<table>
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<tr>
<th>Time</th>
<th>Session Title</th>
<th>Speaker(s)</th>
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<tr>
<td>11:30 –</td>
<td>Open Call for Innovations (OCFI)</td>
<td>Reginald Mapfumo</td>
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<td>11:40</td>
<td>Overview</td>
<td>Zimbabwe Policy and Technology Expert (WE4F)</td>
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<td>11:40 –</td>
<td>Frequently Asked Questions</td>
<td>Mashiri Zvarimwa</td>
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<td>12:10</td>
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<td>Technical Assistance Facilitator (WE4F)</td>
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<td>12:10 –</td>
<td>Question and Answer Session</td>
<td>WE4F Team</td>
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Agenda

1. Open Call for Innovations (OCFI) Overview
2. Frequently Asked Questions
3. Question & Answer Session
4. 1 minute survey
Zimbabwe Biogas Open Call for Innovations (OCFI)

Overview

Reginald Mapfumo
Energy Technology and Policy Expert
Open call for innovations (OCFI): Overview

With this open call for innovations, we are aiming to:

Co-create scalable solutions for biogas systems in Zimbabwe.

Deploy a combination of grants, technical assistance and/or investment facilitation.

Help innovators improve their ability to scale commercially, attract and secure outside investors, and integrate ESG themes into business models.

Each award will:

Be between $10,000- $30,000 USD in value, on a 1:1 match basis, but this can include in-kind contributions.

Have a period of performance of up to 1.5 years.
Open Call for Innovations: Process

HOW DO YOU GET A PARTNERSHIP THROUGH WE4F’S OPEN CALL FOR INNOVATION PARTNERSHIPS (O-CFI)?

CO-CREATION

Explore Interests
Submit concept note
RIH Reviews concept note
RIH requests full application
RIH reviews full application
RIH & innovator co-create award
Finalize award agreement

DETAILED STEPS

WE4F launches a Rolling Open Call for Innovation (OCFI) to explore interests of SMEs in the WEF nexus

Applicant responds to the OCFI by submitting their concept note through WE4F email portal and concept note is routed to relevant RIH.

RIH reviews each concept note submission. Insufficient or ineligible submissions will receive a standard rejection email. Eligible and sufficient submissions will receive and email requesting a full application submission from innovator within 15 business days.

If preceding to full application, innovator submits full application to RIH.

RIH will review full application through the internal Technical Evaluation committee (TEC)

If approved, RIH will conduct preliminary due diligence and/or an interview prior to pursuing in-depth co-creation.

WE4F RIH submits pre-award documentation and approval request to USAID Secretariat Unit and COR.

USAID Secretariat Unit reviews and approves pre-award documentation and sends Executive Summary to Donor Partners.

Donor Partners approve/reject the award nominee.

Simplified grant with a minimum of one-to-one matching funds requirement is given to the innovator.
Open Call for Innovations: Target Groups

WE4F works on entrepreneurship and innovation through the following actors:

Private, for-profit companies, non-profits, or universities that maintain their own budget and are responsible for generating revenue.

Others identified on a case-by-case basis.

...in order to ideally target the following end-users:

Women smallholder farmers.

Other BoP customers working in all parts of the agriculture value chain.
### Open Call for Innovations: Eligibility Criteria

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<th>Eligibility Criteria</th>
<th>Description</th>
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<tr>
<td>Type</td>
<td>Legally incorporated/registered for profit businesses and not-for-profit organizations or academic institutions which are responsible for generating revenue and maintaining a self-structuring operational budget</td>
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<tr>
<td>Size</td>
<td>No restrictions on organization size</td>
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<tr>
<td>Location</td>
<td>Applications must be legally registered in Zimbabwe</td>
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<tr>
<td>Matching Funds</td>
<td>Grant awardees must demonstrate 1:1 matching funds</td>
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<td>Impact</td>
<td>Must include the manufacture, distribution or retail of biogas systems that have a direct, tangible linkage between water, energy and/or food value chains. Innovations must directly or indirectly benefit the poor, contribute to gender equality, and strive to avoid negative environmental impacts</td>
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A successful WE4F innovator should:

• Have a **financially sustainable business model** (private companies and non-profits or academic organizations)

• Focus on biogas systems in Zimbabwe

• Have a well-defined plan for **expansion**

• Build **sustainability** into the fabric of intended expansion

• Understand the **local enabling environment** for technology and business innovations

• Promote **user-center design**, not technology for the “sake” of technology

• Demonstrate direct or strong indirect **benefits for the poor**

• Show how their innovation **benefits women**

• Have a basic understanding of ESG issues and showcase strong commitment to integration

• Have a **gender-balanced team** that can scale up innovation in a sustainable manner
We are NOT looking to select innovators that:

• Fail to demonstrate a proven tracked record of **sustainable sales and service delivery**

• Fail to demonstrate how they can eventually ensure sustainable benefits **in line with WE4F goals**

• Fail to demonstrate positive impact on **the poor and women**

• Fail to demonstrate **positive impact on the environment** (or at least that they cause no negative effects)

• Focus on **research and development** for a product without a clearly defined market or proven market demand

• Have not reached a minimum of **1,000 end users** per innovation
We are NOT looking to select innovators that:

• Do not operate as a legally registered entity in Zimbabwe

• Focus on sustainable water supply and energy access without explicit benefit to the food sector

• Focus on agricultural products and services without a significant and sustainable water or energy efficiency component

• Develop big infrastructure projects

• Are large corporations for which the sale of WE4F nexus-relevant products or services do not represent a significant portion of revenue or is not a priority

• Are government entities or individuals
## Open Call for Innovations: Concept note criteria

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<th>Criteria</th>
<th>Description</th>
<th>Weight</th>
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| **Innovation Viability**                      | • Innovation description  
• How does innovation provide value to women smallholder farmers and BOP customers, and differ from existing products?  
• Customer segments | 35%    |
| **Business/Financial Viability**              | • Revenue and plans for expansion  
• Total addressable and potential market shares  
• Product or service costs | 30%    |
| **Application and Sustainability/ESG in Developing Countries** | • Intended geographies  
• Local partnerships  
• Relation to ESG topics: gender, environment, base of pyramid | 35%    |
Call for Innovations: Application

WE4F S/C Africa Regional Innovation Hub: Open Call for Innovations

CONCEPT NOTE

Acknowledgment and Applicant details

• Access application portal at: https://www.surveymonkey.com/r/WNQTQBT

• Review full Zimbabwe Biogas OCFI guidance document here

• Applications will be received and reviewed on a rolling basis
Frequently Asked Questions

Overview

Mashiri Zvarimwa
Technical Assistance Facilitator
1. If we are based outside the target country (i.e., Zimbabwe) are we eligible to apply?

**Answer:** You are only eligible if you are operational or intend to introduce your innovation in Zimbabwe.

2. What is the deadline for submitting a Concept Note?

**Answer:** Applications will be received and reviewed on a rolling basis.

3. Am I eligible to apply as an individual?

**Answer:** No. Only registered organizations that are not government entities can apply.
4. Is it required that the applicant must be the proprietary owner of the innovation, or can the innovation be from another company and the applicant wants to import and promote this innovation in the Southern and Central Africa region?  
**Answer:** The applicant must be the proprietary owner or be in a consortium with the proprietary owner of the innovation.

5. If my company started in 2022 but already has the required client base, can I apply?  
**Answer:** Yes, you can apply. You must demonstrate that your company is a stable entity with stable and functioning operations and already has consistent sales and a client base reaching more than 1,000 end users.
6. Is it 1,000 end users reached in total?

**Answer:** If you are a company with multiple products and you want to apply with one of them, you must demonstrate the total number of your current client base related to that innovation and the potential to expand to a bigger customer base.

7. Are innovations targeting biodiversity conservation eligible or must it be a production system?

**Answer:** If your innovation is only targeting biodiversity conservation without a financially sustainable business model, it is not eligible to apply. All applications submitted for WE4F Zimbabwe Biogas OCFI must fulfil the eligibility criteria.
8. Does the impact have to be for the poor, women, and the environment, or impacting one of them is sufficient?

**Answer:** You will not be excluded if you cannot claim an impact in all the mentioned areas. However, the more cumulative impact you can claim related to the poor, women and the environment, the better.

9. How should a company deal with ESG (Environmental, Social, and Governance) criteria?

**Answer:** You should demonstrate a basic understanding of ESG issues, and you should showcase a strong commitment to ESG integration into your business model.
10. Are SMEs that are fully owned by a larger holding company eligible?

**Answer:** SMEs are encouraged to apply if they meet all the eligibility criteria and are financially independent with a separate governance from the holding company.

11. Can an NGO apply?

**Answer:** Yes, NGOs can apply if they can prove that they are market oriented, and that their innovation is scalable and has a sustainable revenue model. Traditional NGO development projects only seeking grant funding and do not have clients to purchase the innovation will not be supported.
12. Are education/academic institutions eligible to apply to this OCFI?

**Answer:** Yes, registered educational institutions are eligible to apply for this call as long as they have a market-proven, financially sustainable business model related to the innovation they want to apply with.

13. Can a government university be a partner of the group?

**Answer:** Government entities are not eligible to apply for this call. However, a publicly funded university can take part as a partner of the group/consortium (as long as it is not the lead institution).
14. What is the acceptable range for matching funds?

Answer: WE4F requires a 1:1 match, between USD 10 000 and USD 30 000. The match must be already secured and must be used for WE4F activities. However, in-kind funding is acceptable.

15. Should financial statements be provided in English, or can they also be provided in other languages?

Answer: All documents must be submitted in English.
16. Can a Joint Venture of two companies apply together to meet the application criteria?

Answer: Yes, you can apply as a joint venture led by one lead applicant, and demonstrate true partnership, clear roles definition, and complementary aspects towards a certain product or innovation.
QUESTIONS
1 minute survey

Please provide your feedback by scanning this QR Code
Apply to the Open Call for Innovations!

we4fafricarih@tetratech.com
https://www.surveymonkey.com/r/WNQTQBT
THANK YOU

we4f.org
@WE4FGCD
@WaterEnergy4Food

Water and Energy for Food