



# Water Energy for Food 2.0

## Regional Call for SMEs (Track 1)

Middle East and North Africa (MENA region)

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**Date Issued: March, 2026**



# Regional Call

**Subject:** Regional Call for SMEs for Water and Energy for Food 2.0

Dear Prospective Applicants:

The Ministry of Foreign Affairs of the Government of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida), with support from the Swiss Agency for Development and Cooperation (SDC), invite eligible organizations to respond to the Call for innovations: Regional Call for SMEs for **Water and Energy for Food 2.0**.

This regional call for SMEs 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-users, and to impact food security, gender, and poverty reduction in an environmentally sustainable way. The scope targets the Water-Energy-Food nexus and climate resilience through efficient logistics, food processing, warehousing, and digital market access, including circular economy solutions (such as sustainable packaging and food waste recycling), organic farming, and land restoration to prevent farmland loss. Furthermore, the call supports innovative water reuse outside traditional agriculture and sustainable, export-oriented high-value crop production<sup>1</sup> to improve trade balances and income generation. This track (Track 1), targets established SMEs that are embedded in national value chains and capable of delivering immediate impact through job creation, supply chain strengthening, and improved resource efficiency. These enterprises may not always be technology-led but often demonstrate strong market presence and business model innovations that make national systems more sustainable, inclusive, and resilient. The regional call for SMEs describes the purpose of the Programme and the types of activities that it will fund; indicates the process for preparing and submitting Expression of Interest (EOI)s and proposals; and outlines criteria for their evaluation.

Individual awards are expected to be on average 100,000 US Dollars depending on the type of funding requested with the awardee expected to bring in a minimum 1-1 matching amount themselves. 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 2.0 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 disburse funds will be agreed upon with awardees based on their budgets.

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 WE4F 2.0 (and its partners). The regional call for SMEs document can be downloaded from: <https://we4f.org/track-1-mena> and your application can be submitted via: <https://berytech.jotform.com/260411949346056>

The WE4F 2.0 Programme accepts applications throughout March 2026. Programme team reviews submitted applications by the end of April 2026. Applicants may submit an Expression of Interest (EOI) via the following link: <https://berytech.jotform.com/260411949346056>

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

**QUESTIONS:** Prospective applicants who have questions concerning the contents of this Call for Innovations shall submit them in writing via email to [we4f@berytech.org](mailto:we4f@berytech.org).

Issuance of this Call for Innovations does not constitute an award commitment as part of WE4F 2.0, or any of its Funding Partners, to pay for costs incurred in the preparation and submission of proposals. Further, the WE4F 2.0 Programme reserves the right to reject any or all proposals received.

Sincerely,

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## Contents

Executive Summary .....	6
Commonly Used Terms and Definitions.....	9
Section 1 - Programme Description.....	12
1 Introduction and Background.....	12
1.1 Addressing Global Trends and Challenges .....	12
1.2 Learning from the Past.....	12
1.3 WE4F 2.0 Programme Rationale and Objectives .....	13
1.4 Target Groups of the WE4F 2.0 Programme .....	14
2 Goal and Focus Areas .....	14
3 Thematic Areas Which innovation is needed .....	15
4 Cross-Cutting Critical Barriers .....	15
5 Characteristics of Supported Organizations.....	16
6 What Will Not Be Funded .....	18
7 What Will Not Be Funded .....	19
a. Innovation Selection Process.....	19
b. Organization Funding .....	20
c. Acceleration Support .....	22
8 Technical and Financial Benchmarks.....	24
9 Eligibility Requirements .....	25
10 Evaluation Criteria .....	25
Section II – Award Information .....	26
1 Award and Administrative Information.....	26
2 Funding Information.....	26
3 Period of Performance.....	26
4 Award Budgets .....	26
SECTION III – ELIGIBILITY CRITERIA.....	28
SECTION IV – APPLICATION AND SUBMISSION INFORMATION .....	30
1 Points of Contact.....	30
2 Eligible Country List.....	30
3 Timetable.....	30
4 Content and Form of Proposal Submission .....	30
5 Online Application Platform.....	31

6	Questions and Answers .....	31
7	Non-Disclosure .....	32
8	Branding & Marking Requirements .....	32
SECTION V. – APPLICATION REVIEW INFORMATION .....		35
9	Expression of Interest (EOI) Stage .....	35
10	Full Proposal Stage .....	42
11	Video Teleconference Interview Assessment Stage .....	43
12	Physical Visit to Organization Business Location .....	43
SECTION VI – AWARD AND ADMINISTRATION INFORMATION .....		44
13	Intellectual Property .....	44
	a. Background Intellectual Property .....	44
	b. Project-Generated Results and IP .....	44
	c. Respect of Third-Party Rights .....	45
	d. Title and Rights in Physical Property and Assets .....	45
14	Reporting Requirements .....	45
Section VII. Appendices .....		47
	Appendix 1 – Eligible Countries of Implementation .....	47
	Appendix 2 – Full Application Criteria (Stage 2 – Proposal Stage) .....	47
	Appendix 3 - Budget Information Requirements .....	57
	Appendix 4 – Guiding Principles for Environmental, Social and Governance Adherence in WE4F 2.0 .....	61
	Appendix 5 - WE4F 2.0 Innovation Types .....	63

## Executive Summary

This document provides details about the application process of Water, Energy for Food 2.0: Regional Call for SMEs.

**What is WE4F 2.0?** WE4F 2.0 is a four-year Programme designed to increase climate resilience and security of food and water systems across the MENA region by supporting up to 120 innovative SMEs and scale-ups with tailored technical assistance, milestone-based grants, and investment facilitation. The overall goal of the WE4F 2.0 Programme is to increase climate resilience and security of food and water systems in nine countries across the MENA region by accelerating the sustainable scale of commercially viable SMEs. By providing tailored technical assistance and investment facilitation to these impactful private sector firms, the programme translates business growth into measurable development outcomes—specifically poverty reduction, gender inclusion, and environmental sustainability for the poor and women. Building on the success of Water & Energy for Food: A Grand Challenge for Development (WE4F 1.0), which supported 60+ companies and catalyzed \$38M+ in investments while saving 11.7B liters of water and avoiding 1.45M tons of CO2 emissions, WE4F 2.0 expands and refines the approach with enhanced focus on value chain impact, enabling environment interventions, and a strategic pathway to establishing a regional impact investment fund. Funded by the Ministry of Foreign Affairs of the Kingdom of the Netherlands, Swedish International Development Cooperation Agency (Sida) with support from the Swiss Agency for Development and Cooperation (SDC), the Programme will operate across Egypt, Lebanon, Jordan, Morocco, Tunisia, Iraq, and select nascent countries including Syria, Algeria, and Palestine.

The Middle East and North Africa (MENA) regions are subject to many challenges including water scarcity, environmental degradation, unemployment, conflicts and increased migration. Tackling issues in the water-energy-food nexus and climate resilience 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 national organizations to find solutions for the most pressing water and energy issues in food production and agriculture.

The WE4F 2.0 Programme supports organizations that work in the MENA Region (Appendix I) and contribute to producing more food with less water and/or energy, impacting food security, promoting gender equity, and reducing poverty in an environmentally sustainable manner. Together with investors and partners, the WE4F 2.0 Programme works to scale mid- to later-stage enterprises that have an environmental and social impact in the water-energy-food nexus and climate resilience.

**Why join WE4F 2.0?** Are you a MENA based organization with a proven solution tackling water and/or energy challenges in the urban or rural food production sector, or a solution addressing water reuse beyond traditional agriculture that is sustainable?

WE4F 2.0 is designed to support organizations in the region to grow their business by addressing the most common internal and external challenges. By working with WE4F 2.0 experts on issues related to business growth, technical aspects, environmental and

social impact, and access to finance, organizations like yours will receive tailored 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 Environmental, Social and Governance (ESG) aspects.

**The WE4F 2.0 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 cash grants of average 100,000 USD (reimbursement basis) 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.

**Application Process:**

The below illustrates the key phases of the WE4F 2.0 Programme. The number of Innovators selected, and the grant amount is contingent upon the availability of funds. The WE4F 2.0 Programme accepts applications throughout March 2026. Applicants may submit the Expression of Interest (EOI) and Full Proposal via the Online Application Platform: [WE4F 2.0 Regional Call for SMEs](#).

**How the Program works:**

**Phase 1 - Explore Interests and Submit Expression of Interest (EOI):**

WE4F 2.0 launched the regional call for SMEs to explore interested SMEs in the Water-Energy-Food (WEF) Nexus and climate resilience. Applicants respond to the call by submitting their Expression of Interest (EOI) via [WE4F 2.0 Regional Call for SMEs](#).

**Phase 2 – WE4F 2.0 Reviews Expression of Interest (EOI) and requests Full Application:**

The Programme reviews each Expression of Interest (EOI) submission. Insufficient or ineligible submissions will receive a standard rejection email. Eligible and sufficient submissions will receive an email requesting submission of a Full Application within 30 business days. If proceeding to the Full Application stage, the innovator submits the Full Application to the Programme through the online platform. The Programme then conducts the Full Application review through the internal Technical Evaluation Committee (TEC) using the approved scoring criteria. As a second-layer technical validation, a **Regional Advisory Body (RAB)** reviews the shortlisted Full Applications and provides written technical feedback and a recommendation (e.g., in favor / in favor subject to recommendations / not in favor). The RAB's input is documented and considered by the Programme alongside the TEC scoring when finalizing the selection decision package.

**Phase 3 – WE4F 2.0 reviews full application and parties finalize award agreement:**

If the full application is shortlisted, the Programme will conduct an interview and complete the pre-award due diligence (including compliance screening and any required assessments). Based on the consolidated evaluation results, the Programme will prepare the award package and submit a **mission concurrence / no-objection request** to the Donor Steering Committee in line with the agreed governance process. Donors may provide **no-objection** or **flag issues / request clarifications** within the agreed review period.

Following donor no-objection (or resolution of any flagged issues), the Programme will proceed with final award issuance and signature of the Grant Agreement. For Track 1, the grant includes a minimum **one-to-one (1:1) matching funds** requirement, in accordance with this Call.

**Phase 4 - Scale-up:** 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) and Investment Readiness and Brokerage (IR) in the form of tailored consultancy project, one-to-one support, and workshops (including Bootcamps), enabling environment and ESG support as well as networking opportunities and access to potential buyers, suppliers, financing entities and partners in agri-food value chains in MENA and internationally. Such services will be provided on a best effort basis over the Grant Agreement period and following contingent on performance.



## Abbreviations and Acronyms

ADS	Automated Directives System
BoP	Base of the Pyramid
B2B	Business to Business
B2C	Business to Consumer
CO <sup>2</sup>	Carbon Dioxide
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization
EOI	Expression of Interest
ESG	Environmental, Social, and Governance
EST	Eastern Standard Time
IDP	Internally Displaced Persons
IR	Investment Readiness and Brokerage
Kwh	Kilowatt-hour
MB	Megabyte
MEL	Monitoring, Evaluation and Learning
MENA	Middle East and Northern Africa
MFA-NL	Ministry of Foreign Affairs of the Kingdom of the Netherlands
NGO	Non-Governmental Organization
PDF	Portable Document Format
RAB	Regional Advisory Body
R&D	Research and Development

SDC	Swiss Agency for Development and Cooperation
Sida	Swedish International Development Cooperation Agency
SME	Small and Medium sized Enterprise
TA	Technical Assistance
TEC	Technical Evaluation committee
UNPRI	United Nations Principles for Responsible Investment
USD	United States Dollars
WEF	Water-Energy-Food (Nexus)
WE4F	Water Energy for Food: A Grand Challenge for 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 2.0 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 2.0.
EBITDA margin	The percentage of a company's revenue that turns into operating profit before interest, taxes, depreciation, and amortization. It shows how efficiently a company runs its core business and is a key measure of profitability and operational performance. Higher margins indicate better cost control and stronger earnings potential.
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 2.0 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 can be farmers/food consumers (when you operate as B2B) or businesses selling products to farmers/food consumers (when you operate as B2C). Customers may differ in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.

End-Users	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 2.0, your customers can be 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 be also considered as end-users. End-users may differ in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.
Sustainable Scale	A technology and associated business model which is financially, socially, environmentally sustainable to unlock growth in new and larger markets.
Food Security	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.
Food Value Chain	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.
Internally Displaced Persons (IDP)	People who are forced to leave their homes due to conflict, violence, disasters, or human rights violations but remain within their own country. They often face insecurity, loss of livelihoods, and limited access to basic services, despite being under the protection of their government.
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.
Matching Funds	Funds invested by your organization, toward the Innovation you are applying with, that supplement the grant. This could be monetary (excluding funds from WE4F 2.0 Founders/donors) or in-kind contributions (e.g., land, equipment, warehouses, salaries of your staff allocated to the proposed Innovation). In-kind contributions could be given a monetary value in the budget. To help ensure the sustainability of your Innovation, Regional call for SMEs awardees are required to have at least one-to-one (1-1) matching funds (cash/cash equivalent) to satisfy the matching requirements. Matching (whether in-kind or cash/cash equivalent) is based on funding provided by WE4F 2.0, not the total

	project budget. For example, applicants who request 100,000 US Dollars (initially) for an Innovation would need to provide a minimum of 100,000 US Dollars of in-kind contributions *or* matching funds, making the total project budget 200,000 US Dollars. The funds must pay for activities that further the growth, development, or commercialization of the organization's technology (e.g., manufacturing, distribution, marketing).
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 2.0 solicitation ( <a href="http://we4f.org/apply-mena">http://we4f.org/apply-mena</a> )
Peer or Scientific Review	Peer review is a process of evaluation involving qualified individuals from the relevant field.
Refugees	People who are forced to flee their own country due to war, persecution, or violence, seeking safety across international borders.
Returnees	Former refugees or IDPs who return to their place of origin, either voluntarily or with assistance, often facing challenges in rebuilding their homes and livelihoods.
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 1 – Programme Description

## 1 Introduction and Background

### 1.1 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.

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.

### 1.2 Learning from the Past

WE4F 2.0 directly builds on nearly 5 years successful implementation of Water and Energy for Food (WE4F) in MENA, the first dedicated regional scale-up Programme for WEF businesses, which concluded in the first half of 2025. WE4F effectively integrated poverty reduction, economic empowerment, climate resilience, and food security. Its achievements (by December 2024) included but are not limited to:

- Reaching around 700,000 end-users, including low-income groups and smallholder farmers, with a significant focus on women.
- Saving 11.7B liters of water, providing 3.7B of Kwh of renewable energy for food value chains, and avoiding 1.45M tones of CO2 emissions.
- Supporting 60+ innovative companies across Morocco, Tunisia, Egypt, Sudan, Lebanon, Palestine, and Iraq.
- Catalyzing 38+ millions of dollars in investments for innovators and enabling financial institutions to extend credit to smallholders and supported firms.

The WE4F approach combined catalytic grants with deep, tailored technical assistance provided over an average period of 18 months. This support helped firms scale operations, improved business models, and expanded their impact. The Programme not only directly benefited supported innovators but also influenced national market development and global exports (to EU, Southern Africa and West Asia). The innovators catalyzed the adoption of climate resilient technologies in their markets and positively impacted their value chains at large. WE4F was the only Programme in MENA that focused on scaling mid-to-late-stage firms in respective sectors, which are often overlooked despite their ability to boost economic growth and strengthen national value chains. Unlike most business development programs, which are national or cover fewer countries and provide short-term or limited support, WE4F operated across the region and offers in-depth assistance for up to two years. While most support instruments in MENA goes to early-stage firms, WE4F addressed complex challenges such as preparing businesses for investment, promoting gender inclusion, and balancing business goals with social and environmental impact. The Programme's success was also linked to its implementing locally based organizations that have expert knowledge of the market, allowing to provide tailored support, attract funding, and develop effective partnerships.

### 1.3 WE4F 2.0 Programme Rationale and Objectives

**The overall goal of the WE4F 2.0 Programme is to increase climate resilience and security of food and water systems in nine countries across the MENA region by accelerating the sustainable scale of commercially viable SMEs. By providing tailored technical assistance and investment facilitation to these impactful private sector firms, the program translates business growth into measurable development outcomes—specifically poverty reduction, gender inclusion, and environmental sustainability for 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 national 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 SMEs who can use WE4F 2.0 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 2.0. If you have a great idea for a development project, WE4F 2.0 is probably not the right vehicle for you.

*In all cases, WE4F 2.0 prioritizes applicants whose innovations demonstrate clear benefits for poor and vulnerable groups, particularly smallholder farmers and underserved value-chain actors, through improved access, affordability, productivity, resilience, or income opportunities.*

The Regional Call for SMEs solicitation document can be downloaded from: <https://we4f.org/track-1-mena>

## 1.4 Target Groups of the WE4F 2.0 Programme

WE4F 2.0 supports entrepreneurship and innovation through the following actors, with a focus on established SMEs:

- For-profit SMEs (and, where applicable, non-profit or academic entities only if they operate through a clearly identified for-profit arm or revenue-generating business line) that are working on scalable, commercially viable innovations in the water–energy–food nexus and climate resilience. Applicants should demonstrate market traction and value-chain integration (e.g., active customers, revenue, pilots with clear commercialization pathways, or established partnerships enabling scale).
- SMEs that are identified by the WE4F 2.0 Programme as fitting the Track 1 criteria and considered relevant for scaling WE4F impact (e.g., solutions addressing priority regional challenges or underserved geographies). Such actors may be encouraged to apply through this Call, subject to meeting all eligibility requirements.
- SMEs that submit applications but are not selected may still be engaged through non-financial means (e.g., learning events or ecosystem activities), where relevant and feasible, without implying entitlement to grant funding or TA.

## 2 Goal and Focus Areas

WE4F 2.0 aims to:

- Increase climate resilience and security of food and water systems through sustainable and efficient usage of water and energy along the value chain
- Increase food production, processing, and market access through innovative technologies, business models, and products that enhance value chain sustainability and efficiency
- Improve livelihoods and income for base of the pyramid (BoP) women and men, including vulnerable populations such as refugees, internally displaced persons (IDPs), and returnees, in both rural and urban areas
- Create decent employment opportunities, with emphasis on youth and women, through job creation within supported enterprises and their value chains
- Promote circular economy practices by reducing food loss and waste, enhancing resource efficiency, and valorizing agricultural and agro-industrial waste
- Advance climate mitigation through reduction of greenhouse gas emissions, integration of renewable energy solutions, and carbon sequestration across food systems
- Strengthen regional and international trade opportunities by supporting export-oriented businesses and fostering cross-border partnerships and market expansion
- Introduce and scale new climate-smart technologies, business models, and products that drive market transformation and catalyze adoption of sustainable practices

- Promote climate and environmental resilience, biodiversity, and land restoration through sustainable, holistic management of natural resources and ecosystems

### 3 Thematic Areas Which innovation is needed

The WE4F 2.0 Program has identified priority thematic areas in which innovation is urgently needed as mentioned below. Innovations supported by *Water and Energy for Food 2.0* **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

THEME 7: Land restoration and prevention of farmland loss

THEME 8: Innovations in efficient logistics, food processors aiming at integrating, warehousing, digital access to markets, farm to fork applications

THEME 9: Innovations in increasing circularity and decreasing waste such as sustainable packaging solutions, recycling of food waste or post consumers' waste

THEME 10: Innovations in organic farming

THEME 11: Wastewater treatment and reuse, water loss reduction, and desalination (innovations outside the agriculture sector is included)

### 4 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 2.0* 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 national 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.**

## 5 Characteristics of Supported Organizations

The WE4F 2.0 targets supporting SMEs with the following characteristics:

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 WE4F, WE4F 2.0 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 or climate resilience challenges.** The Innovation must address at least two dimensions of the water-energy-food nexus with food always being one of the two except for innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.
- c. **Understand and incorporate the national 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 embed their Innovation to have the intended impact. Applicants must also provide market research that describes national 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 2.0* will emphasize the importance of the End-User in its criteria, milestones, and subsequent innovation reviews.
- e. **Build sustainability into the fabric of the Programme.** All Innovations must be sustainable. This means that all Innovations must not only have the financial means to remain viable after WE4F 2.0 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 Programme must demonstrate direct or strong indirect benefits for the poor.** Water and Energy for Food 2.0 is a Programme that is focused on alleviating relative poverty through both economic growth and environmental sustainability. Through their project implementation, all WE4F 2.0 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 2.0 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 national presence and develop market driven<sup>2</sup> partnerships.** WE4F 2.0 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 national partner that is 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 national partner, the national organization should have a tangible stake in the Innovation and its development rather than, for example, a national merchandiser who stocks the product. Demonstrating a pre-existing relation and strong partnership between the applicant (if not based in MENA) and the national organization is desirable.
- i. **Have strong financial systems and financial growth models/sustainability plans and ability to adapt these in different scenarios.** WE4F 2.0 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 2.0 is a Programme 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 SME must meet the minimum set of ESG-related criteria required to enter the Programme, 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 SME 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 2.0 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, climate resilience, or relevant sectors. The leadership team should also have complementary skill sets and demonstrate capacity to sustainably enable the firm/company to grow. WE4F 2.0 will give preference to women-owned/women-led organizations and MENA-based entrepreneurs.

## 6 What Will Not Be Funded

WE4F 2.0 aims to source emerging, cutting-edge business and technology innovations at the water/energy/food nexus. The focus of the Programme 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 2.0 will not provide funding for traditional development programs and is not looking to evaluate proposals that present conventional approaches. WE4F 2.0 will not fund proposals that do not present a viable business model with sufficient backup documentation for the financial model. Currently, the Programme view the following activities as low priority and unlikely to receive Programme funding:

- a. Innovations that fail to clearly demonstrate how they can eventually ensure sustainable benefits in line with the development purpose of WE4F 2.0 (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 1,000 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 1,000.
- f. Technologies that have not reached a minimum Customer base of 100 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 100.
- g. Innovations that do not have operations in at least one of the countries mentioned in the Appendix-1.
- h. Innovations focused on 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. Innovations 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. Large pipeline infrastructure projects.
- o. One-off water/energy technology installations or pilot projects to support proven technologies for proven applications.
- p. Established and large companies whose technologies are already used throughout the eligible countries.
- q. Innovations promoting the use of fossil fuels.

## 7 What Will Not Be Funded

### a. Innovation Selection Process

The below illustrates the key phases of the WE4F 2.0 Programme. The number of Innovators selected to benefit from the WE4F 2.0 Programme and the grant amount is up to 30 innovators. The Programme accepts applications throughout March 2026. WE4F 2.0 Programme reviews of submitted applications are planned to take place end of March 2026. Applicants may submit an Expression of Interest (EOI) via the Online Application Platform [WE4F 2.0 Regional Call for SMEs](#).

**Phase 1 - Explore Interests and Submit Expression of Interest (EOI):** WE4F 2.0 launched a Regional Call for SMEs to explore the interest of SMEs in the Water-Energy-Food (WEF) Nexus and climate resilience. Applicants respond to the Regional Call for SMEs by submitting their Expression of Interest (EOI) via [WE4F 2.0 Regional Call for SMEs](#).

**Phase 2 – Programme Reviews Expression of Interest (EOI) and requests Full Application:** . The Programme reviews each Expression of Interest (EOI) submission. Insufficient or ineligible submissions will receive a standard rejection email. Eligible and sufficient submissions will receive an email requesting submission of a Full Application within 30 business days. If proceeding to the Full Application stage, the innovator submits the Full Application to the Programme through the online platform. The Programme then conducts the Full Application review through the internal Technical Evaluation Committee (TEC) using the approved scoring criteria. As a second-layer technical validation, a **Regional Advisory Body (RAB)** reviews the shortlisted Full Applications and provides written technical feedback and a recommendation (e.g., in favor / in favor subject to recommendations / not in favor). The RAB's input is documented and considered by the Programme alongside the TEC scoring when finalizing the selection decision package. The Full Proposal may be accessed via: *(To insert link)*.

**Phase 3 – The Programme reviews full application and Parties finalize award agreement:** If the full application is shortlisted, the Programme will conduct an interview and complete the pre-award due diligence (including compliance screening and any required assessments). Based on the consolidated evaluation results, the Programme will prepare the award package and submit a **mission concurrence / no-objection request** to the Donor Steering Committee in line with the agreed governance process. Donors may provide **no-objection** or **flag issues / request clarifications** within the agreed review period. Following donor no-objection (or resolution of any flagged issues), the Programme will proceed with final award issuance and signature of the Grant Agreement. For Track 1, the grant includes a minimum **one-to-one (1:1) matching funds** requirement, in accordance with this Call.

**Phase 4 - Scale-up:** 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) and Investment Readiness and Brokerage (IR) in the form of tailored consultancy project, one-to-one support, and workshops (including Bootcamps or Annual Convenings to meet other innovators and key stakeholders), enabling environment and ESG support as well as networking opportunities and access to potential buyers, suppliers, financing entities and partners in agri-food value chains in MENA

and internationally. Such services will be provided on a best effort basis over the Grant Agreement period and following contingent on performance.



## b. Organization Funding

### Tranche Funding

Winners of this Call for Innovation can receive grants of an average USD 100,000. WE4F 2.0 cash grant awardees will be eligible for up to three tranches of funding under one award. The tranche structure and amounts will be defined in the Grant Agreement and aligned with the applicant’s stage of growth, business needs, and implementation plan.

WE4F 2.0 awardees, together with the WE4F 2.0 Programme, will establish mutually agreed-upon milestones to assess progress in scaling the innovation and achieving the purpose of the Programme. These milestones are results-based and may include a combination of:

- Technical milestones (delivery and adoption of innovation and measurable WEF nexus results);
- Financial milestones (commercial traction and financial sustainability, including matching funds); and
- ESG/Governance milestones (environmental and social safeguards, and basic governance/internal control improvements as relevant to the innovator’s risk profile).

To receive further tranches of funding, the WE4F 2.0 Programme will review progress against the agreed milestones and assess whether implementation remains viable in light of market conditions. Where relevant, the Regional Advisory Body (RAB) may provide technical input on progress, viability, and any recommended adjustments to milestone targets. This will be a transparent process, and in some cases may require a justified adjustment of targets to reflect changes in operating conditions, provided that programme integrity and expected results are maintained.

Organizations who achieve the agreed milestones and meet ongoing compliance requirements will be eligible to receive subsequent tranches, subject to the availability of funds. Awardees should be prepared to initiate activities immediately after signature of the Grant Agreement. The release of each tranche is contingent on (i) completion of milestone

deliverables, (ii) submission of required supporting evidence, and (iii) completion of the WE4F 2.0 verification and approval steps.

Milestones may include (illustrative examples):

**A) Financial milestones (examples)**

Matching funds deployed in accordance with the agreed co-financing plan;  
Revenue growth and/or demonstrated demand (orders, contracts, sales pipeline);  
End-user finance leveraged (where relevant);  
Expansion into new customer segments or markets;  
Commercial partnerships concluded (e.g., distributors, suppliers, off-takers).

**B) Technical milestones (examples)**

Units deployed / end-users reached and adoption verified;  
Measurable water savings, energy efficiency gains, renewable energy produced, or reduced food loss (as applicable);  
Product / process improvements completed and validated;  
Hectares improved, volume produced/processed, or operational efficiency improvements achieved (as applicable);  
climate resilience measures integrated into the innovation or delivery model.

**C) ESG and Governance milestones (examples)**

In addition to technical and financial milestones, the Programme will monitor ESG and governance progress. Depending on the innovator's risk profile and the Pre-Award due diligence findings, milestones may include:

implementation of priority governance improvements identified during the Pre-Award assessment (e.g., basic procurement controls, segregation of duties for payments, documented approval steps);  
adoption of anti-corruption, conflict-of-interest and SEAH commitments, and compliance with sanctions screening requirements;  
gender mainstreaming actions in operations and/or among beneficiaries, where relevant;  
environmental and social mitigation measures, where applicable (e.g., safe handling of inputs, waste management, OHS).

**Matching Funds (Cost Sharing / Co-Financing)**

All awardees receiving a WE4F 2.0 cash grant are required to provide Matching Funds (cash/cash equivalent and/or eligible in-kind contributions) to satisfy the Track 1 one-to-one (1:1) matching requirement, unless otherwise stated in this Call. Matching Funds refer to resources invested by the awardee toward the activities under the approved Work Plan that supplement the WE4F 2.0 grant and are not financed by WE4F 2.0 donors.

Eligible matching contributions may be:

Cash / cash equivalent: funds contributed by the awardee (or eligible third parties) and traceable through verifiable records; and/or

In-kind contributions: non-cash contributions that are necessary for the approved activities and can be reasonably valued and documented. Matching is calculated based on the WE4F 2.0 grant amount, not the total project budget. For example, an applicant requesting USD 100,000 in grant funding must provide at least USD 100,000 in matching contributions, resulting in a minimum total project value of USD 200,000.

Release of funds is highly milestone-based. The grant amount, matching amount, timing of deployment, and disbursement sequencing will be agreed with each awardee and tailored to their needs and market conditions, while ensuring transparency, value for money, and compliance with WE4F 2.0 requirements.

### **c. Acceleration Support**

WE4F 2.0 Programme is operated by a consortium led by Berytech, and having as partners CEWAS, and Chemonics Egypt, provides commercial, acceleration, and enabling environment support to game-changing organizations who work at the nexus of water, energy, and agriculture and climate resilience. 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 Programme consults and works with each WE4F 2.0 SME to identify their specific barriers to embedding their Innovation in the national 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 Programme 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 Programme to create a transformational work-plan that identifies relevant and specific services from the Acceleration Support Programme. These services should directly complement the SME's ability to reach technical and financial milestones. The regional Country Coordinators are WE4F 2.0 Programme's staff members with a background in market-driven sustainable development.

While all acceleration support will be needs-based and tailored to the SME, 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 SME 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:* WE4F 2.0 Programme offers selected innovators a clear post-program investment pathway by combining tailored investment readiness support with active engagement of investors and financiers across the MENA region. Building on WE4F 1.0's established relationships and sustained interactions with a network of more than 100 regional investors and financial institutions, the Programme is well-positioned to provide innovators with introductions and structured matchmaking opportunities. Through targeted support in financial modelling, investor materials, governance, and fundraising preparation, the Programme will help innovators progress toward investment readiness and connect with relevant financiers, with a target of mobilizing \$15 million in external funding. In parallel, investment-ready innovators supported under WE4F 2.0 will contribute to the pipeline of a potential Sustainable Impact Fund (SIF) currently under development.

#### **The support will include:**

1. Strengthening financial and investment management capacities workshops. The Investment Facilitation unit of the WE4F 2.0 Programme will deliver a series of workshops to innovators to strengthen innovators' ability to manage their finances strategically, improve their creditworthiness, and prepare for investor due diligence. Workshops with titles such as "Investment Readiness" and "Financial Fundamentals and Budgeting" are delivered to also ensure that each innovator is equipped to comply with program requirements and to utilize financial tools effectively during their growth journey under the WE4F 2.0 Programme.
2. Bootcamp. The bootcamp's topics, agenda, and structure will be developed to ensure that innovators receive targeted, practical support aligned with their specific needs and stages of maturity. The overall objective is to enable innovators to advance rapidly toward the growth phase, with tailored investment readiness guidance and actionable tools that strengthen their capacity to attract and manage financing.
3. Targeted investment readiness support. Selected WE4F 2.0 innovators will receive targeted, one-on-one technical assistance designed to accelerate investment readiness and organizational maturity. This support encompasses rigorous financial modeling, budgeting, and the development of professional investment collateral, including pitch decks and memorandums. Simultaneously, the Programme strengthens institutional foundations by implementing robust governance structures, internal controls, and leadership frameworks. By refining these operational and financial systems, the initiative ensures innovators are fully prepared for investor due diligence, fundraising negotiations, and sustainable long-term scaling.
4. Investment-preparedness workshops. The Investment Facilitation unit of the WE4F 2.0 Programme may help prepare organizations to successfully attract external capital. SMEs 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 SMEs develop their pitches and prepare for questions from potential investors.
5. 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 SMEs 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 SMEs to respond and follow-up during the due diligence and negotiation process.

*Enabling environment support:* The WE4F 2.0 Programme staff may facilitate market linkages and help build meaningful partnerships with national government, thinktanks, and trade associations to scale the organization's business. Where relevant, the WE4F 2.0 Programme 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 2.0 Programme's Enabling Environment Specialist may work with awardees to support the creation of partnerships with manufacturers, distributors and other B2B partners, donors, civil society organizations, national governments, trade associations etc. to facilitate uptake of the Innovation and thereby growth of the business. The Enabling Environment Specialist of the WE4F 2.0 Programme may work with SMEs to help them navigate through the policy and regulatory barriers in their regions of operation.
  3. International marketing. The WE4F 2.0 Programme may facilitate winning SMEs' 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 SME 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 2.0 Programme's Gender Advisor will create a gender action plan for the SME 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 SMEs on avoiding negative contributions 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 SME navigate the national/regional/global environmental policies and regulatory aspects.

## 8 Technical and Financial Benchmarks

Benchmarks will be jointly determined and agreed upon by the awardee and the Programme Lead and 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 2.0* to be an overly burdensome Programme 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 Innovation (e.g., increased efficiency, reduced cost) and adoption. Sustainability/ESG benchmarks may also include the progress in integration of ESG principles in the SME'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 SME will also be assessed.

We hope that all SMEs 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 2.0* will not continue to fund it. Note that these latter SMEs may remain alumni of the WE4F 2.0 Programme, and as such will be included in the semi-annual networking events at their own expense and can still be highlighted in WE4F 2.0 communications. In addition, the Programme will reach out to alumni for monitoring and evaluation purposes.

## 9 Eligibility Requirements

See Section III

## 10 Evaluation Criteria

See Section V. – APPLICATION REVIEW INFORMATION

**[END OF SECTION I]**

## Section II – Award Information

In line with WE4F 2.0's integrity and sanctions-compliance obligations, Programme funds may not be used to provide direct financial support to any government, entity or individual that is subject to applicable EU, UN or other relevant donor-mandated sanctions or restrictive measures and might conflict with the donors' rules and regulations.

### 1 Award and Administrative Information

- a. **Award:** Although there are multiple donors and partners contributing financial and technical resources to the WE4F 2.0 Programme including Sida, SDC-FDFA and the Netherlands Ministry of Foreign Affairs as Donors and Chemonics Egypt Consultants and CEWAS as Implementing Partners, all awards made through this Programme will be contracted and administered by Berytech, acting as the WE4F 2.0 Implementing Lead. The WE4F 2.0 Programme team 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 Regional call for SMEs may be in the form of grants or other awards- depending on the nature of the submitting SME and the proposal.
- b. **WE4F 2.0 Programme Management of Activities:** The WE4F 2.0 Programme Lead shall serve as the primary agreement contact between the WE4F 2.0 Programme 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 2.0 Programme.

### 2 Funding Information

Funds may be provided in increments subject to availability of funds, successful implementation, and continued relevance to the WE4F 2.0 Programme. WE4F 2.0'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 WE4F 2.0 determines are acceptable for Award under this Regional call for SMEs.

### 3 Period of Performance

The period of performance for new awards for proposals submitted in response to this Regional call for SMEs is up to two years; the actual period of performance for each award will be determined at the time of award.

### 4 Award Budgets

Subject to the availability of funds, the individual award(s) of a cash grant will average USD \$100,000. Each awardee receives one to maximum three instances of technical assistance and other types of non-financial support, such as access to markets and investors which will be identified by the WE4F 2.0 Programme staff at the beginning of the grant cycle.

**[END SECTION II]**

## SECTION III – ELIGIBILITY CRITERIA

Track 1 focuses on SMEs influencing job creation and value chain development, applicants must meet the following minimum requirements to participate in the call for *Water and Energy for Food 2.0*:

1. **Type** – WE4F 2.0 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/ climate resilience -relevant product or service**. WE4F 2.0 is focused on financially viable businesses or organizations that can showcase a proven and sustainable revenue model.
2. **Profile** – Track 1 targets established SMEs that are embedded in national value chains and capable of delivering immediate impact through job creation, supply chain strengthening, and improved resource efficiency. These enterprises may not always be technology-led but often demonstrate strong market presence and business model innovations that make national systems more sustainable, inclusive, and resilient.
3. **Size** – *Track 1* is open to all relevant organizations / companies with company age between 3 and 25. We encourage applications from small and medium enterprises (SMEs).
4. **Revenues and EBITDA** – Applicants must have minimum annual revenues of \$300,000 USD with strong financial sustainability. Applicants must also have minimum EBITDA margin of 5% over the last three years (supporting documentation required).
5. **Location** – See Appendix 1 for geographic restrictions.
6. **Language**- Application responses must be written in English, French or Arabic.
7. **Matching funds or cost-sharing** – All Regional calls for SMEs awardees are required to have at least one-to-one matching funds (cash/cash equivalent) to satisfy the matching requirements. Matching (whether in-kind\* or cash/cash equivalent) is based on funding provided by WE4F 2.0, not the total project budget. For example, applicants who request 100,000 US Dollars (initially) for an innovation would need to provide a minimum of 100,000 US Dollars of in-kind contributions \*or\* matching funds, making the total project budget 200,000 US Dollars. The funds must pay for activities that further the growth, development, or commercialization of the organization's technology (e.g., manufacturing, distribution, marketing).

*\*In-kind contributions are non-cash resources contributed by the awardee (or eligible third parties) to support the approved activities, such as the documented use of equipment or facilities, staff time charged to the project, workspace, locally provided services, or donated inputs. In-kind contributions must be necessary for the activity, reasonably valued, and supported by documentation (e.g., timesheets, valuation method, inventory lists, usage logs, or signed contribution letters where applicable).*

8. **National presence and expansion** – 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 national partner active and operational since at least January 2023 (supporting documentation required). It is preferred for applicants to have export potential.
9. **Scalability and growth potential** – Applicants must demonstrate their ability to grow revenues by 15% - 25% YoY and/or enhance profitability by 5% - 10%

10. **Impact** – Innovations must have a direct linkage between water/energy and the food value chain or water in other value chains. Applicants must demonstrate that they are not causing any negative harm to the environment like increased water usage or biodiversity loss. 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 national market distortions.
11. **Team and Execution capacity** – Applicants must have an established management team with financial and operational expertise with at least 10 full time employees.
12. **Data collection** – Applicants must have in place proven data collection tools and/or processes that capture the number of end-users, contact details, addresses, income category per quintile, and gender amongst others. If the applicant's main clients are points of sales, distributors, i.e., work on a B2B basis, their direct clients' end-users will still need to be reported as per the aforementioned criterion.

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 2.0 Programme* 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 first regional Call for SMEs for MENA region under Water and Energy for Food 2.0. Issuance of this Regional call for SMEs does not constitute an award or commitment on the part of the Donors 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

Nicolas Farhat, WE4F 2.0 Programme Lead

Berytech

[we4f@berytch.org](mailto:we4f@berytch.org)

## 2 Eligible Country List

See

Appendix 1 – Eligible Countries of Implementation for the most recent eligible country list.

## 3 Timetable

See section I 8. **Error! Reference source not found.**

## 4 Content and Form of Proposal Submission

There will be two stages of proposal submission: Expression of Interest (EOI) and Full Application. Applicants whose proposals are ranked among the top applicants during the Expression of Interest (EOI) Stage will be required to submit supplemental documents and answers in a Full Application as outlined in Appendix 2 – Full Application Criteria (Stage 2 – Proposal Stage).

### 1. Stage One: Initial Proposal Package – Expression of Interest (EOI)

All Applicants must submit the following responses/documents by the closing date of this Regional call for SMEs using the online platform. A complete Expression of Interest (EOI) application consists of the following sections:

- a. **Basic Applicant Information**
- b. **Answers to Expression of Interest (EOI) questions on the Online Platform**

Please note that the responses of *Water and Energy for Food 2.0* funding recipients may be used for public communication after the Awards are made. WE4F 2.0 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 Expression of Interest (EOI), a select number of applicants, 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 2.0 Programme 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 - Budget Information Requirements for details regarding what this budget document must include.

## 5 Online Application Platform

Proposal Submissions must be inserted into the Online Platform which can be accessed via: <https://we4f.org/mena>. Complete instructions regarding how to submit proposals are provided on the website, including a FAQ document. Questions can also be submitted via [email](mailto:we4f@berlytech.org) to [we4f@berlytech.org](mailto:we4f@berlytech.org)).

**Please note:** Proposals submitted via 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@berlytech.org](mailto:we4f@berlytech.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 2.0 Programme 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 2.0 Programme bears no responsibility for data errors resulting from transmission or conversion processes associated with electronic submissions.

## 6 Questions and Answers

Questions concerning the contents of this Regional call for SMEs shall be submitted in writing to [we4f@berytech.org](mailto: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.

## 7 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 Programme (including other parties directly affiliated with the Innovation Selection Process for Water and Energy for Food 2.0) 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 2.0 (including other parties directly affiliated with the Innovation Selection Process for Water and Energy for Food 2.0) 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 2.0 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 2.0, Berytech’s or the Donors’ 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.

## 8 Branding & Marking Requirements

- a. Applicants recommended for an assistance award must submit and negotiate a "Marking Plan," detailing the public communications, commodities, and Programme materials, and other items that will visibly bear the "WE4F 2.0 Identity," which comprises of the WE4F 2.0 logo, MFA-NL, Sida, and SDC logos.
- b. The request for a Marking Plan, by the WE4F 2.0 Programme from the applicant, confers no rights to the applicant and constitutes no WE4F 2.0 Programme commitment to an award.
- c. Failure to submit and negotiate a Marking Plan within the time frame specified by the WE4F 2.0 will make the applicant ineligible for an award.
- d. The applicant must include all estimated costs associated with branding and marking WE4F 2.0 Programme, 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 2.0 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 Programme materials that the applicant plans to produce, and which will bear the WE4F 2.0 and WE4F 2.0 Founding Partner Identities as part of the award, including:
    - (i) Programme, project, or activity sites funded by WE4F 2.0, 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 2.0;
    - (iii) Commodities, equipment, supplies, and other materials funded by WE4F 2.0, including commodities or equipment provided under humanitarian assistance or disaster relief programs; and
    - (iv) It is acceptable to co-brand the title with the WE4F 2.0 Identity and the Applicant's identity.
    - (v) Events financed by WE4F 2.0, such as training courses, conferences, seminars, exhibitions, fairs, workshops, press conferences and other public activities. If the WE4F 2.0 Identity cannot be displayed, the recipient is encouraged to otherwise

acknowledge WE4F 2.0.

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

- (i) The Programme deliverables that the applicant plans to mark with the WE4F 2.0 Identity;
- (ii) The type of marking and what materials the applicant will use to mark the Programme deliverables;
- (iii) When in the performance period the applicant will mark the Programme deliverables, and where the applicant will place the marking;
- (iv) What Programme deliverables the applicant does not plan to mark with the WE4F 2.0 Identity, and
- (v) The rationale for not marking Programme deliverables.

(3) Any requests for an exemption from WE4F 2.0 marking requirements, and an explanation of why the exemption would apply. The applicant may request an exemption if WE4F 2.0 marking requirements would:

- (i) Compromise the intrinsic independence or neutrality of a Programme or materials where independence or neutrality is an inherent aspect of the Programme and materials. The applicant must identify the WE4F 2.0 Programme Strategic Objective, Interim Result, or Programme 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 national 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 2.0 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 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 Expression of Interest (EOI) Stage

We are inviting all eligible applicants to submit an EOI, 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 1.C EOI Eligibility Criteria.

#### *General Information*

**Name of the organization(s).** Click or tap here to enter text.

**Title of the Innovation (if applicable)**

Click or tap here to enter text.

**Your Organization's website or any social media pages.**

Click or tap here to enter text.

**Type of Organization:** Choose an item. - Click or tap here to enter text.

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

If you're not a registered entity, please pause your application for future rounds. Thank you for

### Primary point of contact information

- Full name Click or tap here to enter text.
- Position title Click or tap here to enter text.
- Phone number Click or tap here to enter text.
- Fax number (if applies) Click or tap here to enter text.
- E-mail address Click or tap here to enter text.

### Secondary point of contact information

- Full name Click or tap here to enter text.
- Position title Click or tap here to enter text.
- Phone number Click or tap here to enter text.
- Fax number (if applies) Click or tap here to enter text.
- E-mail address Click or tap here to enter text.

### Share of women in founding and/or management team (%) (Numeric input only)

Click or tap here to enter text. %

### Share of ownership by women (%) (Numeric input only)

Click or tap here to enter text. %

### Share of female employees (part-time and full-time) (%) (Numeric input only)

Click or tap here to enter text. %

### Are you willing to collaborate with WE4F 2.0 in documenting and providing key impact metrics?

Yes                      No                      Maybe

Through providing grants, Technical Assistance, and partnership opportunities to fast growing Water/Energy-Food Nexus and climate resilience Organizations (“innovators”) as well as supporting the enabling environment in which such innovators operate, WE4F 2.0 aims to enable 100s of thousands of end-users in agriculture and food production value chains in the targeted countries in MENA to adopt affordable water and/or energy saving solutions to enhance their resource efficiency, agriculture and food production productivity as well as their climate resilience. Therefore, the selection of the organizations for the Regional call for SMEs, and the extent they could continue to benefit from the Program, is contingent upon the provision of key information and data to be provided by the innovators to measure the impact of their solutions on end-users. Such information includes, and is not limited to, the numbers

and gender breakdown of the Innovation’s end-users, the changes in income levels, the water and/or energy savings as a result of using the Innovation. Examples of documentation include locations, and contact information of end-users (e.g., from CRM systems), income ranges, savings in energy or water consumption and food produced or processes (e.g., information from data loggers, inputs backed by sales data, publications and/or primary research, etc.). WE4F 2.0 will also provide a wealth of resources, best practices, training, tools, and one-to-one support to the innovators to prepare the information required and has successfully supported 30+ innovators in MENA in upgrading their ability to document and report on key financial and impact matrices.

*Eligibility Questions:*

The following questions apply to the Lead Applicant organization.

**1. Incorporation and Operations**

- Are you applying as a standalone Organization or in a consortium?
  - Standalone Organization    Consortium
- If you are applying as a consortium, please list the name of the lead organization as well as the name of the other Organizations (co-applicants).
- For Your Organization (Lead Applicant):
  - i. Name Click or tap here to enter text.
  - ii. Year of incorporation Click or tap here to enter text.
  - iii. Year of start of operations Click or tap here to enter text.
  - iv. Country (ies) of legal incorporation Click or tap here to enter text.
  - v. Country (ies) of operations in MENA Click or tap here to enter text.
- For the consortium partner (s)/co-applicants:
  - i. Name Click or tap here to enter text.
  - ii. Year of incorporation Click or tap here to enter text.
  - iii. Year of start of operations Click or tap here to enter text.
  - iv. Country (ies) of legal incorporation Click or tap here to enter text.
  - v. Country (ies) of operations in MENA Click or tap here to enter text.
- If you are not established in any of the MENA countries in Appendix I – do you have a national partner?
  - Yes                                      No
- If yes, how many years has your partnership been operational? (Numeric input only)
 

Click or tap here to enter text. year(s)

**If you’re not establish in MENA and do not have a partner who is, please pause your application for**

**2. Number of full-time employees (as of time of application to WE4F 2.0):**

3. **Do you export?**
  - a. Yes
  - b. No
4. **If yes, to which countries?**
5. **Annual revenues (in US Dollars):**
  - a. 2023:
  - b. 2024:
  - c. 2025:
6. **EBITDA margin** (operating margin) in the last 3 years (2023-2025) (%) [you may use the attached calculator if needed [Concept note - Track1 - EBITDA margin helper calculator.xlsx](#)]
7. **Nexus focus area:**
  - a. Water-Energy-Food
  - b. Water-Food
  - c. Energy-Food
  - d. Circular Economy
  - e. Land restoration
  - f. Other
8. **Thematic area targeted (select all that apply)**
  - a. THEME 1: Innovations in food production to reduce water usage
  - b. THEME 2: Efficient use of water resources for food production
  - c. THEME 3: Sustainable use of energy and water on farm
  - d. THEME 4: Energy innovations for food processing & logistics
  - e. THEME 5: Food production with efficient energy use
  - f. THEME 6: Leveraging food/agriculture waste for energy
  - g. THEME 7: Land restoration and prevention of farmland loss
  - h. THEME 8: Innovations in efficient logistics, food processors aiming at integrating, warehousing, digital access to markets, farm to fork applications
  - i. THEME 9: Innovations in increasing circularity and decreasing waste such as sustainable packaging solutions, recycling of food waste or post consumers' waste
  - j. THEME 10: Innovations in organic farming
  - k. THEME 11: Wastewater treatment and reuse, water loss reduction, and desalination (innovations outside the agriculture sector are included)
9. **Please describe your traction since the start of your operations**
  - Do you provide your Innovation directly to Customers (B2C) and/or through a distributor/retailer (B2B)? or both?  
Choose an item.
  - How many paid Customers in the agriculture or food sector have you acquired since the start of your operations to date? Customers 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). (Customers may differ in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.)

Choose an item.

- How many end-users in the agriculture or food sector have you acquired since the start of your operations to date? 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 2.0, 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 be also considered as end-users. (End-users may differ in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.)

Choose an item.

- Estimate share of poor or vulnerable end-users (refugees, IDPs, or returnees)

Choose an item.

- Estimate share of female end-users

Choose an item.

**10. The WE4F 2.0 grant does not fund construction activities. Does your Innovation/solution require any construction/land development activity (ies) at any stage of operations to be financed by the grant?**

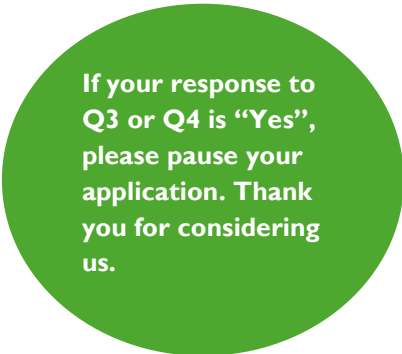
Yes

No

**11. 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

No



If your response to Q3 or Q4 is “Yes”, please pause your application. Thank you for considering us.

## 12. Grant request and Matching Funds

Click or tap here to enter text.

**If you do not plan to provide Matching Funds (cash or in-kind), please pause your application for future rounds. Thank you for**

Regional call for SMEs awards are expected to be of average 100,000 USD 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 Regional Call for SMEs awarded innovators must match the grant amount by 100%. For example, if the innovator's budget to scale its solution is 200,000 USD and the grant ask from the WE4F 2.0 Program is 100,000 USD, the innovator must contribute with 100,000 USD in cash or in-kind. The Regional Call for SMEs grants are disbursed on a re-imbursement basis (i.e., the grantee is to submit a monthly invoice for the Allowable Costs as defined by the Grant Agreement as well as the needed back-up documentation and proof of matching spending).

- a. Are you currently raising funds or planning a fundraising round in the near term? (This may include equity, debt, or other non-grant financing. This information helps us understand your current fundraising stage and timeline.)
- Yes  No
- o If yes, please specify the type of financing (equity/ debt/ etc), and the amount in USD?
- b. To support your growth beyond the grant, how much investment/financing (in US Dollars) will you need if you were to grow your revenues by at least 15% and/or your profitability by at least 5% by 2028? How do you plan to use the investment?

Click or tap here to enter text.

- c. What are your expected sources of funds and/or in-kind contributions to meet this target with WE4F 2.0 support (please estimate a monetary value in US Dollars)?

### *Innovation Details:*

1. Please describe your innovation and how it addresses one or more of the Thematic Areas (See 2A in the solicitation document) in the targeted MENA countries. Please elaborate on your target customers and end-users (including how you reach vulnerable populations such as women, youth, refugees, IDPs, or returnees where applicable), as well as your business model and value proposition (**maximum 250 words**). You may attach your Organizational Profile.
  
2. How much growth in your customer base (in agriculture and food value chains or in other value chains in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination) do you anticipate from 2026 to 2028? (in %) and what key strategic initiatives do you plan to deploy to achieve such growth? (For Track 1, WE4F is seeking to support SMEs that demonstrate the ability to grow revenues by 15%-25% YoY and/or enhance profitability by 5%-10%) (**maximum 250 words**)

Click or tap here to enter text.

3. 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 including vulnerable populations such as refugees, internally displaced persons (IDPs), and returnees, in both rural and urban areas? (**maximum 250 words**)
  - Such arrangements could include product/solution customization, special pricing/financing schemes, tailored communication channels, etc.

Click or tap here to enter text.

4. 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? (**maximum 250 words**)
  - Such arrangements could include product/solution customization, special pricing/financing schemes, tailored communication channels, etc.

Click or tap here to enter text.

5. Describe the existing or potential positive and negative environmental impacts (especially related to natural resource / water management, climate mitigation and adaptation as well as biodiversity) that could be generated by your Innovation. Please describe your key mitigation measures for the negative impacts. 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. **(maximum 250 words)**

- Positive impact 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.
- Negative impact 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. 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. Describe your organization's supply chain

Click or tap here to enter text.

integration and national market footprint, including:

- Your key suppliers and the nature of your relationships with them (e.g. description of suppliers and support provided)
- How your business strengthens or influences the broader value chain (upstream and downstream linkages) **(maximum 250 words)**

## 2 Full Proposal Stage

Following submission of the Expression of Interest (EOI), 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 or all questions asked at the Expression of Interest (EOI) stage may be repeated in the Full Proposal stage. The Applicant must also

answer additional questions in the Full Proposal stage (see Appendix 2 – Full Application

Click or tap here to enter text.

Criteria (Stage 2 – Proposal Stage)), 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 2.0 Programme 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 2.0 Programme may choose to award upon the basis of initial applications without holding discussions with applicants, although the Programme reserves the right to hold discussions at the sole discretion of the Program implementers. 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 will be invited to participate in an interview with WE4F 2.0 and members of the RAB. The interview will take place via video conference 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 2.0 Programme.

### 4 Physical Visit to Organization Business Location

In certain cases and based on the recommendation of WE4F 1.0, site visits might be conducted to the organizations’ production facility, business location and/or end-users to observe operations, as well as validate the claimed impact. 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 WE4F 2.0 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 2.0 Programme will determine the appropriate Award instrument for the selections resulting from this solicitation. Prior to Award execution, the WE4F 2.0 Programme may solicit additional information necessary to execute the Award.

### 5 Intellectual Property

WE4F 2.0 aims to support the development and scaling of innovative, commercially viable solutions while respecting and protecting the intellectual property (IP) of applicants and awardees. The WE4F 2.0 Programme will work with selected organizations to safeguard their IP, in line with applicable national laws and the contribution agreements with the Donors (including, but not limited to, the Netherlands Ministry of Foreign Affairs, Sida, and SDC-FDFA).

#### a. Background Intellectual Property

“Background IP” means all patents, designs, trademarks, know-how, software, trade secrets and other intellectual property that exist prior to, or independently from, any Award under this Regional Call for SMEs.

- Applicants retain full ownership of their Background IP.
- By submitting an application, the applicant grants Berytech/WE4F 2.0 and the Donors a non-exclusive, royalty-free license to use the information contained in the application **solely** for:
  - evaluating and selecting proposals;
  - preparing and administering Awards; and
  - Programme -level monitoring, reporting, audit, evaluation, and learning.

This license does **not** give WE4F 2.0 or the Donors ownership of the applicant’s Background IP, nor the right to commercially exploit it.

#### b. Project-Generated Results and IP

“Project Results” means all reports, studies, tools, training materials, software, designs, and other outputs created using WE4F 2.0 funding under an Award.

Unless otherwise specified in the Grant / Support Agreement:

- The Awardee normally retains ownership of Project Results and related IP created under the Award, subject to third-party rights.

- In return, the Awardee grants Berytech/WE4F 2.0 and the Donors a **perpetual, non-exclusive, royalty-free, worldwide license** to:
  - use, reproduce, translate, adapt and distribute Project Results for non-commercial purposes (including reporting, evaluation, knowledge-sharing, and visibility of the Programme); and
  - make Project Results available to other stakeholders in the water-energy-food and climate resilience ecosystem, where appropriate and in line with confidentiality and data-protection obligations.

For certain outputs (e.g. knowledge products, toolkits, training curricula, digital public goods), the Grant / Support Agreement may require that specific deliverables be made available under an open license (e.g. Creative Commons or open-source license) to maximize development impact. Any such requirement will be clearly indicated and agreed with the Awardee prior to signature.

### c. Respect of Third-Party Rights

Applicants and Awardees are responsible for ensuring that:

- their proposed activities and Project Results do not knowingly infringe any third-party IP rights; and
- any third-party content used (e.g. software, images, data) is used under valid licenses or permissions.

Any disputes or claims related to infringement of third-party IP will remain the responsibility of the Awardee, without liability to Berytech, WE4F 2.0, or the Donors.

### d. Title and Rights in Physical Property and Assets

During negotiations, Applicants should indicate where ownership of equipment, prototypes, or other tangible assets to be procured under WE4F 2.0 is critical to their future commercialization or scaling plans.

- The WE4F 2.0 Programme will determine, on a case-by-case basis and in line with applicable donor and national rules, whether such assets:
  - remain the property of the Awardee;
  - are transferred to another entity at project completion; or
  - must be used or disposed of in a specific manner.

These arrangements will be reflected in the Grant / Support Agreement and, where relevant, in the final project close-out documentation.

## 6 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 Programme:

- 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 2.0* Partners on project progress and outcomes;
- c) Cooperating with *Water and Energy for Food 2.0* Partners to facilitate rigorous Programme evaluations;
- d) Maintaining communication with key *Water and Energy for Food 2.0* staff;
- e) Attending up to 2 WE4F 2.0 -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

Egypt	Iraq
Lebanon	Morocco
Jordan	Tunisia

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

Following submission of the Expression of Interest (EOI), 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 Expression of Interest (EOI) 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 Expression of Interest (EOI) answers if needed. Applicants can copy from their Expression of Interest (EOI) application if needed. The applicant must also answer additional questions in the Full Proposal stage. Applicants will be also asked to provide a budget.

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:** [Full proposal - ENG- Q1a Business Model Canvas Full Proposal.docx](#)
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 instalments)? 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:** [Full proposal - ENG- Q6a Bus-Fin Viability Template.xlsx](#)
  - b. What were the annual revenue and operating profit figures for your company in 2023, 2024, and 2025? Additionally, what is the projected income revenue and operating profit for the year 2026? 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:** [Full proposal - ENG - Q6c Bus-Fin Viability Template.xlsx](#)

7. What is the 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 7.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 15 months. (The grant amount if provided, will be based on milestones, and disbursed through several tranches over 1 months). **Please refer to Appendix 3 and fill in the spreadsheet template attached:** [Full proposal - ENG - Q8a Budget Template.xlsx](#) (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:** [Full proposal - ENG - Q8b Template.xlsx](#) (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 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 Expression of Interest (EOI) 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? Please be sure to include information about the average farm size, average income, average business size of your Customers and the general locations/geographies in which your project will be

implemented. (Customers may differ in the case of innovations under theme 11: Wastewater treatment and reuse, water loss reduction, and desalination.) Please complete the following template: [Full proposal - ENG- Q3 Innovation Viability Template.xlsx](#) (2.5%)

4. What are the challenges (technological, legal, logistical, financial, etc.) faced by your Customers/End-Users related to water-energy/food nexus or climate resilience? 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 2.0 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. (15%). Please provide tentative numerical targets for each of the Water and Energy for Food 2.0 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. Please describe the challenges that you foresee that might hinder you from meeting the targets for standard indicators described above. **Table is also included in the following link:** [Full proposal - ENG- Q5 Innovation Viability Template.xlsx](#)

<b>WE4F KPI targets</b>	<b>Units</b>	<b>Target During Period [2026 - 2028]</b>	<b>Activities Planned to Achieve Targets</b>
Total mass of food produced as a result of your innovation	# of tons	2026: 2027: 2028:	
Total mass of food processed as a result of your innovation (if applicable to your innovation, ie if your organization packages, cleans, dries, or conducts any post-harvesting activities)	# of tons	2026: 2027: 2028:	

<b>WE4F KPI targets</b>	<b>Units</b>	<b>Target During Period [2026 - 2028]</b>	<b>Activities Planned to Achieve Targets</b>
Total amount of energy reduced or renewable energy generated in the food value chain as a result of your innovation (if applicable to your innovation)	# of kWh	2026: 2027: 2028:	
Total volume of water consumption reduction in the food value chain as a result of your innovation (if applicable to your innovation)	Cubic meters	2026: 2027: 2028:	
End-users and beneficiaries reached (segregated by gender)	Number of people	2026: total and % female 2027: total and % female 2028: total and % female	
Number of direct jobs created (full and part time, segregated by gender)	Number of people	2026: new parttime: ____; new fulltime: ____ and average % female 2027: new parttime: ____; new fulltime: ____ and average % female 2028: new parttime: ____; new fulltime: ____ and average % female	
Number of indirect jobs created (full and part time, segregated by gender)	Number of people	2026: new parttime: ____; new fulltime: ____ and average % female 2027: new parttime: ____; new fulltime: ____ and average % female 2028: new parttime: ____; new fulltime: ____ and average % female	
Number of new countries reached	Number and short description	2026: name countries planning to expand to (if any) 2027: name countries planning to expand to (if any) 2028: name countries planning to expand to (if any)	

<b>WE4F KPI targets</b>	<b>Units</b>	<b>Target During Period [2026 - 2028]</b>	<b>Activities Planned to Achieve Targets</b>
New technologies and business models	Number and short description	2026: name new processes, technologies, business model changes you plan to make (if any) 2027: name new processes, technologies, business model changes you plan to make (if any) 2028: name new processes, technologies, business model changes you plan to make (if any)	
New product	Number and short description	2026: name new products/services/solution you plan to launch (if any) 2027: name new products/services/solution you plan to launch (if any) 2028: name new products/services/solution you plan to launch (if any)	
New trade partners engaged	Number and short description	2026: name new type of trade partners you plan to partner with (if any) 2027: name new type of trade partners you plan to partner with (if any) 2028: name new type of trade partners you plan to partner with (if any)	

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 2.0 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 national and international 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 national companies, international corporations, national 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? (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 vulnerable populations, such as the poor, refugees, IDPs, and returnees?
- 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? 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%)
  - 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%)
  - 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: [Full proposal - ENG- Q7 ESG Full Proposal Environmental Questionnaire.docx](#)**. 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.preventionweb.net/publication/climate-risk-screening-and-management-tools> (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 national 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](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 Programme, 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 previous WE4F will be required to perform a Pre-Award Survey

prior to receiving any WE4F 2.0 funding. The WE4F 2.0 Programme 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 2.0 Programme funds. It provides WE4F 2.0 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 the criteria listed above, but WE4F 2.0 will ultimately determine if the audit meets the requirements of the Pre-Award Survey. The WE4F 2.0 Programme (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 2.0 Programme will not make an award.

## Appendix 3 – Budget Information Requirements

This section may be subject to change and refers to information and details to be shared in the full proposal stage.

### 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. Grant payments will be made based on submission of documented expenditures in line with the approved budget and donors' regulations.

### 2. Budget Description

The budget description 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 / Personnel (admin salaries & consultants):** 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 Budget Description 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) **Staff-related costs:** the applicant should propose a rate and explain how the rate was determined. If the latter is used, the Budget Description should include a detailed breakdown comprised of all items of fringe benefits (e.g., social security, workers compensation, health and life insurance, retirement, etc.) and the costs of each, expressed in dollars and as a percentage of salaries. Allowances must be broken down by specific type and by person and must be in accordance with the Applicant's established policies and clearly linked to project delivery.
- iii) **Production costs (to be held for less than one year):** the applicant should detail all production costs such as raw materials used in production, products' packaging cost, daily workers' costs, etc. The costs must be broken down by specific type, quantity, and unit cost. These costs must be directly related to the innovation funded by Berytech and the
- iv) **Operating costs (to be held for less than one year):** the applicant must detail all applicable operating costs required for project implementation. Break down by

specific type, quantity, and unit cost, including rent (list by site), marketing and capacity building, travel (differentiate between international and local travel, and by type of costs), local transportation (non-travel) / deliveries / logistics, utilities (internet, water, electricity, etc.), office supplies, bank fees, and audit fees. These must be directly related to the innovation funded by Berytech.

- v) **Equipment and Tools:** Equipment is defined as tangible, non-expendable personal property (including exempt property) charged directly to the award, having a useful life of more than one year and an acquisition cost of **USD 1,000 or more per unit**, unless the applicant's established policy sets a different threshold for non-expendable equipment. The applicant must list any equipment anticipated to be required to implement the programme, specifying quantities and unit costs. The recipient will not purchase any goods or services **with award funds** except as authorized in writing by Berytech. Authorized purchases may be subject to additional assessments, including but not limited to environmental impact assessments.

### 3. Cost Sharing

Berytech encourages grant recipients to provide as much cost matching as they reasonably can.

For this track, grant recipients are required to provide a minimum co-financing contribution of [100]% of total eligible project costs. Applicants may propose higher co-financing levels where realistic and consistent with their financial capacity.

Grant cost-sharing must adhere to WE4F 2.0, and all applicable donor requirements issued by Sida, SDC-FDFA, and the Netherlands MFA, as well as relevant national laws and regulations. Unless otherwise specified by a donor, source-of-funds, origin, and "restricted goods" limitations apply primarily to the portion financed by WE4F 2.0 donor funds. Co-financing / cost-share may follow the applicant's or normal procurement practices, provided that the related costs are eligible under WE4F 2.0 rules, properly documented, and not financed by another contribution from WE4F 2.0 donors. Programme income and other non-donor revenues may be used to cover the required cost-share, as long as they are clearly traceable, not double-counted under other projects, and aligned with the approved budget and cost sharing plan.

Cost-sharing or matching refers to that portion of project or Programme costs not borne by WE4F 2.0 Grant funds. All contributions, may come from the applicant or from third parties (e.g. investors, banks, other donors, shareholders) and may take the form of:

- Cash contributions (equity, loans, own funds, working capital used to implement the project); and/or
- In-kind contributions (e.g. staff time, use of facilities or equipment, inputs or services paid by the applicant), provided these can be reliably valued and documented.

For instance, the cost share may be in the form of funds from donors; it may be the labor of the grant recipient employees or volunteers; or it may be the use of a recipient's meeting room to hold a workshop for the grant activity.

Backup documentation is used to verify the source and value of the cost-share contributions. The types of backup documentation required vary according to the type of cost share. Examples of backup documentation includes donation letters and bank statements, timesheets and payroll records, rate calculations, invoices, cash payment receipts, contracts, asset valuation or independent appraisals). These records must be retained and made available for financial review and audit.

Cost share can come from a variety of sources, as described below. Berytech encourages grant recipients to explore different cost share possibilities within their organization as well as pursuing other potential financiers that could contribute to project costs. Berytech staff will be available to work with recipients to help identify possible sources of cost share. It is critical that all forms of cost share are documented throughout the duration of the grant.

### **Allowable and Unallowable Cost-Share**

All costs, whether reimbursable or contributions to cost share, must have the following three characteristics:

1. Costs must be reasonable, meaning they are generally recognized as ordinary and necessary and would be incurred by a prudent person in the conduct of normal business.
2. Costs must be allocable, meaning they are incurred specifically for the grant activity.
3. Costs must be allowable, meaning that they must conform to any limitations to WE4F 2.0 Grant Manual, the Grant Agreement, and applicable donor and national regulations (including integrity, SEAH, sanctions and "do no harm" provisions)

Contributions, whether cash or in-kind, are acceptable as part of cost share if they meet ALL of the following criteria:

- Are verifiable from the recipient's records;
- Are not counted as cost share under any other donor-funded program;
- Are necessary and reasonable for achieving the grant's objectives;
- Would be allowable if charged directly to the project;
- Are included in the approved budget and cost sharing plan;
- Comply with all applicable donors and WE4F 2.0 compliance requirements.

Applicants must disclose all other ongoing donor support to avoid double counting. The Grants and Finance Team will work with each recipient to structure a realistic cost-sharing plan, monitor progress, and ensure that all matching contributions are properly documented throughout the grant lifecycle.

### **4. Audit**

The grant awarded under this Call, including the co-financing contributions, **is subject to verification and audit** by Berytech and, where applicable, by the WE4F 2.0 donors and/or their authorized auditors, **in accordance with the WE4F 2.0 Grant Manual and the applicable donor agreements and requirements embedded therein**. Recipients must maintain complete and orderly financial and supporting records for both WE4F 2.0 funds and co-financing; make these records available to Berytech and authorized auditors upon request; and retain all relevant documentation for at least ten (10) years after the end of the grant. If, following verification or audit, any costs (including co-financing) are found to be ineligible, unsupported, or in breach of the grant conditions, the corresponding amounts may be rejected and recovered in accordance with the WE4F 2.0 Grant Manual and applicable donor requirements.

## Appendix 4 – Guiding Principles for Environmental, Social and Governance Adherence in WE4F 2.0

A major focus of WE4F 2.0 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 2.0 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 2.0'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 2.0 Organizations

All WE4F 2.0 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 2.0 organization will be termed as a beginner if they meet the minimum set of ESG related criteria required to enter the Programme, 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 Programme 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 2.0 organization will be termed as intermediate if they **not only** meet the minimum set of ESG related criteria required to enter the Programme **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 2.0 and hence there could still be scope for improvement. The Programme will support them to improve and aim to reach an advanced level of ESG integration

Advanced: A WE4F 2.0 organization will be termed as “advanced” if they meet **all** the stated ESG-related objectives and goals set by WE4F 2.0 and not just the minimum set of criteria required to enter the Programme. The Programme will help them to scale their impact on ESG issues.

## Appendix 5 – WE4F 2.0 Innovation Types

Though there is expected to be a wide range of technologies or Innovations supported under WE4F 2.0, all Innovation data will be reported to the WE4F 2.0 donors and in the WE4F 2.0 M&E platform according to the definitions outlined in this document. Any instance 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." Programme-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.

**Water – sustainable usage in other value chains:** This may include technologies such as water reuse, loss reduction, and desalination.

**Waste - Circularity in food:** This includes innovations in increasing circularity and decreasing waste such as sustainable packaging solutions, recycling of food waste or post consumers' waste

**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.

**Land Restoration:** This includes Innovations such desert reclamation and forestation which supports farmland loss prevention and promotes long term agricultural viability and biodiversity.

**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]**