

Call for Proposal

PARTNERING WITH CLIMATE-KIC ON ACCELERATION PROGRAMME ON ADAPTATION & RESILIENCE (A&R) ACCELERATOR IN AFRICA AND ASIA

Date: 16. September 2021

1 Overview

1.1 About Climate-KIC

Climate-KIC is the Europe's largest public-private innovation partnership focused on climate change, consisting of dynamic companies, the best academic institutions and the public sector. At the heart of Climate-KIC's mission is to catalyse systemic change through innovation in the areas of human activity that have a critical impact on greenhouse gas emissions – cities, land use, materials and finance – and to create climate-resilient communities.

The organisation aims to contribute in the broadest possible sense to the protection of nature and the environment, including the enhancement of sustainability, in aid of the common good, both ecological and human, by way of innovation of climate change mitigation and adaptation, and by stimulation of education and research in the field of climate change mitigation and adaptation, and to do anything which is, in the widest sense of the word, connected with or may be conducive to the attainment of this object. See <https://www.climate-kic.org/> for more information.

1.2 Introduction and Background

Climate-KIC, with support from the CDC Group, has launched the Adaptation & Resilience (A&R) Challenge to support A&R-focused start-ups in a selection of countries in Africa and Asia, as part of the ClimateLaunchpad competition. As part of this programme, an A&R Accelerator will be established to provide further support to the start-ups as they complete the ClimateLaunchpad competition and will run from mid-November 2021 to February 2022, with an important component of starting to develop your local entrepreneurial ecosystem, various actors on adaptation & resilience theme and related entrepreneurship.

The programme is open to suitable start-ups in Egypt, Ghana, Mauritius, South Africa, Uganda, Kenya, Mozambique, Nigeria, Tanzania, Bangladesh, Nepal, Sri Lanka, India or Pakistan. The A&R Accelerator will aim to provide support and guidance to up to 15 start-ups to assist them in building green business models, to engage in peer-to-peer networking to build their knowledge of climate resilient business models and approaches. They will also be able to access numerous other platforms to provide support in their growth and route to investment.

The aim of this call for proposals is to identify an organisation that will implement the A&R Accelerator to provide support for these start-ups and works to develop the local ecosystems in the countries mentioned to help support the growth of the A&R start-ups ahead. The organisation must be based in either Africa and/or Asia and have familiarity with the ClimateLaunchpad programme as well as A&R solutions. The service provider will be selected based on these factors as well as the capability and experience of the acceleration team, ability to mobilise a network of mentors, good connection with markets as well as early-stage impact investors.

1.3 Accelerating solutions for Adaptation & Resilience in Asia and Africa

This project will significantly strengthen the climate-focused Adaptation & Resilience (A&R) innovation ecosystems of African and Asian countries by providing necessary support to early stage business with ideas and potential to contribute to such development. The early-stage A&R start-ups who will participate in this project will be those with the most promising ideas, recruited from both the ClimateLaunchpad programme and from local innovation networks. Climate-KIC, with CDC Group's crucial support, have already been providing support to A&R start-ups through the ClimateLaunchpad programme, which this project will build upon.

The aim of this call for proposals is to identify an organisation that will implement an A&R Accelerator delivered with the support of ClimAccelerator (Climate-KIC's platform to support partners around the world to deliver climate focused acceleration programmes) targeting 15 climate start-ups across Africa and Asia and build supportive relationships with relevant actors (such as local venture capital investors and peer accelerator programmes) on adaptation & resilience theme and related entrepreneurship. The ClimAccelerator will include ecosystem players in their A&R ClimAccelerator and then also provide the support needed by the start-ups in order to validate their business model, to build a solid customer traction, to structure their organization, to prepare them to raise early-stage funding and explore how (within their business model) they can generate maximum social and environmental benefit from the perspective of adaptation and resilience.

2 Specification

2.1 Scope

Climate-KIC are requesting a proposal for the implementation of the A&R Accelerator and further development of their ecosystem related to entrepreneurship in A&R. The A&R Accelerator will provide the support needed by the start-ups in order to build and strengthen their A&R business model, understand their market and generate ecosystem linkages and prepare them to raise early-stage funding. It will be comprised of the following components:

1. Business building coaching & mentorship – the service provider will provide general business building coaching and mentorship to participants,
2. Peer-2-peer Learning Groups – Using the 'Village Capital' model for group coaching sessions,
3. Market & Ecosystem Linkages - Presentations by external organisations to provide guidance on future opportunities for support and routes to growth and investment.
4. Thematic Guidance with mentor input - Guidance material that 'signposts' further thematic resources, case studies and organisations that could be useful in supporting the future development of their businesses (provided by Climate-KIC).

It will be developed in close coordination with Climate-KIC and run from November 2021 to February 2022. It will aim to support up to **15 start-up** teams. These teams will be selected in advance by Climate-KIC.

The proposal should consider the following:

- Proposal must demonstrate an understanding of the programme and value offered by the potential service provider,
- Access to networks of venture-capital investors in Asia and Africa,
- Provide an overview of the approach to implementation of the A&R accelerator, in line with the description of activities above,
- Provide Profiles of the accelerator team
- Provide access to a network of partners and mentors
- Previous accelerator references related to climate or social impact
- An estimated budget for delivery

2.2 Methodology

The service provider will follow a broader structure for the delivery of the A&R Accelerator that is aligned with Climate-KIC's broader ClimAccelerator methodology. An initial methodology for the delivery of the A&R Accelerator has already been designed on this basis by the ClimateLaunchpad team and this should be adapted by the service provider to deliver the programme.

Participating start-ups will be selected by Climate-KIC in advance of the launch of the A&R Accelerator.

2.3 Objectives

The main objectives for the programmes are to provide accelerator services to the 15 selected start-ups in to further develop their USP, business plans, narrow their target market and create concrete value propositions, with a particular focus on adaptation and resilience business models.

A secondary objective is starting to develop A&R focused-local entrepreneurial ecosystem through engagement with various actors on adaptation & resilience theme and related entrepreneurship in the delivery of the A&R Accelerator and building their interest in the solutions being developed.

2.4 Target Start-ups

The A&R Accelerator is focusing on start-ups developing adaptation and resilience solutions in eligible countries (Egypt, Ghana, Mauritius, South Africa, Uganda, Kenya, Mozambique, Nigeria, Tanzania, Bangladesh, Nepal, Sri Lanka, India or Pakistan), which will be selected in advance by Climate-KIC. The start-ups will be at an early-stage maturity with a working prototype with the willingness to grow their business and to scale their solution. Due to COVID restrictions, the programme will be delivered primarily remotely, the selected organisation does not need to have a physical presence in each region.

2.5 Deliverables

The following deliverables are requested:

Deliverable 1: Business Building, Coaching and Mentoring

Requirements:

- 3 x Bootcamps with 1 coach to 5-10 teams providing core business training to further refine and develop USP, target market and business model and help entrepreneurs translate business plans into concrete value propositions.
- Teams assigned 'mentor' to support throughout accelerator experience.

Deliverable 2: Peer to Peer Learning Groups

Requirements:

- 5-6 x Group sessions utilizing the heralded '[Village Capital](#)' model. Focusing on teams discussing their business ideas and models as a group, providing feedback, critiquing and sharing ideas for their future development. Grouped by technical area/thematic focus or geographic area.

Deliverable 3: Market & Ecosystem Linkages and Building

Requirements:

- Organise 3-4 x presentations by external organisations to provide guidance on future opportunities for support and routes to growth and investment. Organisations include: BFA, UNDP, Lightsmith Group, angel/VC investors and industry associations/groups etc from Africa and South Asia.
- Involve entrepreneurial ecosystem actors into your events and hold 1x event to improve their awareness on the A&R world.

Deliverable 4: Provide Thematic Guidance with mentor input

Requirements:

- Integrate guidance material (provided by Climate-KIC) into training that 'signposts' further thematic resources, case studies and organisations that could be useful in supporting the future development of their businesses. A&R experts from CKIC provide 1-2-1 guidance to start-ups.

2.6 Required Experience and Capabilities

The team or individuals delivering the services should be able to demonstrate the following experience and capabilities:

- Be based in one of the following countries: Egypt, Ghana, Mauritius, South Africa, Uganda, Kenya, Mozambique, Nigeria, Tanzania, Bangladesh, Nepal, Sri Lanka, India or Pakistan.
- Experience in Accelerator programmes in Africa and/or Asia
- Working knowledge of Adaptation & Resilience in the context of entrepreneurship.
- Capacity to run a climate accelerator programme
- Networks of angel/VC investors in target regions interested in the A&R theme.
- Network of ecosystem actors in the target regions interested in the A&R theme.
- Written and spoken local language competency in English

3 Criteria and selection

3.1 Criteria

The partner must have a strong network throughout the continent, be able to justify a good understanding of African and Asian markets and be able to support start-ups from various regions. A previous experience running acceleration programs would be appreciated as well as a solid understanding of climate problems and technologies in the continent. The mission is at the forefront of these activities, and this should be important to the selected partner. The partner will be selected on his ability to build an African green ecosystem, capability and experience of the acceleration team, ability to mobilize a network of mentors, good connection with markets as well as early-stage impact investors.

The proposal will be evaluated following the criteria:

- 20% Expertise and experience in climate and social Entrepreneurship
- 20% Geographic Reach in the countries mentioned and understanding of its markets
- 20% Capacity of running a climate focused accelerator
- 20% Capacity of providing an access to market and an access to early-stage investors
- 20% Proposed Budget

3.2 The application submission should include:

- Understanding of the programme and value offered by the potential partner
- Detailed implementation planning for the Start-ups selection, onboarding, education, mentoring, market and investors linkage
- Profiles of the accelerator team
- Network of partners and mentors
- Previous accelerator references preferably related to climate
- Detailed budget planning

3.3 Review mechanism and decision-making

Proponents applying for application must submit their proposal by the deadline specified in this document, without exception. Any that do not meet the eligibility criteria will be informed that they will not progress to the next stage of assessment. An information session will be open in order to provide guidance and answer potential questions. All other applications will be sent for assessment in the scope of the organisation's selection and eligibility criteria. Climate-KIC reserves the right to declare applications as out of scope based on the parameters set out in this call for proposal. All submissions will be assessed fairly and transparently by the Climate-KIC's teams.

3.4 Tentative timeline

- Call opening: 16th of September 2021
- Closing call: 23rd of September 2021 (23:59 CET)
- Evaluation: 24th- 28th of September 2021
- Communication of results to the participants: 29th September 2021
- Accelerator Programme: November 15th 2021 – February 28th 2022

3.5 Application Form

Applications must be submitted by midnight GMT 23.09.2021 using the corresponding [application form](#). We will not accept late submissions. Any changes to the proposal requested by the applicant after submission will not be

allowed. All applications should be written in English, exceptions can be made for supporting documentation if deemed necessary. In case of any questions or doubts, please reach us on climaccelerator@climate-kic.org.

4 Appeals and complaints

Should proponents be dissatisfied with the outcome of the proposal review process please reach out to Climate-KIC's Community Desk (CommunityDesk@climate-kic.org) for information about the Complaints and Appeals processes.

5 Data privacy

Personal data provided may be processed, including sharing with other organisations, by Climate-KIC and certain sensitive data elements will be visible to other partners or potential partners of Climate-KIC. For more information, please see our Privacy Policy. The named partner organisation or potential partner of Climate-KIC warrants and represents that in providing personal data in connection with the proposal, the data subjects have consented to the provision of this personal data and the processing of it by Climate-KIC in the manner indicated in accordance with our Privacy Policy, and that the partner organisation or potential partner of Climate-KIC provides the personal data in accordance with applicable law.

6 Confidentiality

Climate-KIC will treat your proposal confidentially, as well as any related information, data and documents received in accordance with our Privacy Policy or as otherwise indicated throughout the proposal form (i.e. public summary). Independent expert reviewers or evaluators are also bound by an obligation of confidentiality.