIH) will make every attempt to distribute funding to awardees as quickly as possible, but awardees should expect to begin activities immediately after the award is signed, even if funding is delayed by one to two months. The time to disperse funds will be tied to milestones to be agreed upon with awardees.

Awards made through this Call for Innovations may be in the form of grants or other instruments as appropriate, depending on the nature of the submitting organization and at the discretion of the WE4F MENA RIH (and its partners). This Call for Innovations can be downloaded from www.we4f.org/apply-mena.

DUE DATE: Concept Notes shall be received **no sooner than October 14, 2021,** and **no later than November 25, 2021, at 5:00 PM CET** via the Online Application Platform accessed at: http://we4f.org/apply-mena

Applicants should retain a copy of their proposals and accompanying uploaded documents for their records.

QUESTIONS: Prospective applicants who have questions concerning the contents of this Call for Innovations shall submit them in writing no later than **November 1, 2021, at 5:00 PM CET** via email to we4f@berytech.org.

Issuance of this Call for Innovations does not constitute an award commitment on the part of WE4F, or any of its Funding Partners, to pay for costs incurred in the preparation and submission of proposals. Further, the WE4F MENA RIH reserves the right to reject any or all proposals received.

Sincerely,

Ramy Boujawdeh
WE4F MENA RIH Manager
We4f@berytech.org

Executive Summary

This document provides details about the application process of the Water, Energy for Food Challenge Fund MENA RIH: Regional Call for Innovations.

What is the WE4F MENA Regional Innovation Hub (RIH)? Water & Energy for Food (WE4F): A Grand Challenge for Development is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Government of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID).

The Middle East and North Africa (MENA) region is subject to many challenges including water scarcity, environmental degradation, unemployment, conflicts and increased migration. Tackling issues in the water-energy-food nexus is imperative to achieve political and social stability, gender equality and inclusion, food security, and sustainable development.

Although the MENA region's water-energy-food challenges are severe, they present an opportunity for local organizations to find solutions for the most pressing water and energy issues in food production and agriculture.

The MENA RIH supports organizations that work in the MENA Region (Appendix I) and lead to production of more food while using less water and/or energy, to impact food security, gender equity and poverty reduction in an environmentally sustainable way. Together with investors and partners, the MENA RIH works to scale mid- to later-stage enterprises that have an environmental and social impact in the water-energy-food nexus.

Why join WE4F? Are you a MENA-based organization with a proven solution tackling water and/or energy issues in urban or rural food production? The MENA RIH for WE4F is designed to support organizations in the region in growing their business by tackling the most common internal and external challenges. By tackling matters related to business growth, technical aspects, environmental and social impact, and access to finance together with MENA RIH experts, organizations such as yours will receive tailored and intense support to help you rapidly grow through:

- developing your strategic growth plan
- redesigning your business model for growth and impact
- overcoming your cashflow problems
- strengthening your financial management foundations
- optimizing your production processes and organizational structure

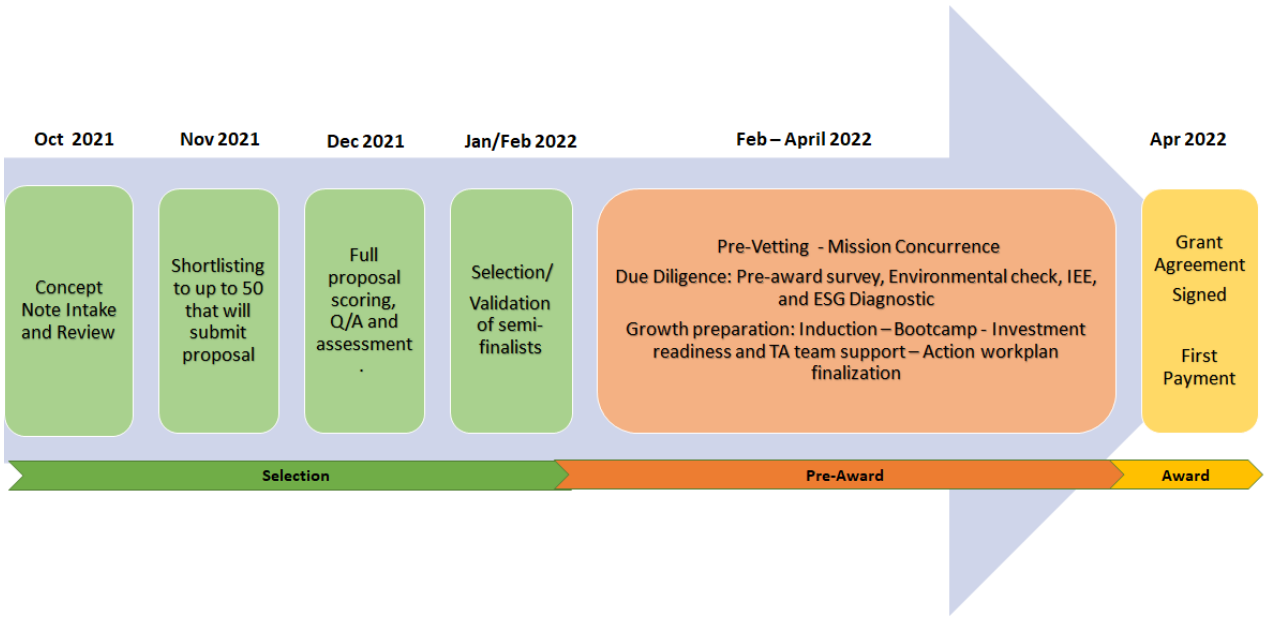
- receiving more than 20 other growth support services such as export readiness, technical, and impact aspects.

The MENA RIH will also help you in

- building your network across the MENA region
- becoming investment ready to access needed debt and/or equity funding
- developing partnerships with financial institutions for end user finance
- raising the right type of capital needed through the best mix of debt and equity
- receiving milestone-based cash grants (for about 50% of firms joining the MENA RIH); up to USD $300,000 USD for outstanding Organizations, which will be conditional on investments raised by the Organizations and milestones met – this will be tied to the level of impact, performance, readiness).

Our Support Team: The support is delivered by leading MENA-based organizations who have collectively helped over 300 firms raise over 250 million USD in the previous 5 years and achieve more than USD $400 million of yearly revenues in 2019.

Application Process: The application process is broken down into a two-stage selection process, starting with the Concept Note stage followed by the Full Proposal stage. The application process, which is launched on October 14th, 2021, and concludes by April 2022, is shown below.



How the program works: Once the Applicant is successfully pre-selected to join the RIH Innovator Cohort following the Full Proposal stage, the following represents a rough timeline of how the final selection, support and transformation takes place:

- Step 1: This step ensures you have a clear plan to grow your organization. It also ensures your organization fits the various required criteria for joining the RIH. It includes the following activities: Pre-vetting / USAID Mission concurrence / Due diligence / Need Diagnostic / Pre-award Survey / Initial Environmental Assessment (IEE) / Bootcamp/ Acceleration plan (growth plan) - up to 2 months.

- Step 2: This step ensures you receive the support needed to implement your growth plan and transform your organization into a rapidly and sustainably growing one: It includes the following activities: Technical Assistance (TA)/ workshops/cash grants/investment facilitation on best effort basis over the following 12 months.

- Step 3: This step ensures your organization can continue to grow by having expanded access to finance, markets, and the relevant networks among other benefits. It includes TA and needs-based support in networking and access to finance, which may continue beyond the award period.

Contents

Executive Summary 4

SECTION I. PROGRAM DESCRIPTION 14

1 Introduction and Background 14

1.A Addressing Global Trends and Challenges 16

1.B Learning from the Past 18

1.C WE4F Program Rationale and Objectives 20

1.D Target Groups of the WE4F Grand Challenge 20

2 Goal and Focus Areas 21

2.A Thematic areas in which innovation is needed 21

2.B Cross-cutting Critical Barriers 21

3 Second Call for Innovations 23

4 What Will Not Be Funded 25

5 WE4F Program Administration 27

5.A Innovation Selection Process 27

5.B Organization Funding 27

5.C Acceleration Support 30

6 Technical and Financial Benchmarks 32

7 Eligibility Requirements 33

8 Evaluation Criteria 33

SECTION II – AWARD INFORMATION 34

1 Award and Administration Information 34

2 Funding Information 34

3 Period of Performance 34

4 Award Budgets 34

SECTION III – ELIGIBILITY CRITERIA 36

SECTION IV – APPLICATION AND SUBMISSION INFORMATION 37

1 Points of Contact 37

Eligible Country List 37

Timetable 37

2 Content and Form of Proposal Submission 37

3 Online Application Platform 38

4 Questions and Answers 38

5 Non-Disclosure 39
6 Branding & Marking Requirements 39
SECTION V. – APPLICATION REVIEW INFORMATION 43
1 Concept Note Stage 43
Innovation Viability – 35% of Concept Note Score 48
2 Full Proposal Stage 54
3 Video Teleconference Interview Assessment Stage 54
4 Physical Visit to Organization Business Location 54
SECTION VI. – AWARD AND ADMINISTRATION INFORMATION 55
1 Intellectual Property 55
2 Reporting Requirements 56
Section VII. Appendices 58
Appendix 1 – Eligible Countries of Implementation 58
Appendix 2 – Full Application Criteria (Stage 2 – Proposal Stage) 58
Appendix 3- Budget Information Requirements 69
Appendix 4 – Guiding Principles for Environmental, Social and Governance Adherence in WE4F 72
Appendix 5 - WE4F Innovation Types 74

Abbreviations and Acronyms

ADA	Americans with Disabilities Act
ADS	Automated Directives System
AIDAR	Agency for International Development Acquisition Regulations
AO	Agreement Officer
AOR	Agreement Officer Representative
APS	Annual Program Statement
BAA	Broad Agency Announcement
CCR	Central Contractor Registration
CFP	Call for Proposal
CFR	Code of Federal Regulation
CO	Contracting Officer
COR	Contracting Officer's Representative
DUNS	Data Universal Numbering System
DQA	Data Quality Assessment
EMMP	Environmental Mitigation and Monitoring Plan
EST	Eastern Standard Time
EPA	Environmental Protection Agency
FAR	Federal Acquisition Regulation
FSN	Foreign Service National
GCD	Grand Challenge for Development
IEE	Initial Environmental Examination
IFB	Invitation for Bids
IR	Intermediate Result
LOC	Letter of Credit
MEL	Monitoring, Evaluation and Learning
MB	Megabyte
M/OAA	USAID Washington's Office of Acquisition and Assistance
NICRA	Negotiated Indirect Cost Agreement
OFAC	Office of Foreign Assets Control
OMB	Office of Management and Budget
NGO	Nongovernmental Organization
PAEGC	Powering Agriculture: An Energy Grand Challenge for Development
PCA	Partner Contracted Audit
PD	Program Description
PDF	Portable Document Format
PMP	Performance Management Plan
RRAB	Regional Advisory Body
RIH	MENA Regional Innovation Hub in Middle East and North Africa
R&D	Research and Development
RF	Results Framework

RFA	Request for Application
RFQ	Request for Quotes
SF	Standard Form
WE4F	Water Energy for Food: A Grand Challenge for Development
SWFF	Security Water for Food: A Grand Challenge for Development
USAID	U.S. Agency for International Development

Commonly Used Terms and Definitions

Within the context of this Call for Innovations, potential Applicants should be aware that these definitions apply to the following commonly used terms:

Accelerate to sustainable scale	The process of advancing an innovative SME and its product(s) from a small number of recurring clients to a large one targeting thousands of recurring clients. Across a country or across other countries in the MENA.
Apparently Successful Applicant(s)	The Applicant(s) for the WE4F MENA RIH funding recommended for an award after technical evaluation, but who has not yet been awarded a grant or other type of award. Apparently successful applicant status confers no right and constitutes no commitment to an award, which still must be obligated by WE4F.
Environmental, Social and Governance (ESG)	ESG means using Environmental, Social and Governance factors to evaluate the level of overall sustainability of companies, especially criteria related to gender integration, water management, natural resource management, climate resilience, and poverty reduction/BoP impact.
Award	A form of implementing mechanism through which the WE4F MENA RIH transfers funds to an implementing partner, generally selected through a competitive process resulting in a grant or other agreement (Source: ADS).
Base of the pyramid (BoP)	Base of the pyramid refers to the largest segment of consumers which are also the poorest on a global scale. BoP consumers are typically improvised or economically marginalized groups. They could be smallholder farmers or poor food consumers and could include individuals below the poverty line.
Business Model	The manner by which an enterprise creates, delivers and captures value profitably.
Customers	These are individuals or organizations directly purchasing your product or service. Your customers are either farmers/food consumers (when you operate as B2B) or businesses selling products to farmers/food consumers (when you operate as B2C).
End-Users	End-Users are those who are clearly and unequivocally benefiting from your Innovation, i.e., individuals whose income increases, who have access to more affordable products/services, or save on expenses as a result of your Innovation to the extent which your organization can

	determine and document If you are eligible to apply to WE4F, your customers are either farmers/food consumers or businesses selling products to farmers/food consumers. Furthermore, End-Users can be your suppliers if your suppliers are farmers or food processors. Family members of farmers who benefit from your product or service, whether as suppliers of final consumers, can also be counted as End-Users, particularly in the case of small-scale farmers. Workers in farms or food processing establishments benefiting from your Innovation can be also considered End-Users.
Sustainable Scale Food Security Food Value Chain	A technology and associated business model which is financially, socially, environmentally sustainable to unlock growth in new and larger markets. When all people at all times have both physical and economic access to sufficient food to meet their dietary needs for a productive and healthy life. The full range of participants and activities that produce and move agricultural goods from a farmer's field to the end consumer. Activities within the food value chain include input production or supply (i.e. seed, fertilizer, feed, etc.), irrigation, production (i.e. planting crops, raising livestock), storage, transport, processing (i.e. sorting, drying, grinding, packaging), wholesaling, marketing, retailing, and waste management, it also includes financial and none financial services as well as process optimization
Innovation	The development and application of unconventional, new (and/or modification of existing) technologies, tools, products, services, or processes.
Intervention	Awardees' planned activities intended to increase the amount of water available for the food value chain, or produce more food using less water, consume less energy, use renewable energy and production optimization tools to produce more food or reduce the waste of food, or an intervention that covers both energy and water intervention and other solutions that could improve access to financing to integrate and scale such tools in developing countries.
Market Driven	Market driven means investment, production and distribution are determined by supply and demand and reflected in freely set prices.

Online Application Platform	The online application platform defines the website that all Applicants will use to submit an application to the Water and Energy for Food solicitation (http://we4f.org/apply-mena)
Peer or Scientific Review	Peer review is a process of evaluation involving qualified individuals from the relevant field.
Call for Innovations	A general announcement of a WE4F research interest, including criteria for selecting proposals and soliciting the participation of all offerors capable of satisfying the WE4F's needs.
Scaling	Expanding, adapting, and sustaining successful technology or process solutions at the product level or above, in different places and over time, to reach a greater number of people in a financially, socially, and environmentally sustainable manner.
Target Area of Operation	The target area of operation defines the primary geographic location and/or market for project implementation and impact.
Water-energy-food nexus	In short, referred to as the "Nexus". The term refers to the interlinkages between water, energy, and food, and reflects that typically a change in one impacts the other.

SECTION I. PROGRAM DESCRIPTION

1 Introduction and Background

Water, energy and food are essential for human well-being, poverty reduction and sustainable development. Global projections indicate that the demand for freshwater, energy and food will increase significantly over the next decades under the pressure of population growth and mobility, economic development, international trade, urbanization, diversifying diets, cultural and technological changes, and climate change.[1]

Agriculture accounts for 70% of total global freshwater withdrawals, making it the largest user of water. Water is used for agricultural production, forestry, and fishery, along the entire agri-food supply chain, and it is used to produce or transport energy in different forms. At the same time, the food production and supply chain consume about 30 percent of total energy consumed globally. However, the agricultural sector faces challenges in accessing renewable energy in low-income countries as significant barriers – that hinder the integration of renewable energy technology in agricultural development – exist. Likewise, renewable energy enterprises seeking to serve these farmers face several barriers such as limited access to debt, a remote client base or a lack of demand due to missing awareness. These issues create an unproductive cycle, in which suppliers and buyers are not connected, and farmers and agribusinesses are unable to leverage more cost-effective renewable energy technologies. Further, drivers linked to agriculture account for 70 per cent of the projected loss of terrestrial biodiversity.

The above-described situation is expected to be exacerbated in the near future as 60% more food will need to be produced in order to feed the world population in 2050. Global energy consumption is projected to grow by up to 50% by 2035. Total global water withdrawals for irrigation are projected to increase by 10% by 2050. As demand grows, there is increasing competition for resources between water, energy, agriculture, fisheries, livestock, forestry, mining, transport, and other sectors with unpredictable impacts for livelihoods of smallholders, women and youth working in the agricultural sector and the environment as a whole.

Furthermore, these trends will also influence development in general. A largely unproductive agricultural sector with low prospects to increase living standards will increase unemployment rates and the number of working poor – particularly among the youth in these regions. Thus, the creation of jobs, or improvement of those that exist, both within the agricultural sector but also jobs related to non- agricultural activities, can make a crucial contribution towards poverty reduction, food security and sustainable rural and urban development. Targeting women in the agricultural sector both as producers and consumers in this regard is of particular importance since, they constitute nearly half of the agricultural workforce and up to 70% in many parts of the world. If women had the

same access to resources as their male counterparts, they could increase yields by 20% to 30% and, in the process, feed up to 150 million more people.

1.A Addressing Global Trends and Challenges

Water, energy, and food are essential for human well-being, poverty reduction and sustainable development. Global projections indicate that the demand for freshwater, energy and food will increase significantly over the next decades under the pressure of population growth and mobility, economic development, international trade, urbanization, diversifying diets, cultural and technological changes, and climate change.[1]

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1.B Learning from the Past

To address the above-described trends and challenges even "traditional" development cooperation must generate new modalities and solutions. As a result, two global Grand Challenge programs were launched in 2012: Powering Agriculture: An Energy Grand Challenge for Development (PAEGC) and Securing Water for Food (SWFF). These were both managed by USAID and supported by the Swedish government through Sida, the German government through GIZ, the Dutch government and the South African government, Duke Energy Cooperation, and the Overseas Private Investment Cooperation (OPIC). They focused on science and technology Innovations aiming to improve energy and water efficiency in the agricultural sector in an environmentally sustainable way, while at the same time enhancing food production and increasing employment and income opportunities for women and men living in poverty (see chapter 2.2.4).

Key Lessons Learned

Based upon these rich experiences from the past, BMZ, MFA-NL, Sida and USAID have identified the following key lessons learned, which have been taken up in the design of WE4F (see chapter 3 and following).

- Milestone-based funding, paired with acceleration support services, delivers greater program and individual organizational impact than financial means for development alone.
- Sequenced and incremental acceleration support where the organizations' experience meaningful short-term results can build momentum for success and help organizations meet milestones at an accelerated pace.
- Practical and actionable gender recommendations can facilitate gender-inclusive programming that lays the foundation for strategies that promote the participation of more women.
- Environmental reviews and mitigation strategies can ensure that Innovations are implemented sustainable and do not negatively affect natural resources, biodiversity or the climate.
- Local context matters. Successful scaling-up requires all the following: having a long-established local presence, understanding the local enabling environment, and receiving technical assistance that includes the understanding of the local context.
- Key challenges to reaching sustainable scale and ensuring longer-term systemic change and sustainable impact is to connect organizations to private and other capital and to promote an enabling environment for private sector entrepreneurship and innovation in the countries and regions of implementation.
- The organization's success requires multi-stakeholder collaboration, as well as the flexibility to pivot and recalibrate based on lessons learned from measurement and monitoring data.

- In order to sustainably scale, every Organization must be able to define their customer segments and relationships and validate their assumptions on the value they deliver to their customers, their distribution channels, their cost structure and revenue streams.
- Cost sharing basis (gradual) investment model, particular in combination with food production model, are very cost effective to secure value for money and sustainability.

1.C WE4F Program Rationale and Objectives

WE4F hopes to expand the scale of Innovations that impact the sectors food and water, food and energy or all three sectors of the nexus (food, water, energy) to increase the sustainability of agricultural food value chains, improving energy and water efficiency as well as to improve climate resilient agriculture and sustainable management of natural resources and biodiversity in developing countries and emerging markets, with a particular focus on the poor and women.

To achieve this goal, the effort must include partners from the private sector, NGOs, other research institutions, and other donors who share the common goal of increasing food production through sustainable water and energy usage. A key consideration of this effort is to ensure that feedback loops are created that integrate local conditions and new knowledge into both national and international policy and decision-making as well as to integrate capacity development, knowledge management and financial and non-financial instruments in a smart way to create an enabling environment in the partner countries

We are looking for Organizations who can use WE4F funding as a catalyst to (for example) buy down the risk of entering new markets; attract partners who can help bring an Innovation to sustainable scale; expand to wide-scale adoption of an Innovation; and attract private capital. If you have a product or business model that you would pitch to an investor, we want you to apply to WE4F. If you have a great idea for a development project, WE4F is probably not the right vehicle for you.

1.D Target Groups of the WE4F Grand Challenge

WE4F works with entrepreneurship and Innovation through the following actors:

- For-profits and non-profits organizations as well as organizations in academia with a for-profit arm that are working with scalable sustainable Innovations at the nexus of water-energy-food. These organizations can apply through the Calls for Innovation.
- Actors that are identified by the regional Innovation hub and fit the criteria of WE4F and are crucial for the scaling of impacts.
- Organizations with large potential for sustainable scaling that have previously received support and proved successful in the introduction phase from either 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).
- Organizations who have applied to but have not been accepted to WE4F's first Regional Call for Innovation.

Through our support for Innovations, WE4F expects to target poor men and women, smallholder farmers and others working in all parts of the agriculture value chain.

2 Goal and Focus Areas

WE4F aims to:

- Increase food production along the value chain through a more sustainable and efficient usage of water and/or energy
- Increase income for base of the pyramid (BoP) women and men in both rural and urban areas working in farming and/or consuming food products
- Sustainably scale the Organizations' solutions to meet the challenges in the WE4F nexus.
- Promote climate and environmental resilience and biodiversity through the sustainable, holistic management of natural resources and ecosystems

2.A Thematic areas in which innovation is needed

The WE4F Founding Partners have identified priority thematic areas in which innovation is urgently needed as mentioned below. Innovations supported by *Water and Energy for Food* **COULD INCLUDE, BUT ARE NOT LIMITED TO,** the themes mentioned below

- THEME 1: Innovations in food production to reduce water usage
- THEME 2: Efficient use of water resources for food production
- THEME 3: Sustainable use of energy and water on farm
- THEME 4: Energy innovations for food processing & logistics
- THEME 5: Food production with efficient energy use
- THEME 6: Leveraging food/agriculture waste for energy

2.B Cross-cutting Critical Barriers

While a broad range of complex factors contribute to water scarcity and energy access in the food value chain, *Water and Energy for Food* looks to overcome the barriers that inhibit the creation, dissemination, and adoption of science and technology innovations in the focus areas listed above. These **COULD INCLUDE, BUT ARE NOT LIMITED TO**:

1. The lack of cost-appropriate technologies for use in low-resource settings;
2. Insufficient user-centered design in technology development;
3. Poorly developed supply chains;
4. Lack of distribution networks;
5. High up-front investment costs;
6. Lack of confidence that developing and emerging countries have the market mechanisms necessary for growth;
7. Limited knowledge about local and global policy and regulatory environment that inhibits scaling of innovation;
8. Absence of proper financing tools to adopt innovations;
9. Limited access to information that would enable entrepreneurs to make informed investment, management, and marketing decisions;

10. Insufficient information and training to farmers and other end users regarding how to use available technologies/innovations;
11. Cultural norms/beliefs, access to/and control over assets, and patterns of power and decision-making that could prevent equal participation between men and women;
12. Institutional and organizational barriers faced by Organizations as well as their customers/end-users;
13. Insufficient planning for unintended environmental and social consequences;
14. Limited End-User (and/or farmers) access to finance the integration of such solutions.

Applicants will be expected to describe which barriers their Innovation will address in their application.

3 Second Call for Innovations

This is our second "call" under the Water and Energy for Food program, and we are seeking Concept Notes from eligible applicants. Through this call, we are seeking technological and business innovations that address the three focus areas described above. As stated in the cover letter, the Founding Partners anticipate making up to USD $2 million available to support innovations under this regional call, in the form of grants and/or technical assistance. We have purposefully designed this call with the understanding that the needs (financial and non-financial) of entrepreneurs and/or organizations vary greatly. For this call, applicants should adhere to meet the following requirements:

a) **Have a well-defined financial model and revenue traction.** In accordance with lessons learned from legacy grand challenge programs, WE4F is focused on mid- to late-stage enterprises/innovations which showcase a commercially proven revenue model and are on the cusp of unlocking exponential growth in terms of scale and scope.

b) **Address the water-energy-food nexus challenges.** The Innovation must address at least two dimensions of the water-energy-food nexus with food always being one of the two.

c) **Understand and incorporate the local enabling environment for technology and business innovations.** Applicants must be able to articulate the social, environmental, institutional, legal, and regulatory challenges for sustainably scaling their Innovation and describe how they will overcome those barriers and also embed their Innovation to have the intended impact. Applicants must also provide market research that describes local market conditions.

d) **Promote user-centered design, not technology for the sake of technology.** Thousands of water, agriculture, and energy technologies exist but are not available or utilized. In many cases, this is due to a lack of understanding of the needs of Customers and/or end users in developing or emerging countries. *Water and Energy for Food* will emphasize the importance of the End-User in its criteria, milestones, and subsequent innovation reviews.

e) **Build sustainability into the fabric of the program.** All Innovations must be sustainable. This means that all Innovations must not only have the financial means to remain viable after WE4F funding has ended, but also be able to successfully integrate into the existing social and institutional ecosystem in the countries of implementation and provide environmental benefit. Preference would

be given to organizations that showcase net positive environmental benefits, especially related to climate resilience, natural resource management, and biodiversity conservation.

f) **Innovations supported by this program must demonstrate direct or strong indirect benefits for the poor.** Water and Energy for Food is a program that is focused on alleviating relative poverty through both economic growth and environmental sustainability. Through their project implementation, all WE4F Innovations need to provide either direct benefits to those that are earning less than half their country's median income through the provision of resources in form of goods or services that directly benefit them, or should provide economic growth for instance through the creation of jobs and/or labor and/or through strengthening poor people's opportunities and choice, power and voice, and human security and as such can have positive indirect benefits on those earning less than half of their country's median income.

g) **Show how their Innovation benefits women.** Women and men use, access and control water, energy, land, and ecosystem resources in different ways. When these differences are properly understood, targeted actions may be developed to decrease the pitfalls and enhance the potentials of the Innovations. By including a gender perspective into business strategies and plans, the potential of an Innovation to sustainably scale increases. Addressing gender issues may improve the efficiency in the implementation of the business plan, as well as it may improve the social and environmental benefits, or outcome, from the use of our water, energy, land, and ecosystem resources. Successful Innovations can break boundaries and catalyze transformative changes in people's lives. Investing in women is not only a moral and institutional imperative; it is also a profitable thing to do. Thus, WE4F is giving preference to women-focused Innovations that highlight the roles, skills, and capacities of women. Therefore, Innovations should contribute (directly or indirectly) to more equal gender relations, e.g., by addressing practical needs of women (e.g., positive impact on the workload of women) or strategic needs of women (e.g., increase their access and control over production means).

h) **Have a local presence and develop market-driven[1] partnerships.** WE4F Innovations must be validated and disseminated through market-based models. All applicants must be registered and authorized by the national government in the countries of operation in MENA or have at least one local partner that is

[1] The use of the term "market-driven" is not meant to exclude Innovations from not-for-profit organizations; it simply means that Innovations must be demand- and market-driven.

registered to work in MENA. We also encourage applicants to develop market-driven partnerships that can help bring the Innovation to scale. If working with a local partner, the local organization should have a tangible stake in the Innovation and its development rather than, for example, a local merchandiser who stocks the product. Demonstrating a pre-existing relation and strong partnership between the applicant (if not based in MENA) and the local organization is desirable.

i) **Have strong financial systems and financial growth models/sustainability plans and ability to adapt these in different scenarios.** WE4F MENA RIH and its partners are better resourced and prepared to assist organizations that already have sound financial plans. As a result, all applicants will be required to submit financial documentation as well as description of the organization's long-term financial sustainability plan to support the Innovation.

j) **Have a basic understanding of ESG issues and showcase strong commitment towards ESG integration into the business model**. WE4F is a program that is focused on promoting the integration of ESG issues into the Organization's business model and day to day operations as it presents a compelling business as well as development case for the Organizations. Through project implementation, the Organization must meet the minimum set of ESG-related criteria required to enter the program, especially related to gender integration, sustainable natural resource management (including sustainable water management), environmental sustainability (including climate resilience and biodiversity), and poverty reduction. Apart from meeting the minimum prerequisites, the Organization must showcase commitment to further integrate ESG issues into their business and operational model. As a result, all applicants will be required to submit information and any such documentation that supports their application with respect to ESG integration. Please see Appendix IV for the full WE4F ESG guidelines.

k) **Have a gender balanced team which can scale up Innovation in a sustainable manner**. This can be reflected in the leaderships team (upper management, founders, or key team players) experience in the nexus or relevant sectors. The leadership team should also have complementary skill sets and demonstrate capacity to sustainable enable the firm/company to grow. WE4F will give preference to women-owned/women-led organizations and MENA-based entrepreneurs.

4 What Will Not Be Funded

WE4F aims to source emerging, cutting-edge business and technology innovations at the water/energy/food nexus. The focus of the challenge is to support game-changing

innovations with a focus on wide-scale adoption to impact hundreds of thousands to millions of smallholder farmers and other customers. WE4F will not provide funding for traditional development programs and is not looking to evaluate proposals that present conventional approaches. WE4F will not fund proposals that do not present a viable business model with sufficient backup documentation for the financial model.

Currently, the Founding Partners view the following activities as low priority and unlikely to receive program funding:

a) Innovations that fail to clearly demonstrate how they can eventually ensure sustainable benefits in line with the development purpose of WE4F (e.g., enhanced value of the agricultural chain, promotion of food security, sustainable management of natural (including water) resources and ecosystems, increased broad-based economic growth in developing or emerging countries, and a focus on impacting women and the poor).
b) Innovations that fail to clearly demonstrate their positive impact on the poor and women.
c) Innovations that fail to demonstrate their positive impact on the environment (including natural resource management, water resource management, climate resilience, and biodiversity).
d) Innovations focused on research and development for a product without a clearly defined market or potential for commercialization or growth to a minimum of hundreds of thousands of Customers/End-Users within a five-year timeframe. Innovations without potential or intent for commercialization do not fit within the scope of this challenge.
e) Technologies that have not reached a minimum customer base of 5,000 End-Users for a product/solution that costs less than $100. If the business model is B2B, then combined End-Users of all direct Customers should be more than 5,000.
f) Technologies that have not reached a minimum Customer base of 1,000 End-Users for a product/solution that costs more than $100. If the business model is B2B, then combined End-Users of all direct Customers should be more than 1,000.
g) Innovations that do not have operations in at least one of the countries mentioned in the Appendix-1.
h) Innovations focused on sustainable water supply and energy access without an explicit benefit to the food sector. This agriculture link must have been demonstrated through the organization's existing customer base.
i) Innovations focused on agricultural products and services without a significant and sustainable water or energy component.
j) Organizations using or promoting the usage of pesticides either directly or indirectly in their operations.

k) Products/solutions that require any sort of construction or land development/levelling activities.
l) Large dam projects for water capture and storage.
m) Solar/renewable energy mini/micro/Pico grid projects that lack an explicit and inherent benefit to the food value chain.
n) Wastewater treatment projects that lack an explicit and inherent benefit to the food value chain
o) Large pipeline infrastructure projects.
p) One-off water/energy technology installations or pilot projects to support proven technologies for proven applications.
q) Established and large companies whose technologies are already used throughout the eligible countries.
r) Organizations promoting the use of fossil fuels.

5 WE4F Program Administration

5.A Innovation Selection Process

We are inviting Applicants to submit a Concept Note (See Section II.D for more details regarding the submission of Concept Notes). Following the Concept Note evaluation, we will invite **approximately 50 applicants (Semi-Finalists)** to submit a Full Proposal and answer a more rigorous set of questions (see "eligibility" and "evaluation criteria," below). *Water and Energy for Food* will then convene a **Regional Advisory Board (RAB)**, which is a standing panel of technical experts, business specialists (including investors), sustainable development/ESG experts including gender, poverty and environment and climate experts, and researchers with extensive experience in water-energy-food nexus Innovations. The RIH and members of the RAB will then hold video teleconference interviews with up to the top 15-20 finalists. We expect to provide awardees with a mix of financial and non-financial support.

5.B Organization Funding

Tranche Funding

Winners of this Call for innovation can receive grants between USD $25,000 and $300,000. Water and Energy for Food cash grant awardees will be eligible for up to three tranches of funding under one award. Initial funding will depend, in part, on the stage of Innovation as shown below.

WE4F Organizations together with WE4F will establish mutually agreed upon technical, financial, and sustainability/ESG benchmarks and milestones to assess progress in scaling up innovations and addressing the purpose of the program.

To receive further tranches of funding, the RAB and the WE4F MENA RIH will review technical, financial, and sustainability/ESG benchmarks and assess market conditions to ensure that the Innovation is still viable and has the potential to achieve wide-scale adoption. This will be a transparent process. In some cases, this market assessment may require an adjustment of benchmark targets.

Organizations who have been awarded the cash grant and who achieve mutually agreed-upon technical, financial, and sustainability/ESG benchmarks will be eligible to receive future tranches of funding. All funding is subject to the availability of funds. The WE4F MENA RIH will make every attempt to distribute the first tranche to awardees as quickly as possible, but awardees should expect to begin activities immediately after the award is signed. Release of funds will be tied upon agreeing on milestones to be tied to the release of fund. Funding should be released within 1-2 months latest after milestone is achieved.

Financial benchmarks (milestones) will include the ability to secure matching funds and/or specific market/demand metrics. A few illustrative examples are noted below:

a) Total matching funds from public or private sector
b) Expected total product/solution sales
c) Dollar amount leveraged through WE4F global and regional partnerships

Technical benchmarks may include specific technical metrics, such as the quantifiable benefit of the Innovation (e.g., increased efficiency, reduced cost), distribution, and adoption, and a few illustrative examples are noted below:

a) Total volume of water consumption reduction in the food value chain as a result of WE4F Innovation
b) Mass of food produced and/or processed as a result of WE4F Innovation
c) Amount of energy saved in the food value chain as a result of the use of WE4F Innovation
d) Amount of greenhouse gases emissions reduced
e) Number and nature of partnerships (including THE WE4F MENA RIH missions) leveraged to improve the availability, distribution, and utilization of the Innovation
f) Agreed upon internal changes in business model and/or operations are achieved
g) New geographical areas served by Innovation, sectors, and Customer segments
h) End-user finance leveraged

In addition, the program is also monitoring sustainability/ESG benchmarks which may include metrics that showcase progress on the level ESG integration in the Organization's

business such as income increase for poor and extremely poor farmers, contribution to environmental sustainability (including climate resilience, biodiversity, water management and other natural resource management practices) progress on gender mainstreaming throughout business model:

a) Number of smallholder farmers and other end-users that experience an increase in income
b) Number of smallholder farmers and other end-users using energy or water efficient WE4F Innovations in their activity
c) New jobs created for both men and women
d) Efforts to build climate resilience as part of the organization's scaling-up efforts

All awardees who receive a cash grant (funds) are required to have matching funds (cash/cash equivalent) to satisfy the matching requirements. For example, the entity that is providing the external matching funds may provide cash or a cash equivalent to the awardee in return for equity, debt, an advance purchase order, a share of royalties, rights in the technology, a percentage of profit, or any other similar combination thereof. The external funds must pay for activities that further the growth, development, or commercialization of the organization's technology (*e.g.,* manufacturing, distribution, marketing).

For all awardees, the full match will be required prior to the release of additional tranches of funding. For example:

- An organization who receives USD $25,000 as an initial tranche will be required to provide 25% matching funds.
- At the next milestone, if the organization is eligible for an additional USD $50,000 (illustrative) and must provide 50% matching funds
- At the third milestone, the organization is eligible for an additional USD $50,000 (illustrative) and must provide 50% matching funds.

Matching (whether in-kind or cash/cash equivalent) is based on funding provided by WE4F, not the total project budget. For example, applicants who request USD $20,000 (initially) for an Innovation would need to provide a minimum of USD $7,500 of in-kind contributions *or* matching funds, making the total project budget USD $32,500. Future tranches of funding would require a 50% in-kind or matching funds. The in-kind contribution must be tangible, measurable, and accounted for.

Release of funds will be highly milestone based. The amount of cash grants (funds) to be received by each organization, the amount of matching fund required, its time of deployment as well as the time of release of funds will be agreed upon with the organizations and will match organization needs, capabilities, and status. This will ensure the best scenario is tailored for each organization reflecting their needs and market

conditions while the principles of transparency, milestone based, and matching are adhered to.

5.C Acceleration Support

WE4F through its MENA Regional Innovation Hub, operated by a consortium led by Berytech, and having as partners cewas, Chemonics Egypt and IWMI, provides commercial, acceleration, and enabling environment support to game-changing organizations who work at the nexus of water, energy, and agriculture. This hybrid incubator-accelerator helps organizations improve their market-driven business development, commercial growth, and scaling in a developing country context and with social and environmental impact purposes.

The WE4F MENA RIH consults and works with each WE4F organization to identify their specific barriers to embedding their Innovation in the local social and institutional context, hitting targets, and scaling their technologies, and then connects them to high-impact service providers that bring the capabilities, global presence, and specific country knowledge to help them overcome those barriers. The RIH works with partners along the food value chain to test and market innovations, and to provide needs-based and tailored services to help the organizations address the world's most pressing development challenges.

The level of acceleration support to awardees will depend on the needs and stage of the awardee. This support may include advisory services, technical, business and sustainability/ESG services, and partnership facilitation. Supply side interventions may include: improving the Innovation, capacity building of the management team, redesigning product/solution, improving distribution models, gender advisory services according to identified needs, gaining operational efficiency, and facilitating access to capital to finance the growth strategy. Demand-side interventions may include improving market linkages, assisting with securing contracts, building partnerships, enabling penetration of new markets, support in attracting a growing customer base including BOP customers, and navigating through the policy and regulatory environment including environmental compliance. Internal capacity building interventions may include human resources including gender balance advisory, legal advisory, etc.

Awardees will work with the MENA RIH to create a transformational work-plan that identifies relevant and specific services from the Acceleration Support program. These services should directly complement the organization's ability to reach technical and financial milestones. The regional Country Coordinators are WE4F MENA RIH staff members with a background in market-driven sustainable development.

While all acceleration support will be needs-based and tailored to the organization, we anticipate that the third party(ies) will offer four broad sub-programs, described below. Services under each of the sub-programs will, ideally, be provided by existing and proven accelerators, incubators, industry experts, and recognized business development service providers. If there are specific services that an organization requires that are outside of these sub-programs, we will do our utmost to provide these services within the limitation of funds.

The four sub-programs are envisioned to include:

- *Biz-Tech Development Services:* The Regional Country Coordinators may provide access to prequalified firms and consultants who can provide the services identified in the organizations' transformational work-plan. These services may include access to technology and engineering, pricing, human resource management, marketing, IT, legal, procurement, supply chain, manufacturing, and distribution experts and business model innovation advisory services.

- *Investment Facilitation:* This will include:
  1) Investment-preparedness workshops. The Investment Facilitation unit of the WE4F MENA RIH may help prepare organizations to successfully attract external capital. Organizations may receive tailored transaction advisory services and participate in investment workshops with successful entrepreneurs, investors, other capital providers, and lawyers to help them analyze their growth strategy and determine capital requirements. In addition, the workshops will help organizations develop their pitches and prepare for questions from potential investors.
  2) Investors' circles. The Investment Facilitator may help bring together investors and select organizations for structured pitch presentations. grant, debt, and equity capital providers will be invited, depending on the needs of the organizations. Additionally, s/he may invite relevant corporations to catalyze product development, licensing agreements, mergers, acquisitions, etc., as appropriate.
  3) Deal brokering. The Investment Facilitator may integrate feedback from the investors' circles and/or individual investor meetings into the acceleration work plan and support the organizations to address identified challenges and prepare for future rounds of investment pitches. The Investment Facilitator may also track potential interest from the investors and support the organizations to respond and follow-up during the due diligence and negotiation process.

- *Enabling environment support:* The WE4F MENA RIH staff may facilitate market linkages and help build meaningful partnerships with local government, thinktanks,

trade associations to scale the organization's business. Where relevant, the WE4F MENA RIH may help awardees secure contracts, penetrate multiple markets, and build and serve a growing customer base. Services will include:

1) Sales and market expansion: The Regional Country Coordinators may provide access to advisors and build capacity around sales and new market expansion.
2) Partnership development: The WE4F MENA RIH's Enabling Environment Specialist may work with awardees, members of the RAB, and prequalified firms and consultants to support the creation of partnerships with manufacturers, distributors and other B2B partners, donors, civil society organizations, local governments, trade associations etc. to facilitate uptake of the Innovation and thereby growth of the business. The Enabling Environment Specialist of the WE4F MENA RIH may work with organizations to help them navigate through the policy and regulatory barriers in their regions of operation.
3) International marketing. The WE4F MENA RIH may facilitate winning organizations' participation at international conferences (e.g., trade shows, technology fairs).

- *ESG integration:* This will include:
    1) BoP impact and poverty mainstreaming: The BoP Impact Specialist/Sustainable Development Advisor may work with the organization to advise on ways to integrate poor and extremely poor farmers to benefit from their Innovation. He/she will also work with the Investment Facilitator on making end-user financing accessible to the low-income customers/users of the Innovation.
    2) Gender integration: The WE4F MENA RIH's Gender Advisor will create a gender action plan for the organization during the acceleration work planning stage and may consistently advice on ways to integrate women throughout their business model as customers / users / partners / employees / mentors and so on.
    3) Environmental sustainability: The Environmental Specialist may advise organizations on avoiding negative contribution to the environment and suggesting measures/ways in which the organization can create a positive impact on the environment. The Environmental specialist may help the organization to navigate the local/regional/global environmental policies and regulatory aspects.

6 Technical and Financial Benchmarks

Benchmarks will be jointly determined and agreed on by the awardee and the MENA RIH Manager and RIH team, at the time of award. The RAB will be consulted during this process.

The number of benchmarks will be limited and manageable; we do not intend for *Water and Energy for Food* to be an overly burdensome program for awardees. We will have semi-annual reviews and only track benchmarks that best demonstrate the potential and growth of an Innovation and its intended impact in bringing water and energy efficiency for food production in developing countries context. Financial benchmarks will include the ability to secure matching funds and specific market/demand metrics. Technical benchmarks may include specific technical metrics, such as the quantifiable benefit of the Innovation (e.g., increased efficiency, reduced cost) and adoption. Sustainability/ESG benchmarks may also include the progress in integration of ESG principles in the organization's business model (e.g., increased participation of women at various level, access to finance for poor and extremely poor, biodiversity conservation). During the semi-annual reviews, market conditions, and other factors that pose both opportunities and challenges for the Innovation and organization will also be assessed.

We hope that all organizations can achieve all technical, financial, and sustainability/ESG milestones. However, some Innovations may fail, even if benchmarks are adjusted. Therefore, if at any annual review an Innovation is no longer meeting agreed upon technical, financial, and sustainability/ESG benchmarks, *Water and Energy for Food* will not continue to fund it. Note that these latter organizations may remain alumni of the WE4F program, and as such will be included in the semi-annual networking events at their own expense and can still be highlighted in WE4F communications. In addition, the program will reach out to alumni for monitoring and evaluation purposes.

7 Eligibility Requirements

See Section III

8 Evaluation Criteria

See Section V. – APPLICATION REVIEW INFORMATION

[END OF SECTION I]

SECTION II – AWARD INFORMATION

As of the date of this Call for Innovations based on the Appropriations Act, the WE4F MENA RIH is prohibited from directly financing any assistance or reparations for the governments of Cuba, North Korea, Iran, and Syria.

1 Award and Administration Information

a. **Award**: Although there are multiple international government and private sector partners contributing financial and technical resources to *Water and Energy for Food*, all awards made through this competition will be made and administered by the WE4F MENA RIH. The WE4F MENA RIH may (i) reject any or all proposals, (ii) accept more than one proposal, and (iii) waive informalities and minor irregularities in proposals received. Awards made through this Call for Innovations may be in the form of grants or other awards- depending on the nature of the submitting organization and the proposal.

b. **WE4F MENA RIH Management of Activities:** The WE4F MENA RIH Manager shall serve as the primary agreement contact between the WE4F MENA RIH and the recipient of the Award.

c. **Award Administration:** Award administration will be determined at time of award based on the mechanism chosen by the WE4F MENA RIH.

2 Funding Information

Funds may be provided in increments subject to availability of funds, successful implementation, and continued relevance to the WE4F MENA RIH. The WE4F MENA RIH's obligation to make awards is contingent upon the availability of sufficient appropriated and partner funds from which payment can be made and the receipt of proposals that the WE4F MENA RIH determines are acceptable for Award under this Call for Innovations.

3 Period of Performance

The period of performance for new awards for proposals submitted in response to this Call for Innovations is up to two years from date of award.

4 Award Budgets

The estimated ceiling for this second Call for Innovations is USD $2 Million from *Water and Energy for Food*. Subject to the availability of funds, the individual award(s) of a cash grant will range from USD $25,000 to $300,000. Each awardee with receive 1-3 instances of technical assistance and other types of non-financial support, such as access to markets and investors. It is anticipated that 20-25 proposals will be funded.

[END SECTION II]

SECTION III – ELIGIBILITY CRITERIA

Applicants must meet the following minimum requirements to participate in the call for *Water and Energy for Food*:

1. **Type** – WE4F is open to legally incorporated / registered for-profit 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). In addition, these organizations should **be able to demonstrate a revenue track record selling the water-energy-food nexus-relevant product or service.** WE4F is focused on financially viable businesses or organizations that can showcase a proven and sustainable revenue model.
2. **Size** – *Water and Energy for Food* is open to all relevant organizations / companies regardless of size. We encourage applications from small and medium enterprises (SMEs).
3. **Location** – See Appendix 1 for geographic restrictions.
4. **Language**- Application responses must be written in English, French or Arabic.
5. **Matching funds** – Awardees must secure matching funds; see 6.B: Organization Funding for details.
6. **Local presence** – All applicants must use the funds to implement the Innovation in a developing or emerging country (see Appendix I). In addition, applicants must either already have a presence in MENA or must have a local partner (supporting documentation required).
7. **Impact** – Innovations must have a direct linkage between water/energy and the food value chain. In addition, Innovations must directly or indirectly benefit the poor (income, products, opportunities). In addition, applications must contribute to gender equality and strive for a positive impact on the environment while avoiding negative environmental effects and local market distortions.

Applicants from nearly any category of organization or institution are welcome to respond to this solicitation. Specific categories of organizations and institutions that are welcome to respond include, but are not limited to, for-profit and not-for-profit organizations, and regional organizations. *Water and Energy for Food* welcomes and encourages high-quality applications, especially from women-owned/women-led enterprises and entrepreneurs from developing countries.

Note: Government entities and individuals are not eligible to apply for funding.

[END OF SECTION III]

SECTION IV – APPLICATION AND SUBMISSION INFORMATION

This is the second regional Call for Innovations for MENA region under Water and Energy for Food. Issuance of this Call for Innovations does not constitute an award or commitment on the part of the U.S. Government or any of the Partners, nor does it commit any of the Partners to pay for costs incurred in the preparation and submission of an application.

1 Points of Contact

Ramy Boujawdeh, WE4F MENA RIH Manager
Berytech
we4f@berytech.org

Eligible Country List

See Section V – Appendices, Appendix 1 for the most recent eligible country list.

Timetable

See 5.A: Innovation Selection Process.

2 Content and Form of Proposal Submission

There will be two stages of proposal submission: Concept Note and Full Application. Applicants whose proposals are ranked among the top 50 during the Concept Note Stage will be required to submit supplemental documents and answers in a Full Application as outlined in SECTION V. – APPLICATION REVIEW INFORMATION B: Full Proposal Stage below.

1. Stage One: Initial Proposal Package – Concept Note

All Applicants must submit the following responses/documents by the closing date of this Call for Innovations using the online platform. A complete concept note application consists of the following sections:

A) **Basic Applicant Information**
B) **Answers to Concept Note questions on the Online Platform**

Please note that the responses of *Water and Energy for Food* funding recipients may be used for public communication after the Awards are made. WE4F reserves the right to make minor edits to the responses to enhance their readability for public communication.

2. Stage Two: Full Application Submissions

Following submission of the Concept Note, a select number of applicants (~50), the Semi-Finalists, will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the Innovation. The questions are listed in Appendix 1- Full Application Criteria (Stage 2 – Proposal Stage). In some cases, the WE4F MENA RIH may request for applicants to elaborate on technical proposal submissions.

At this stage, applicants will also be required to submit a detailed budget. The budget portion of the proposals will be reviewed for cost realism and cost effectiveness. Please see **Appendix 3** for details regarding what this budget document must include.

3 Online Application Platform

Proposal Submissions must be inserted into the Online Platform which can be accessed via: http://we4f.org/apply-mena. Complete instructions regarding how to submit proposals are provided on the website, including a FAQ document. Questions can also be submitted via email to we4f@berytech.org).

Please note: Proposals submitted via facsimile or e-mail will not be accepted.

If the Applicant experiences any difficulty with submitting a proposal through the online application platform or encounters any other difficulties in the process, the Applicant should send an e-mail to we4f@berytech.org. All proposals received by the submission deadline will be reviewed for responsiveness to the specifications outlined in this Call for Innovations. Applicants must ensure that their applications are received by the WE4F MENA RIH in their entirety. No additions or modifications to the applications will be accepted after the submission deadline stated in this Call for Innovations. The WE4F MENA RIH bears no responsibility for data errors resulting from transmission or conversion processes associated with electronic submissions.

4 Questions and Answers

Questions concerning the contents of this Call for Innovations shall be submitted in writing no later than **November 1, 2021, at 5:00 PM (Central European time - CET)** to we4f@berytech.org in order to provide sufficient time to address the questions and incorporate the questions and answers as an amendment to this solicitation (if necessary). Verbal explanations or instructions given before the issuance of an Award will not be binding. Any information given to a prospective applicant concerning this Call for Innovations will be furnished promptly to all other prospective applicants as an amendment to this Call for Innovations, if that information is necessary in submitting applications or if the lack of it would be prejudicial to any other prospective applicant. All

questions received by the deadline will be answered without attribution and will be reposted on the application website. A launch webinar will be conducted on **October 14, 2021, (4:00 PM CET for English/French; 5:00 PM CET for Arabic)** to promote the call for applications, followed by a second info webinar **on October 27, 2021 (4:00 PM CET)**, where the team will go into more detail on eligibility and the application process. Finally, during the third webinar on **November 4, 2021 (4:00 PM CET)**, questions received via email will be addressed. All questions asked in the first and second webinars will be captured and updated in the FAQ before the deadline above.

5 Non-Disclosure

Proprietary Information—Applicants that include data/information that they do not want disclosed to the public for any purpose or used by the USG (including other parties directly affiliated with the Innovation Selection Process for Water and Energy for Food) except for this solicitation's evaluation purpose, should indicate so through the Online Application Platform, and mark as instructed the box that references the following text:

"This application includes data that shall not be disclosed outside WE4F (including other parties directly affiliated with the Innovation Selection Process for Water and Energy for Food) and shall not be duplicated, used, or disclosed – in whole or in part– for any purpose other than to evaluate this application. If, however, a grant is awarded to this applicant as a result of – or in connection with – the submission of this data, WE4F shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting grant. This restriction does not limit the WE4F's right to use information contained in this data if it is obtained from another source without restriction." The data that may be subject to this restriction should include in the "sheets" or other documentation uploaded with the following legend:

"Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this application."

Applicants should retain for their records a copy of all information and documentation that they input/upload to the Online Application Platform. It is the applicant's responsibility to ensure that files are complete and transmitted by the deadline. The applicant bears full responsibility for data errors or omissions.

6 Branding & Marking Requirements

a. Applicants recommended for an assistance award must submit and negotiate a "Marking Plan," detailing the public communications, commodities, and program materials, and other items that will visibly bear the "WE4F Identity," which comprises of the WE4F logo, BMZ, EU, MFA-NL, Sida and USAID logos.

b. The request for a Marking Plan, by the WE4F MENA RIH from the applicant, confers no rights to the applicant and constitutes no WE4F MENA RIH commitment to an award.

c. Failure to submit and negotiate a Marking Plan within the time frame specified by the WE4F will make the applicant ineligible for an award.

d. The applicant must include all estimated costs associated with branding and marking WE4F programs, such as plaques, stickers, banners, press events, materials, and so forth, in the budget portion of the application. These costs are subject to the revision and negotiation with the WE4F and will be incorporated into the Total Estimated Amount of the grant, or other award agreement.

e. The Marking Plan must include all of the following:

(1) A description of the public communications, commodities, and program materials that the applicant plans to produce, and which will bear the WE4F and WE4F Founding Partner Identities as part of the award, including:

(i) Program, project, or activity sites funded by WE4F, including visible infrastructure projects or other sites physical in nature;

(ii) Technical assistance, studies, reports, papers, publications, audio-visual productions, public service announcements, web sites/internet activities, promotional, informational, media, or communications products funded by WE4F;

(iii) Commodities, equipment, supplies, and other materials funded by WE4F, including commodities or equipment provided under humanitarian assistance or disaster relief programs; and

(iv) It is acceptable to cobrand the title with the WE4F Identity and the Applicant's identity.

(v) Events financed by WE4F, such as training courses, conferences, seminars, exhibitions, fairs, workshops, press conferences and other public activities. If the WE4F Identity cannot be displayed, the recipient is encouraged to otherwise acknowledge WE4F.

(2) A table on the program deliverables with the following details:

(i) The program deliverables that the applicant plans to mark with the WE4F Identity;

(ii) The type of marking and what materials the applicant will use to mark the program deliverables;

(iii) When in the performance period the applicant will mark the program deliverables, and where the applicant will place the marking;

(iv) What program deliverables the applicant does not plan to mark with the WE4F Identity, and

(v) The rationale for not marking program deliverables.

(3) Any requests for an exemption from WE4F marking requirements, and an explanation of why the exemption would apply. The applicant may request an exemption if WE4F marking requirements would:

(i) Compromise the intrinsic independence or neutrality of a program or materials where independence or neutrality is an inherent aspect of the program and materials. The applicant must identify the WE4F MENA RIH Strategic Objective, Interim Result, or program goal furthered by an appearance of neutrality, or state why an aspect of the award is presumptively neutral. Identify by category or deliverable item, examples of material for which an exemption is sought.

(ii) Diminish the credibility of audits, reports, analyses, studies, or policy recommendations whose data or findings must be seen as independent. The applicant must explain why each deliverable must be seen as credible.

(iii) Undercut host-country government "ownership" of constitutions, laws, regulations, policies, studies, assessments, reports, publications, surveys or audits, public service announcements, or other communications. The applicant must explain why each particular item or product is better positioned as host-country government item or product.

(iv) Impair the functionality of an item. The applicant must explain how marking the item or commodity would impair its functionality.

(v) Incur substantial costs or be impractical. The applicant must explain why marking would not be cost beneficial or practical.

(vi) Offend local cultural or social norms or be considered inappropriate. The applicant must identify the relevant norm and explain why marking would violate that norm or otherwise be inappropriate.

(vii) Conflict with international law. The applicant must identify the applicable international law violated by the marking.

f. The WE4F will consider the Marking Plan's adequacy and reasonableness in the award criteria and will approve or disapprove any exemption requests. The Marking Plan will be reviewed to ensure the above information is adequately included and consistent with the stated objectives of the award, the applicant's cost data submissions, and the performance Appendix 1 e plan.

g. If the applicant receives an assistance award, the Marking Plan, including any approved exemptions, will be included in, and made part of, the resulting grant or cooperative agreement, and will apply for the term of the award unless provided otherwise.

[END SECTION IV]

SECTION V. – APPLICATION REVIEW INFORMATION

1 Concept Note Stage

We are inviting all eligible applicants to submit a Concept Note, which includes responses to the questions below. In addition to responding to the following questions, applicants will be required to provide background information in the online platform and demonstrate that they meet the minimum eligibility criteria described in Section I.B.4 above and Section II.A. Concept Note responses to each question have a minimum of 1,500 characters.

Basic Questions

1. Name of the organization(s). If you are applying with a partner, please list the name of the lead organization as well as the name of the other organizations (co-Applicants).

2. Title of the WE4F-specific Innovation (if applicable)

3. Address of applicant

    a. Country/ies of incorporation
    b. Country/ies of headquarters
    c. Country/ies of main operations

4. Address of key application partner (co-applicant) (if applicable)

    a. Country/ies of incorporation
    b. Country/ies of headquarters
    c. Country/ies of main operations

All of the following questions apply to lead applicant organization

5. Website

6. Year of start of operations (per revenue generation)

7. Year of incorporation (per legal registration documents)

8. Type of organization/firm

    a. For-profit

b. If for-profit, please indicate the type of company (e.g., Joint stock / LLC / Other – Please indicate)
c. Non-profit
d. If non-profit, please indicate any for-profit arms or for-profit partners
e. Other – Please indicate

9. Primary point of contact information
    a. Full name
    b. Position title
    c. Phone number
    d. Fax number (if applies)
    e. E-mail address

10. Secondary point of contact information
    a. Full name
    b. Position title
    c. Phone number
    d. Fax number (if applies)
    e. E-mail address

11. Organization details
    a. Number of male and female full-time employees
    b. Number of male and female founders
    c. Number of male and female senior management team members
    d. Number of male and female Board Members
    e. % share of ownership by women

12. Nexus focus area
    a. Water-Food
    b. Energy-Food
    c. Water-energy-Food

13. Please indicate the Innovation Type(s) most relevant to you from Appendix 4 (maximum two)

    Do you provide your Innovation directly to Customers (B2C) and/or through a distributor/retailer (B2B)?

14. Provide the total number of unique Customers that have used your product/service since you were established

Additional description: (Customers are individuals or organizations directly purchasing your product or service. Your customers are either farmers/food consumers (when you operate as B2C) and/or other organizations/businesses selling products to farmers/food consumers (when you operate as B2B)).

15. Provide the total number of unique End-Users that have used your product/service since the year of establishment

    Additional description: (End-Users are those who are clearly and unequivocally benefiting from your Innovation, i.e., individuals whose income increases, have access to more affordable products/services, or save on expenses because of your Innovation to the extent which your organization can determine and document. This is given the fact they can be uniquely determined. If you are eligible to apply to WE4F, your customers are either farmers/food consumers or businesses selling products to farmers/food consumers. Furthermore, End-Users can be your suppliers if your suppliers are farmers or food processors. Family members of farmers who benefit from your product or service, whether as suppliers of final consumers, can also be counted as End-Users, particularly in the case of small-scale farmers. Workers in farms or food processing establishments benefitting from your Innovation can be also considered as End-Users.)

16. On average, how many individuals directly benefit from one product/service associated with the Innovation (End-User per product/service)?

17. Out of the total number of End-Users served in all countries, how many belong to the Base of the Pyramid (BoP) population (provide a % if you do not have an exact number)?

18. Out of the total number of End-Users served in all countries, how many are women (provide a % if you do not have an exact number)?

    Do you have existing records of the End-Users who use or benefit from your Innovation? (Yes or no)

    a. If yes, do you have any user data privacy policies in place which will require modification of End-User records before they are shared with WE4F? (Yes or no)
    a. If yes, do these records include End-Users' location and contact information? (Yes or no)
    b. If yes, do these records note the gender of your End-Users? (Yes or no)

19. Can you provide supporting documentation about your Customers and End-Users (e.g., contact information)? If you are accepted in the program, providing such data will be important. (Yes – No – Partially)

20. Do you anticipate any data provision or data collection challenges (e.g., providing numbers about your current sales, collecting data about your energy/water/resource savings, collecting the contact information of your distributors, etc.)? (Yes – No – Maybe) If yes or maybe, please specify your perceived challenges in two to three lines. (Not scored)

21. Which of the following areas of environmental impact does your Innovation have when used by End-Users? Select all that apply:
    a. Energy Use
    b. Greenhouse gas (GHG) emissions
    c. Water Consumption
    d. Biodiversity
    e. Climate resilience

22. If water consumption, how does the Innovation impact water consumption for End-Users?
    a. Increases water capture/storage
    b. Reuses water for agricultural purposes
    c. Improves water use through irrigation
    d. Treats brackish or saline water

23. Organization financial performance

a. Non-profit / academic institution / others: Year-end operating budget/expenses in USD. [Note: Please answer "0" for all cells which are not applicable]
    i. Projected 2021: [Number] USD
    ii. 2020: [Number] USD
    iii. 2019: [Number] USD
    iv. 2018: [Number] USD
    v. 2017: [Number] USD
    vi. 2016: [Number] USD

b. For-profit: Year-end operating income (revenues from sales) in USD. [Note: Please answer "0" for all cells which are not applicable]
    i. Projected 2021: [Number] USD
    ii. 2020: [Number] USD
    iii. 2019: [Number] USD

iv. 2018: [Number] USD
v. 2017: [Number] USD
vi. 2016: [Number] USD

24. Have you ever accepted grants for your Innovation/organization (Yes or no)?

25. If yes, please list the name of the funders, amount, date, timeline of the grant and purpose.

26. If you are not established in any of the MENA countries in Appendix I – do you have a local partner? (Yes or no)

27. If yes, how many years has your partnership been operational?

28. Does your Innovation/solution require any construction/land development activity/(ies) at any stage of operations? (Yes or no)

29. If yes, please provide details about these activities,

30. Does your Innovation/solution/business model use, intend to use, or encourage/drive usage of any type of pesticides/herbicides either directly or indirectly? (Yes or no)

31. If yes, please provide details about type, chemical composition, intensity, and the stage of usage of these pesticides.

32. Are you looking to raise external private capital (Equity / Debt / Other) in the next 3 years? This does not include grants. (Yes or no)

33. Please share the intended amount of your private capital raise in 2022, 2023, 2024 (in US dollars). [US$ Number] [Note: Please answer "0" for all cells which are not applicable]

a. 2022: [Number] USD
b. 2023: [Number] USD
c. 2024: [Number] USD

34. Please select your preferred private capital financing instrument(s) (select all that apply).
a. Equity (angel investor, venture capital or private equity)
b. Debt (commercial or Direct Foreign Investment (DFI))

c. Combination of debt and equity
d. Hybrid (convertible debt or similar)
e. Others (please specify)

35. Do you possess any intellectual property? If yes, are you free of any legal proceedings with respect to the intellectual property? (Not scored)

Innovation Viability – 35% of Concept Note Score

1. Describe your Innovation (product/service/solution). What is transformative or game-changing about it? What differentiates you from your competitors or alternative/substitutes offered to your Customers/End-Users (competitive edge/Innovation could be in the product/service/technology and/or the business model)? (10%)

Evaluation Criteria: The applicant provides a compelling response describing how and why the Innovation is game-changing and daring in premise, urgent for consumers, and clearly differentiated from existing products/models on the market. The applicant explains the financial impact on the client as well as in terms of savings in water, energy, increased productivity of food or agriculture produce.

2. What are the challenges (technological, legal, logistical, financial, etc.) faced by your Customers/End-Users related to water-energy/food nexus? How are these barriers preventing Customers/End-Users from accessing water-energy/food? How does your Innovation overcome such barriers? (10%)

Evaluation Criteria: The applicant clearly articulates the specific and critical barriers and provide a compelling case that the Innovation addresses critical barrier/s to the water-energy-food nexus.

3. Your Market: Customers and End-Users (if different). Customers are individuals or entities who buy your product/service/solution. (10%)
    a) Describe your main target Customers, End-Users, and their geographies (per MENA country in which you operate). (2.5%)
    b) What are your Customers' and End-Users' key needs/motive(s) to adopt your Innovation? (2.5%)
    c) How might existing or potential Customers and End-Users need to modify their existing practices or behaviors to use your product or service? What are your strategics or tactics to increase the adoption or lower the barriers to adopting your Innovation among your target market? (5%)

Evaluation Criteria: The applicant provides a clear and detailed description and explanation of Customers, End-Users and their motives. Demonstration of strong understanding of Customer and End-Users' challenges and motives as well as means to increase or enhance adoption. Responses should be tailored to the country/(ies) of operation and demonstrate a clear understanding of the local operating environment, highlighting any previous End-User input in Innovation design.

4. Please indicate and quantify your targeted cumulative unique End-Users until the year 2024 as well as the share of women and poor/vulnerable groups. Please provide compelling assumptions and justifications that support those targets. Avoid double-counting your organization's end-users (5%)

Evaluation Criteria: The information in complete and including the share of women and poor/vulnerable groups in the forecasted numbers. Claims are well justified (calculations, assumptions, referenced used in providing the data). Clear potential to reach tens or hundreds of thousands of End-Users by 2024.

Business/Financial Viability - 35% of Concept Note Score

1. What is the total addressable market (TAM) in the targeted areas in MENA for your Innovation (i.e., all possible consumers who can buy your product and all possible products which you can sell that are related to water-energy/food innovation, excluding consumers of products irrelevant to water-energy/food? What is your current market share (in the year 2021)? Please stress on the total addressable market and market share in your target MENA countries specifically. What is the basis for your claim of targeted market share (reference)? (5%)

Evaluation Criteria: Claims are well justified. Addressable market size is considerable and potential market share translates to tens or hundreds of thousands of end users.

2. What percentage of your total annual revenues is represented by this water-energy-food nexus product / service? Is it a central part of your organization's sales, or one of many different products or services offered? If this product / service was to fail, could your organization still operate healthily? (5%)

Evaluation Criteria: The applicant provides a clear description of the multiple revenue streams the organization has and clearly addresses how vital (or not) the product/service is to the organization's sustainability.

3. How do you plan to scale/expand in countries or regions outside your current operations? (5%)

Evaluation Criteria: Thorough and realistic expansion plan with clear objectives.

4. How much investment/financing (in US Dollars) will you need if you were to scale your Innovation to tens or hundreds of thousands of End-Users? How do you plan to use the investment needed for growth (please give examples and as much details as possible)? (2.5%)

Evaluation Criteria: Clarity in fundraising ask and use of funds. Addressing important aspects of growth (such as assets, growing the team, optimizing operation; only marketing for instance gets a zero).

5. What are your expected sources of funds and/or in-kind contributions to meet this target with WE4F support? (2.5%)

Evaluation Criteria: The applicant provides a clear description of the source(s) of funds (equity/debt/grants), self-funding, and/or in-kind contributions, demonstrates a high level of detail and describes any cash/cash equivalent (if applicable) as part of the matching requirement.

6. What is the average price of your product/service per unit in USD? What is its expected lifespan (months/years), if applicable? Are Customers able to afford paying for your product / service outright, or do they need to finance the purchase? If yes, how do they manage the financing? (5%)

Evaluation Criteria: The applicant provides a clear understanding of their client base with regards to their financing means, ability to pay for the product/service, and the financing source, if applicable.

7. Please provide short biographies of your leadership team. Include details on the background, experience, skills, roles, and responsibilities, demonstrating the readiness of your team to scale (5%).

Evaluation Criteria: Complete and balanced team in business, finance, technical aspects with relevant experience.

8. Please provide details on your governance model (do you have a board, does the board meet regularly, is there a separation between managerial and operational duties) (5%)?

Evaluation Criteria: Evidence of healthy governance elements.

Application and Sustainability/ESG - 30% of Concept Note Score
The questions pertaining to the BoP are weighted at 8.5%, gender at 8.5%, and environmental impact as well as partnerships at 8.5%.

1. Are there any arrangements that you have undertaken, or are planning to undertake, to ensure that you Innovation(s) is/are accessible and/or affordable to vulnerable groups and the poor (such arrangements could include product/solution customization, special pricing/financing schemes, tailored communication channels, etc.; please differentiate between what you have implemented in the past and what you plan to do in the future)? (4.25%)

Evaluation criteria: The applicant has articulated clear and detailed taken or planned actions to increase the accessibility and/or affordability of the Innovation by poor or vulnerable groups. The applicant demonstrates understanding of how cultural norms/beliefs, access to/ and control over assets, and patterns of power and decision-making could be causing these gaps, and how their Innovation will shrink those gaps.

2. Describe the obstacles facing poor or vulnerable groups in entering or participating in the market. Please describe any actions/initiatives taken or planned to integrate poor or vulnerable groups in your workforce and/or as suppliers, Customers or End-Users (please differentiate between what you have implemented in the past and what you plan to do in the future). (4.25%)

Evaluation criteria: The applicant has a clear understanding of the obstacles and has articulated clear and detailed taken or planned actions to increase the integration of poor or vulnerable groups. The applicant demonstrates understanding of how cultural norms/beliefs, access to/ and control over assets, and patterns of power and decision-making could be causing these gaps, and how their Innovation will shrink those gaps.

3. Are there any arrangements that you have undertaken, or are planning to, to ensure that you Innovation(s) is/are accessible and/or affordable to women (such arrangements could include product/solution customization, special pricing/financing schemes, tailored communication channels, etc.;) please differentiate between what you have implemented in the past and what you plan to do in the future? (4.25%)

Evaluation criteria: The applicant has articulated clear and detailed taken or planned actions to increase the accessibility and/or affordability of the Innovation by women. The applicant demonstrates understanding of how cultural norms/beliefs, access to/ and

control over assets, and patterns of power and decision-making could be causing these gaps, and how their Innovation will shrink those gaps.

4. Describe the obstacles facing women in entering or participating in the market. Please describe any actions/initiatives taken or planned to integrate women in your workforce and/or as suppliers, Customers or End-Users (please differentiate between what you have implemented in the past and what you plan to do in the future). (4.25%)

Evaluation criteria: The applicant has a clear understanding of the obstacles and has articulated clear and detailed taken or planned actions to increase the integration of women. The applicant demonstrates understanding of how cultural norms/beliefs, access to/ and control over assets, and patterns of power and decision-making could be causing these gaps, and how their Innovation will shrink those gaps.

5. Describe the existing or potential positive environmental impacts (especially related to natural resource / water management, climate resilience, and biodiversity) that could be generated by your innovation? Please identify and describe how you intend to scale the positive impact on the environment. (E.g. are there positive effects on biodiversity as result of your solution's water management, does the innovation support diversification as opposed to monocultures. Does your innovation reduce dependence on fossil fuels; does your innovation prevent loss of crops due to flood or drought or salinity; does your innovation protect the natural habitat (lakes, forests, soil) etc. (3.5%)

Evaluation criteria: The applicant demonstrates strong awareness of the positive impact and methods to sustain or expand on this impact.

6. Describe the existing or potential negative environmental impact of your Innovation across your supply chain

   Additional description:(e.g., from procurement to production to distribution to end of life), especially related to natural resource management, including water, and biodiversity, and how you intend to (or already) mitigate any current and future negative risks (2.5%). Illustrative examples: our mobile solar pumping solution could result in excessive, unmonitored use of water. Mitigate: install digital water meters and monitor water use in real time. Please note that despite the core product/service being environmentally friendly, collateral/unintended negative environmental impacts can occur during its life cycle and needs to be mitigated.

Evaluation criteria: The applicant demonstrates strong awareness of the negative impact and (potential) mitigation measures. The applicant has practices in place, or is willing to put practices in place, which demonstrate an understanding of a possible negative environmental impact.

7. Describe any climate risks your Innovation might have and how you plan to address them and how you will build climate resilience (2%)?
   Climate risks could result from climate-triggered challenges which your organization, Customers/End-Users, and/or suppliers can face. These risks could include drought, floods, extreme temperature conditions (heatwaves, rising temperatures, etc.) – for more details you could visit the following website: https://www.climatelinks.org/resources/climate-risk-screening-and-management-tools

Evaluation criteria: The applicant demonstrates strong awareness of negative impact and (potential) mitigation measures. Organization has practices in place, or is willing to put practices in place, which demonstrate an understanding of a possible negative environmental impact.

8. What are the types of partnerships used or needed to run your operations sustainably? (5%)

Evaluation criteria: The applicant has clearly articulated in detail the type of partnerships they are looking for, and their relevance for sustainability and growth.

Note: The Concept Note and Full Proposal responses will be evaluated against the evaluation criteria, not against each other.

2 Full Proposal Stage

Following submission of the Concept Note, a ***select*** number of applicants (~50) will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the Innovation. Some or all questions asked at the Concept Note stage may be repeated in the Full Proposal stage. The Applicant must also answer additional questions in the Full Proposal stage (**see Appendix 2**), and the Full Proposal will be reviewed by Business, Gender, Environmental, and Sustainable Development Specialists on the RAB. Applicants will be also asked to provide a budget spreadsheet and budget narrative, and past performance references. The WE4F MENA RIH reserves the right to reject any file or materials that are infected or harmful to our system. In addition, if potential applicants submit material that is not requested, such material will not be reviewed or scored. Full applications will be based upon specific questions tailored to each theme and each Organization in which discussions will be held. Questions will be divided into three categories: 1) Innovation Viability; 2) Application and Sustainability/ESG in Developing or Emerging Country(ies); and 3) Business/Financial Viability. See Appendix 2 for illustrative questions.

The WE4F MENA RIH may choose to award upon the basis of initial applications without holding discussions with applicants, although the RIH reserves the right to hold discussions at the sole discretion of the RIH. Applicants are therefore advised that each initial application should contain the Applicant's best effort at a holistic and sound application.

3 Video Teleconference Interview Assessment Stage

Semi-finalists (who pass the initial screening; about 32) will be invited to participate in an interview with the WE4F MENA RIH and members of the RAB. The interview will take place via videoconference and will serve as a presentation session to at least two members of the RAB. No more than six people can represent a company/organization. The interview will include a presentation session and questions to the applicant and is expected to take one hour. The presentation should include an overview of the most salient aspects about the Innovation from the company / organization, will give applicants an opportunity to address weaknesses identified by reviewers, and will be followed by a Q&A session that will enable the judges to validate responses to Innovation/technical viability, application and sustainability/ESG in developing and emerging countries, and business/financial viability questions and assess the capacity of the management team. In addition, all semi-finalist applications will be reviewed to ensure they meet ESG requirements of the WE4F program.

4 Physical Visit to Organization Business Location

In certain cases and based on the recommendation of the first screening phase, site visits might be conducted to the organizations' production facility or business location to observe operations. This visit will aim to clarify and understand missing aspects of the application. The organization will be provided with reasonable time to prepare for the site visit and must give the RIH team access to the site as well as facilitate the visit.

[END SECTION V]

SECTION VI. – AWARD AND ADMINISTRATION INFORMATION

Awards made through this Call for Innovations may be in the form of grants, and other award agreements, depending on the nature of the submitting organization and proposal. The WE4F MENA RIH will determine the appropriate Award instrument for the selections resulting from this solicitation. Prior to Award execution, the WE4F MENA RIH may solicit additional information necessary to execute the Award.

1 Intellectual Property

WE4F's goal is to facilitate the research and development that will lead to innovative, and potentially commercially viable, solutions. Understanding the sensitive nature of submitters' information, the WE4F MENA RIH will work with organizations to protect intellectual property.

Intellectual property provisions applicable to contract awards are subject to the provisions of the WE4F MENA RIH FAR Supplement (AIDAR) (available at http://transition.usaid.gov/policy/ads/300/aidar.pdf). When the awardee is a college, university, nonprofit organization or small business firm, FAR clause 52.227-11 and FAR clause 52.227-14 shall apply. When the awardee is a large business firm, FAR clause 52.227-14 will apply. The WE4F MENA RIH may include FAR Clause 52.227-16. Additional Date Requirements in the resulting contract if appropriate. the WE4F MENA RIH will utilize the following regulations for intellectual property (IP) issues arising from:

1) Patent development, including USAID-funded research, technology development, and technology transfer for commercialization or other distribution;
2) The creation and funding of copyrighted material and marks; and,
3) The handling of information that are trade secrets.

17 U.S.C. 101, 105
17 U.S.C. 301 - 305
22 CFR Part 226

35 U.S.C. 100-212
37 CFR Part 401, "Rights to Inventions Made by Nonprofit and Small Business Firms under
Government Grants, Contracts, and Corporate Agreements" (implementing the Bayh-Dole Act)
AIDAR Subchapter E – Part 727

a) **Title and Rights in Property**

During negotiations, Applicants should identify where title to all property types acquired for *Water and Energy for Food* activities is critical to their commercialization efforts. The WE4F MENA RIH will determine whether title to property will remain with Applicants for a specified period to be negotiated prior to award.

2 Reporting Requirements

Specific reporting requirements will be stipulated at the time of Award negotiation. Applicants should anticipate the following deliverables to demonstrate the project's progress and success:

a) A detailed monitoring and evaluation plan, with expected timelines to completion
b) Semi-Annual progress report detailing the technical and programmatic achievements
c) A clear proof-of-principle demonstration described in the original proposal and documented as part of the final report, including detailed documentation of the technical work accomplished and success and lessons learned from the project.
d) Dissemination of knowledge through publications in peer-reviewed literature, patent applications, etc.

In addition, awardees will likely be responsible for the following activities and documentation during the life of the program:

a) Conducting ongoing assessment of progress and a final evaluation, and submitting periodic reports according to the requirements outlined in the Award;
b) Briefing *Water and Energy for Food* Partners on project progress and outcomes;
c) Cooperating with *Water and Energy for Food* Partners to facilitate rigorous program evaluations;
d) Maintaining communication with key *Water and Energy for Food* staff;
e) Attending up to 2 WE4F-related activities/events per year, and
f) Bi-monthly to monthly meetings with the assigned country coordinators to report on progress with the agreed upon action plans.

[END SECTION VI]

Section VII. Appendices

Appendix 1 – Eligible Countries of Implementation

Algeria Egypt Jordan	Iraq Lebanon	Morocco The Palestinian territories	Tunisia Sudan Yemen

Appendix 2 – Full Application Criteria (Stage 2 – Proposal Stage)

Following submission of the Concept Note, a ***select*** number of applicants will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the Innovation. Some questions asked at the Concept Note stage are repeated in the Full Proposal stage which Applicants are asked to answer in the Full Proposal stage and provide extra information beyond the concept note answers if needed. Applicants can copy from their Concept Note application if needed. The applicant must also answer additional questions in the Full Proposal stage. Applicants will be also asked to provide a budget.

i. In the sections below, please provide tentative numerical targets for each of the Water and Energy for Food KPIs. Please then describe the activities you will undertake to meet those targets. Applicants are not responsible for illustrative indicators at this time, but upon award will select a subset of these to track.

Item	Units of measure	Activities to achieve milestones	2019 - 2024
Customer Segments/Markets of Focus			
Products and services			
Geographies (countries)			
Geographies (regions - if applicable)			
Total Unique Direct Customers			
Total End Users			
Select WE4F Technical Indicators		**Activities to achieve milestones**	**2019 - 2024**
Innovator's production/delivery of their core product/service related to WE4F	Please indicate		

Innovator successfully marketed their climate friendly, energy and/ or water efficient innovations with profit	USD		
Number of smallholder farmers and other end-users that experience an increase in income	Number		
Total mass of food produced as a result of WE4F innovation	Tons		
Total mass of food processed as a result of WE4F innovation	Tons		
Total energy saved/to be saved in the food value chain as a result of the use of WE4F innovation	kWh		
Total water saved/to be saved in the food value chain as a result of the use of WE4F innovation	Liters		
Number of new jobs created in WE4F innovator company	Number		
Number of external partnerships formed by innovator	Number		
Select WE4F Financial Indicators		**Activities to achieve milestones**	**2019 - 2024**
Value of investment in US Dollars that WE4F innovator have mobilized from external sources	USD		
Amount of co-funding provided by innovator themself to match grant for developing/advancing innovation	USD		

ii. Please describe the challenges that you foresee that might hinder you from meeting the targets for standard indicators described above.

Questions are divided into three categories: 1) Innovation Viability; 2) Application and Sustainability/ESG in Developing or Emerging Country/(ies); and 3) Business/Financial Viability. Below, we list likely questions; there may also be different and/or additional questions asked of applicants.

Business/Financial Viability – 35% of Full Application Score

1. Describe your current business model and the key aspects which you plan to alter/add/expand within the next three years, including Customer segments, distribution channels, key activities, partners, value proposition, etc. Please complete and upload the attached template (Business **Model Canvas) and any other document you might have such as a business expansion plan (5%).**
   Business Model Canvas Template:
   https://berytech.sharepoint.com/:w:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7B16CEE2C5-4072-47BC-963F-26D3E11CAAE6%7D&file=Business%20Model%20Canvas%20Full%20Proposal%20ENG.docx&action=default&mobileredirect=true

2. Describe the competitive landscape. Who are the companies/organizations that you see as competition? What is your competitive advantage? (Your competitive edge/Innovation could be in the product/service/technology and/or the business model and competition could come from those selling similar products/services or offering alternatives and substitutes to your customers/End-Users.) (2%)

3. Do you possess any intellectual property? If yes, are you free of any legal proceedings with respect to the intellectual property? (Not scored)

4. How much are your customers currently willing to pay for your product? How do they pay (i.e., will they pay the full cost up front, or will they pay in installments)? Is there any difference between the cost that Customers are currently willing to pay and the price that you are charging? How have you overcome the gap between the two in the past, and what is your plan for doing so in the next 1-2 years? (2.5%)

5. What are the qualifications and years of experience of your key operational executives and board members in terms of technical, operations and business expertise (focus on the following: track record; expertise; and networks)? How many expatriates are part of your core management team, if any, how many years of experience do they each have in the MENA region? Please provide resumes of the key senior management team or other back-up documentation. Please demonstrate how such individuals can help scale your Innovation. (3.5%)

6. Describe your financial model.
    a. What is the average selling price of your product/service and the unit cost? In case of innovative products, how much does it cost to produce, store, and/or sell one unit of this Innovation? For innovative service, what must be spent to offer this specific service including the number of times the service is offered, the salaries of those employed to deliver the service, and any materials used to deliver the service? Provide back-up documentation **OR fill in the spreadsheet:** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7B33346AB7-41B9-4DA2-9B3D-AE1482951282%7D&file=Bus-Fin%20Viability%20Full%20Proposal%20Q6a%20ENG.xlsx&action=default&mobileredirect=true
    b. What was your annual income in 2019 and 2020 and what is your projected income in 2021? Provide an income statement that at a minimum includes revenue, COGS, Gross Margin, Selling General & Administrative Expenses, Operating Earnings, and net income. Provide back-up documentation in the form of audited financial statements (full form including income statement, balance sheet, cash flow statement, and notes or any other official financial document). (2.5%)

    c. What are your main sources of capital, including your own investment in the organization? Have you secured external private funding in the past? If yes, what kind of funding was it (Equity/Debt/Both) and who did you raise these funds from? Do you have an idea of your company's valuation? If you have already completed equity investment rounds in the past, what was the resulting valuation (post-money) and when was this (month and year)? If you have not completed equity rounds, have you attempted to calculate your own valuation? Do you have existing relationships with equity investors, including venture capital investors? With banks? (2%) **Please explain, provide back-up documentation, AND fill in the spreadsheet template attached:** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7B9EC6E73D-E919-41E8-8D0E-D1EA0A5832B9%7D&file=Bus-Fin%20Viability%20Full%20Proposal%20Q6c%20ENG.xlsx&action=default&mobileredirect=true

7. What is the other source(s) and amount(s) of matching funds you or the existing shareholders are planning to make available or inject? (Additional evaluation

points will be awarded for applicants who provide higher matching funds than the minimum described in 6.B: Organization Funding (2%)

8. How are you planning to use the funds to be granted and injected/raised?
    a. Provide us with a budget up to the grant amount you are requesting, split over 24 months. (The grant amount if provided, will be based on milestones, and disbursed through several tranches over 12 months). **Please refer to Appendix 3 and fill in the spreadsheet template attached:** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7B187BA0D1-D231-4DBB-B476-E5F68687A17E%7D&file=Bus-Fin%20Viability%20Full%20Proposal%20templates%20Q8a%20ENG.xlsx&action=default&mobileredirect=true **(5%)**
    b. Provide us with a detailed breakdown of the capital funds usage you are seeking to inject and/or raise. **Fill in the spreadsheet template attached:** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7BD10115B9-C9AA-4529-87A3-931208C02F3E%7D&file=Bus-Fin%20Viability%20Full%20Proposal%20templates%20Q8b%20ENG.xlsx&action=default&mobileredirect=true (5%)

9. Describe the financial sustainability of the organization:
    a. How long can your organization sustain in your countries of operations without any future grants/funding/investment? (1%)
    b. What are the risk mitigation measures thought of by your organization in case of any future financial distress? (1%)
    c. What is your exit strategy should you not meet the milestones and thus be suspended from the program? (1%)

Innovation Viability – 35% of Full Application Score

1. Describe your Innovation (product/service/solution). What is transformative or game changing about it? What differentiates you from your competitors or alternative/substitutes offered to your Customers/End-Users? If your Innovation is a technology, provide technical specification on how your Innovation works; if a business model, what is innovative about it? Please provide a greater level of detail as compared to your response in the Concept Note stage - you may build on your previous answers and feel free to provide any additional document to support your response. (5%)

2. Describe your experience or track record to date in piloting and validating your Innovation as well as any changes you may have underdone to increase adoption

by vulnerable groups, women and the poor. You may provide back-up documentation (previous projects, pictures of your solutions, etc.) in one .pdf of no more than 3 pages. (5%)

3. Who are your existing and targeted Customers/End-Users? Please be sure to include information about the average farm size, average income, average business size of your Customers/End-Users and the general locations/geographies in which your project will be implemented. **Please complete the following template:** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7BD8DCC882-3BAD-42E2-8E1B-1B6E04E2DDFD%7D&file=Innovation%20Viability%20Full%20Proposal%20Q3%20ENG.xlsx&action=default&mobileredirect=true (2.5%)

4. What are the challenges (technological, legal, logistical, financial, etc.) faced by your Customers/End-Users related to water-energy/food nexus? How are these barriers preventing Customers/End-Users from accessing water-energy/food? How does your Innovation overcome such barriers? (2.5%)

5. Water and Energy for Food aims to achieve certain social, economic, and environmental goals and uses both standard and custom indicators to track Awardee progress. Please provide numerical targets for some of the Water and Energy for Food standard and custom indicators **(e.g., liters of water saved, tons of food produced, kWh of energy saved, number of End-Users), as well as other select technical and financial indicators. Please describe what activities you will undertake to meet your targets for Water and Energy for Food standard indicators in Year 1, Year 2, and Year 3 as well as the activities that will support you in achieving your targets.** Please use the **template of the Action Plan attached (15%):** https://berytech.sharepoint.com/:x:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7B386C93B3-5C17-42C5-A5B7-8599D86BEAA5%7D&file=Innovation%20Viability%20Full%20Proposal%20Q5%20ENG.xlsx&action=default&mobileredirect=true

6. Where do you see the biggest risks and gaps to sustainably scaling your Innovation / organization? And how do you plan to mitigate risks and address gaps? (5%)

7. How could the WE4F program support you in scaling your Innovation / organization? (Not scored).

Application and Sustainability/ESG in Developing or Emerging Country(ies) – 30% of Full Application Score

1. What non-financial resources (e.g., suppliers of additive technology, materials/components, equipment, etc.) are necessary to bring the Innovation to scale and how do you plan to sustainably secure them? (2%)

2. Describe your partnership strategy with stakeholders and communities which can ensure sustainable scale of your business. Provide letters or other forms of commitment (e.g., contracts, letters of support, memoranda of understanding between collaborating entities) supporting your partnership strategy. Provide back-up documentation in the form of 1 .pdf document of no more than 3 pages if you are able to do so.
    a. Do you have existing local and global partners? If so, who are they? (2%)
    b. In the future, what other potential partnerships would be beneficial to bring your Innovation to scale (e.g., with local companies, international corporations, local governments, investors, consumer groups, cooperatives, companies, public sector agencies) and what stage are you at in identifying and/or working with these partners? (2%)

3. Provide detail about the legal, regulatory and policy challenges in the country(ies) in which you propose to work, or are working in, including specific laws and policies that will either foster or inhibit the scale-up of the technology (example: trade barriers). (2.5%)

4. How does your Innovation directly or indirectly benefit or impact women (for example, does this Innovation engage women as employees, suppliers, distributors, and consumers)?
    a. Is your Innovation directly / indirectly used by / benefit women? If yes, in which manner (e.g., income generation for their households, save significant amounts of time daily or weekly by no longer having to perform certain tasks manually or walk long distances to collect or deliver resources, etc.)? Does your Innovation change dynamics positively in households and communities towards gender inclusion and women empowerment? Provide details on benefits for women from your Innovation and how it positively impacts their wellbeing and/or economic status. Please support your response with data if possible. (2%)
    b. Are there any expected gaps in the levels of participation between men and women (including age, ethnicity, disability, location, etc.)? Please describe how cultural norms / beliefs, access to / control over assets, and patterns of

power and decision-making could be causing these gaps, and how your Innovation will shrink those gaps. (1%)

c. Describe how you ensure or will ensure women benefit from your Innovation as a customer /supplier / worker / employee. What actions will you take or have taken whether in operations, sales, access to finance, etc. that could support increased benefits for women? Have you adapted your marketing, sales, financing, or hiring strategies during COVID-19 to include women or reduce gender barriers? (2%)
d. Have you ever directly marketed to women based upon an understanding of their role in the agricultural value chain specifically or included their insights in product design or designed financial solutions targeted at them? Please describe this effort and the results or outcome if any. Additionally, who are the partners you have worked with to market/sell, train, hire, or provide financing for women, if relevant? (2%)
e. Have you worked with men and women in your communities to improve gender dynamics and create better opportunities for women? What steps have you implemented and/or what commitments have you made to improve the recruitment, retention, and growth of women in your management teams? What kind of conducive policies do you have in place/are in the process of introducing to ensure this? (1%)

5. How does your Innovation directly or indirectly benefit or impact vulnerable groups and BoP?
    a. What % of your organization's current customers/End-Users are considered as BoP (smallholder farmers or poor food consumer for instance and could include individuals below poverty line – please see definition on page 9), and/or are an economically vulnerable group? How have you or do you plan to ensure that this percentage increases, particularly in light of COVID-19? For example, how have you adapted or plan to adapt your pricing, end user financing offering, marketing, or sales activities to ensure barriers preventing such Customers /end users from accessing your Innovation are removed? (You may build on your calculations for Q3) (2%)
    b. What specific barriers limit BoP Customers and End-Users (if different) from benefiting from your Innovation (pricing, limited finance, limited access to data) and how have you overcome or plan to overcome such barriers in the future? (2%)
    c. How do BoP customers and/or End-Users benefit from your Innovation (e.g., higher yields result in greater sales volumes of crops, better quality outputs result in higher prices, time saved permits more economically productive activity in a day or week, job creation, financial and physical security, control over their produce sales, fair remuneration etc.)? Please

provide numbers or percentages, if possible, reflecting savings or increase in income or profits for BoP. (2%)

6. What are the social, economic, and environmental challenges your Innovation faces that may prevent its scale-up and how do you propose to overcome those challenges (example: attracting key talent, End-User financing, etc.)? (2%)

7. How may your Innovation have a negative impact on the environment in your target markets and geographies? What measure(s) do you have planned or have taken to mitigate such impact? And how do you monitor your environmental compliance? Please attach any environmental certifications, or Environmental Impact Assessment Studies you might have conducted, **if relevant, and respond to this questionnaire:** https://berytech.sharepoint.com/:w:/r/sites/WE4FInnovators/_layouts/15/Doc.aspx?sourcedoc=%7BA38DC9DE-C3EC-4D03-90B8-A54F2B164C3A%7D&file=ESG%20Full%20Proposal%20Environmental%20Questionnaire%20Q7%20ENG.docx&action=default&mobileredirect=true . Please note that despite your core product/service being environmentally friendly, there could be collateral/unintended negative impact on the environment caused by your Innovation (for example, in procurement, its production, operations, distribution, and end of life). (2%)

8. Describe any climate risks your Innovation might have and how you plan to address them and how you will build climate resilience? Climate risks could result from climate triggered challenges which your organization, customers/End-Users, and/or suppliers can face. These risks could include drought, floods, extreme temperature conditions (heatwaves, rising temperatures, etc.) – for more details please visit the following website: https://www.climatelinks.org/resources/climate-risk-screening-and-management (2%)

9. Describe the process of risk identification related to degradation of biodiversity in your areas of operations. Special care should be taken to avoid drying out of local wetlands and streams caused by irrigation of agricultural land (1.5%).
   For more details on how to strike a balance between the need for irrigation for agriculture you can visit the following website:
   https://www.ramsar.org/sites/default/files/documents/library/wwd2014_e.pdf

Non-weighted Evaluation Factors for Finalist Applications:

While no weight is assigned to the below factors, they are important and material to the award decision.

(a) Past Performance
Past performance information for three (3) past performance references which describe any contracts, grants, or cooperative agreements which the applicant organization, as well as any consortia or joint venture partners and any subcontractors or sub-awardees that will perform a substantive role in the applicant's program, has implemented involving similar or related programs over the past three years will be required.

Please include the following information: name and address of the organization for which the work was performed; name and current telephone number and email address of responsible representative from the organization for which the work was performed; contract/grant name and number (if any), the period of contract/grant performance, annual amount received for each of the last three years and beginning and end dates; brief description of the project/assistance activity and key project accomplishments / results achieved to date.

It is recommended that the applicant alert the contacts that their names have been submitted and that they are authorized to provide past performance information when requested.

(b) Cost
In the later stages of review, costs included in the proposed grant use will be reviewed to ensure they are allowable, allocable, and reasonable.
Cost effectiveness will be considered in relation to any proposed cost-share.

If requested, budget proposals will also be subject to cost realism analysis. The cost realism analysis will verify the applicant's understanding of the requirements, assess the degree to which the cost application reflects the approaches in the technical application, and assess the degree to which the costs included in the application accurately represent the programmatic requirements set forth in the application.

(c) Pre-Award Survey
All Award nominees (those applicants that have made it past the Finalist stage) that do not have a prior grant with the WE4F MENA RIH will be required to perform a Pre-Award Survey prior to receiving any WE4F funding. The WE4F MENA RIH or its designee will administer the Pre-Award Survey. This tool helps determine whether the organization's financial management and internal control systems are adequate to manage, control, account for, and report the uses of the WE4F MENA RIH funds. It provides WE4F with the information needed to evaluate the ability of an organization to adequately fulfill the terms of an award.

The Pre-award Survey will assess the following criteria:

i. Organization legal structure
ii. Financial management and internal controls
iii. Procurement systems
iv. Human resources systems
v. Programs performance management (project management capacity)
vi. Organization sustainability

An organization that has been audited within 1 year of the time of the award may submit that audit in lieu of the Pre-Award Survey if it covers all of the criteria listed above, but WE4F will ultimately determine if the audit meets the requirements of the Pre-Award Survey. The WE4F MENA RIH (or its designee) recognizes that newer organizations may have some difficulty providing all documents and will work with award nominees to create the systems listed in the criteria if they do not exist. If an award nominee is unwilling or unable to modify their practices to meet the criteria requirements, the WE4F MENA RIH will not make an award.

Appendix 3- Budget Information Requirements

1) **Grant Use Budget Spreadsheet**
   The budget should represent a detailed summary budget. A template for the budget will be provided in the online platform. Applicants will need to complete the template and submit it to the application platform. The basic definitions for the detailed cost elements are provided below.

2) **Budget Narrative**
   The budget narrative should provide information on the basis for estimating each line item, including reference to sources used in substantiating the cost estimate (e.g., organization's policy, payroll document, vendor quotes, etc.).

   i) **Direct Labor**: Direct salaries, wages and annual increases for all personnel proposed under the application must be in accordance with the applicant's established personnel policies. To be considered adequate, the policies must be in writing, applicable to all employees of the organization, subject to review and approval at a high enough organizational level to assure its uniform enforcement, and result in costs which are reasonable and allowable in accordance with applicable cost principles. The narrative should include a level of effort analysis specifying personnel, rate of compensation, and amount of time proposed. Anticipated salary increases during the period of the agreement should be included.

   ii) **Fringe Benefits**: If the applicant has a fringe benefit rate that has been approved by a USG agency, such rate should be used, and evidence of its approval should be provided. If a fringe benefit rate has not been so approved, the application should propose a rate and explain how the rate was determined. If the latter is used, the narrative should include a detailed breakdown comprised of all items of fringe benefits (e.g., unemployment insurance, workers compensation, health and life insurance, retirement, FICA, etc.) and the costs of each, expressed in dollars and as a percentage of salaries.

   iii) **Travel and Transportation**: The application should indicate the number of trips, domestic, regional, and international, and the estimated costs. Specify the origin and destination for proposed trips, duration of travel, and number of individuals traveling. Per diem should be based on the applicant's normal travel policies.

iv) **Allowances:** Allowances must be broken down by specific type and by person and must be in accordance with the Applicant's established policies.

v) **Supplies and Equipment:** Differentiate between expendable supplies and nonexpendable equipment (NOTE: Equipment is defined as tangible nonexpendable personal property including exempt property charged directly to the Award having a useful life of more than one year and an acquisition cost of $5,000 USD or more per unit, unless the applicant's established policy establishes nonexpendable equipment anticipated to be required to implement the program, specifying quantities and unit cost).

vi) **Sub-awards (contracts/grants) (if any):** Applicants who intend to utilize sub awardees should indicate the extent intended and a complete cost breakdown, as well as all the information required herein for the applicant. Sub-awards cost applications should follow the same cost format as submitted by the applicant.

vii) **Other Direct Costs:** This could include any miscellaneous costs such as office rent and utilities, communications, transportations, supplies, public outreach, sub-awards, audits, report preparation costs, passports, visas, medical exams and inoculations, insurance (other than the Applicant's normal coverage), etc. The narrative, or supporting schedule, should provide a complete breakdown and support for each item of other direct costs.

viii) **Indirect Costs:** If applicable, the Applicant should support the proposed indirect cost rate with a letter from a cognizant U.S. Government audit agency, a Negotiated Indirect Cost Agreement (NICRA), or with sufficient information for the WE4F MENA RIH to determine the reasonableness of the rates (For example, a breakdown of labor bases and overhead pools, and the method of determining the rate).

3) **USG Forms and Certificates**

Depending on mechanism, Applicants may be requested to submit the following:

- **USG Standard Forms SF-424 series, which includes the**
  - SF-424, Application for Federal Assistance,
  - SF-424A, Budget Information – Non-construction Programs, and
  - SF-424B, Assurances – Non-construction Programs
- **Certificates**
  - Certificate of Compliance if your organization's systems have been certified by USAID/Washington's Office of Acquisition and Assistance (M/OAA)

Each of these USG Standard Forms can be downloaded from:
https://apply07.grants.gov/apply/FormsMenu?source=agency

Appendix 4 – Guiding Principles for Environmental, Social and Governance Adherence in WE4F

One of the major foci of WE4F is to support integration and uptake of activities that enhance the social, environmental, and governance structures in the countries of operations. Under the broader definition of ESG, WE4F specifically focuses on tackling gender mainstreaming, environmental sustainability, and poverty reduction related issues and supports all related stakeholders in overcoming barriers related to these themes. The guiding principles mentioned below are based on the United Nations Principles for Responsible Investment (UNPRI). However, these principles have been evolved and customized to align with WE4F's vision and goals as follows:

- Principle 1: We will be an active issue manager and incorporate ESG issues into the decision-making process, operating structure, and standard practices.
- Principle 2: We will seek appropriate disclosure on ESG issues by the organizations in which we invest.
- Principle 3: We will promote acceptance and implementation of the Principles related to ESG within the WEF nexus and larger international development ecosystem.
- Principle 4: We will work together with all stakeholders to enhance our organization's effectiveness in integrating the principles related to ESG into their business and operational model.
- Principle 5: We will report programmatic activities and progress towards integrating the ESG principles.
- Principle 6: We recognize that the level of ESG integration within organizations might be at a beginner/intermediate/advanced level hence, we will work with a "no one size fits all" approach. However, organizations must meet a minimum set of requirements related to gender mainstreaming, poverty reduction, and environmental sustainability to be eligible for support.

Classification of WE4F Organizations

All WE4F organizations will be classified into one of the three levels based on their current level of ESG integration into their business and operational model. The three levels are defined as below:

Beginner: A WE4F organization will be termed as a beginner if they meet the minimum set of ESG related criteria required to enter the program, especially criteria related to gender integration, sustainable natural resource management including sustainable water resource management, biodiversity, climate resilience, and poverty reduction. Apart from meeting the minimum prerequisites, the organization must showcase commitment to further integrate ESG issues into their

business and operational model. The program will support them in increasing awareness of key ESG issues to help them move from beginner level to intermediate/advanced level of ESG integration.

Intermediate: A WE4F organization will be termed as intermediate if they **not only** meet the minimum set of ESG related criteria required to enter the program **but also** showcase tangible progress on ESG issues in terms of implementation and results. They might not meet all the stated criteria and goals of WE4F and hence there could still be scope for improvement. The program will support them to improve and aim to reach an advanced level of ESG integration

Advanced: A WE4F organization will be termed as "advanced" if they meet **all** the stated ESG-related objectives and goals set by WE4F and not just the minimum set of criteria required to enter the program. The program will help them to scale their impact on ESG issues.

Appendix 5 - WE4F Innovation Types

Though there are expected to be a wide of technologies or Innovations supported under WE4F, all Innovation data will be reported to the WE4F secretariat and in the WE4F M&E platform according to the definitions outlined in this document. Any instances of an Innovation which does not match one of the following definitions and is not digital or financial in nature must be reported as "Other." RIH-level documents related to Innovations should adopt the terminology and definitions in this document.

Energy- Farm input: This includes Innovations which are used as energy efficient inputs or pre-harvest treatments themselves or improve the energy efficiency of existing agricultural inputs.

Energy- Farm production: This includes Innovations focused on increasing the energy efficiency and renewable energy in agricultural production and/or harvesting processes. This may include labor saving technology or the replacement of: human or animal labor with machines, existing machines with more energy efficient machines, or the improvement of existing machines.

Energy- Agricultural processing: This includes Innovations which use renewable energy or aim to improve the energy efficiency of value-added food processing including the transformation of raw agricultural goods to food stuffs or the changing of food stuffs to other more valuable forms.

Energy- Energy production and infrastructure in agriculture: This includes Innovations which improve the energy efficiency of existing energy production methods, energy distribution infrastructure, or energy storage methods which are being used to support agricultural processes.

Energy- Aggregation and storage in agriculture: This includes Innovations used post-harvest in food aggregation, packaging, and storage which use renewable energy or aim to improve the energy efficiency of these agricultural processes.

Energy- Agricultural goods transport: This includes Innovations which improve the energy efficiency of the transport of agricultural goods using renewable energy or using other energy efficient solutions.

Water- Irrigation: This includes Innovations which are new water efficient methods or improve the water efficiency of existing processes used to divert water from its source and distribute or redirect water resources for the purpose of agricultural production.

Water- Capture/storage in agriculture: This includes Innovations which aim to improve water efficiency in agriculture by collecting and storing water, including rainfall, for agricultural purposes.

Water- Reuse in agriculture: This includes Innovations which treat wastewater or support the reuse of water resources to improve the water efficiency of agricultural processes.

Water- Quality/salinity in agriculture: This may include technologies which use brackish or saline water to improve the water efficiency of agricultural processes, or which treat poor quality or saline water to increase freshwater resources for agricultural use.

Digital solutions: This includes Innovations which are digital in nature and improve the water and/or energy efficiency of agricultural processes but cannot be defined by one single other Innovation type listed. Any digital Innovation which does match only one definition for an existing Innovation type should be categorized under that Innovation type.

Financial solutions: This includes Innovations which improve the financial access or financial resources of actors within the food value chain including food producers, food processors. and direct End-Users of agricultural goods.

Other: This includes Innovations which are not digital in nature, improve the water and/or energy efficiency of agricultural processes, and cannot be defined as any other one Innovation type.

[END]