WE4F MENA OCFI Full Proposal Q&A webinar – August 10, 2023

Q: Could you please explain the concept of Grants and Technical Assistance? What components are typically encompassed within them? Furthermore, if I have a requirement that exceeds $5,000, would it be possible to procure it utilizing the matching fund?

A: The program offers a mix of two things that are separate from each other – grants are cash money we give you based on documentation and reimbursable expenses. The grants are milestone-based. Once you've met them, you will be allowed to submit an invoice and receive a payment. Technical assistance is what we can help you with to grow and scale your operations to improve your financial sustainability and your environmental and social impact. This could include, for example, a marketing strategy, studies, or strategic planning, etc. Regarding the requirement, yes, that is possible. The activity you want to scale has a total budget we agree upon – this will partly be covered by the grant, and the rest will be funded by you. The budget covered by the grant can not include any equipment beyond US$5,000 per unit. If you have a need for a machine that is above that, you will include it in your matching fund and pay for it yourself. On top of the cash grants and TA, you may benefit from investment readiness or other support such as partnerships, environmental support, etc., as agreed upon between yourself and the Hub team.

Q: Now if I require the purchase of two devices, each priced at $4,000, thus totaling $8,000, am I allowed to procure both devices, or am I restricted to acquiring only one due to the constraint of the $5,000 limit?

A: If it is less than US$5,000, yes, you can. If you pay for the more expensive one from your own funding, we will consider that your matching requirement has been met.

Q: Concerning the allocation of $5,000, could you clarify its coverage? Is this amount intended for a single item and limited to one-time utilization?

A: The grant budget cannot cover any single item that has a useful life over one year and a cost of US$5,000 or more. The Grant Budget Can cover more than one item with a useful life over one year and with a value lower than US$5,000. For instance, the Grant budget can cover 2 machines with a cost of US$4,500each.

Q: I just need to ask about the application ID?

A: When you generated your application, a random number should have been created. If you do not have access to that number, we will send it to you.

Q: The application is submitted without uploading the required files but it was sent as a google drive link. Is this acceptable? Can the required files to be completed in the full application be replaced with old documents? What does it mean to be a semi-finalist and are there any other phases?
A: After the full proposal is submitted, we will get back to you if there is any document not uploaded due to technical errors. No documents can be replaced, the application should be completed as required but additional information can be sent.

In the concept note stage, the application is scored on whether or not it is eligible. If it is eligible, you become a semi-finalist. After a full proposal is submitted, experts assess the application and an interview is organized for further information. The final phase is the co-creation process (budget, matching requirements, goals and KPIs), this will take place after the approval of donors and the hub.

Q: In your opinion, how many words should be needed to answer each question?
A: There is no clear answer, as this depends on the quality of your response. The full proposal repeats some questions from the concept note, so naturally we expect a higher level of detail and accuracy. Including supporting documentation that justifies your claims is also key.

Q: Regarding the concept note and the full proposal, how much of the concept note can we recycle?
A: This is not an issue.In the concept note you may only have one question about a topic, but in the full proposal we would like to hear more details across multiple answers. While we understand your input may be repetitive, it is fine as long as it addresses each question. Your application will be distributed randomly to various experts across the team, and they will score your application based on their expertise and judgment. Try to always give examples of steps you may have taken in the past, for example in questions related to marketing, gender, enhancing accessibility and affordability, or environmental measures. Concrete steps and examples, and also your future plans, are very important.

Q: Could you give us a date that we can expect your feedback on the full proposal stage?
A: The deadline is August 14, but we may defer it to August 21st. We will start scoring it right away. Tentatively, we are looking to finalize by the second week of September, but our scoring will be reviewed by the WE4F Secretariat, so by the 3rd or latest 4th week of September at the latest we will let you know if you proceed to the interview phase.

Q: Within the submission, a term is used, namely "cash in-kind." Could you kindly provide a more detailed explanation of the term "in-kind" in this context?
A: Cost-sharing or matching refers to that portion of project or program costs not borne by WE4F MENA RIH. All contributions, including cash and third-party in-kind contributions are acceptable as part of the recipient's cost-sharing or matching when they meet the criteria established in the standard provision governing recipient contributions. In-kind contributions could be machines donated by other (non-WE4F) donors; it may be the labor of the grant

recipient volunteers; or it may be the use of a recipient's meeting room to hold a workshop for the grant activity.

Q: What is the difference between customers and end-users?
A: 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. Family members of farmers who benefit from your product or service 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 also be considered end-users.