

Call for Proposals: Partnering with Climate-KIC on Blue Economy Accelerator in Pacific Islands 2022-2023

This document covers the application process for: delivery of a blue economy climate accelerator programme for early-stage start-ups.

This programme is sponsored by the Department of Foreign Affairs of Ireland ('Irish Aid'), however all IPR titles and interest in the materials produced shall vest in Climate-KIC.

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Contents

CALL FOR PROPOSALS: Blue Economy Accelerator Delivery Partner 2022-2023	3
1.1 Overview.....	3
1.2 Background.....	3
1.3 Programme Activities	3
1.4 Objectives	4
1.5 Deliverables	4
PROPOSAL GUIDELINES	5
2.1 Proposal.....	5
2.2 Key Dates.....	5
2.3 Proposal Submission.....	6
REVIEW MECHANISM & DECISION MAKING	6



CALL FOR PROPOSALS: Blue Economy ClimAccelerator Delivery Partner 2022-2023

1.1 Overview

Climate-KIC is looking to procure a service provider to deliver a virtual/online accelerator programme for blue economy start-ups, social enterprises and not for profits in the Pacific Islands¹. The programme will run between September 2022 and April 2023 and will support 5-10 innovations from across multiple Pacific Islands nations.

Activities will include setting up an open call for applications, selection of teams, organising mentoring and coaching sessions, providing guidance on the development of blue economy business models, providing general support to aid continued growth and development, connecting investors with the programme and dispersing grant money to the selected teams.

1.2 Background

Climate-KIC is 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.

Climate-KIC has worked with the **Department of Foreign Affairs and Trade of Ireland ('Irish Aid')** since 2019 to deliver the ClimateLaunchpad programme in selected countries across Africa, Asia and South America. In 2022 this partnership is expanding across other areas of Climate-KIC's entrepreneurship programming. In the context of our renewed partnership with Irish Aid we are deepening our support to blue economy solutions from small islands developing states (SIDS) in the Pacific Islands.

The programme will provide support to start-up teams to: validate their business model, build a solid customer traction, structure their organization, prepare them to raise early-stage funding and explore how (within their business model) they can generate maximum social and environmental benefit.

The aim of this call for proposals is to identify an organisation (or organisations) that will codesign with Climate-KIC and implement the programme. The delivery organisation must be based in the Pacific Islands and have a presence across multiple islands. The service provider partner 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 and good connection with markets as well as early-stage impact investors.

1.3 Programme Activities

Climate-KIC is requesting quotation for implementation of the following activities:

1. Developing a communications and recruitment strategy to attract applications from blue economy solutions from across multiple islands.
2. Launching a call for applications for the programme and hosting information sessions for interested applicants.
3. Leading a clear and transparent selection and due diligence process to identify the most promising and impactful blue economy businesses.

¹ **The eligible Pacific Islands for this programme are: Fiji, Kiribati, Marshall Islands, Nauru, Niue, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu, Vanuatu, Wallis & Futuna.**



4. Providing 6 months of tailored support to blue economy businesses in order to build and strengthen their business model, understand their market and ecosystem linkages and prepare them to raise early-stage funding. This includes business building coaching and mentorship as well as peer to peer learning sessions.
5. Hosting networking events for the participants, including an investor event for start-up teams that are investor ready and seeking investment.
6. Running a series of blue economy themed sessions with relevant ecosystem players to promote the adaptation economy and support the development of a blue economy themed entrepreneurship ecosystem.
7. Dispersing small grants to programme participants in various Pacific Islands countries (approx. 5-10k euro each) ****Please note, the funds for start-up small grants will be provided in addition to the delivery fee and should not be included in the proposal budget for this application****

1.4 Objectives

The main objectives for the programmes are to provide accelerator services to the 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 the blue economy focused local entrepreneurial ecosystem through engagement with various actors on adaptation & resilience theme and related entrepreneurship in the delivery of the accelerator and building their interest in the solutions being developed.

1.5 Deliverables

The following deliverables are expected:

Deliverable 1: Recruitment and communications plan and implementation of open call for applications

- Develop a recruitment strategy to attract applications from multiple Pacific Islands.
- Must be in alignment with the Climate-KIC and ClimAccelerator branding.
- Conduct a light due-diligence process on suitable start-ups before selection.
- Issue small grants (5,000 – 10,000 EUR) to each selected start-up. ****Please note, the funds for start-up small grants will be provided in addition to the delivery fee and should not be included in the proposal budget for this application****

Deliverable 2: Accelerator Implementation Plan

- Develop an implementation plan including the following:
- Each start-up team should be assigned a mentor for the duration of the programme
- Bootcamp sessions with 1 coach for 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.
- Group sessions focusing on teams discussing their business ideas and models as a group, providing feedback, critiquing and sharing ideas for their future development.

Deliverable 3: Investor Day or Demo Day Report



- At the close of the programme there should be an event to showcase the solutions. Partner should be able to mobilize a network of early-stage impact investors.

Deliverable 4: Start-up Data

- Share core application data with Climate-KIC, including but not limited to the following datapoints: start-up name, start-up founders main contact data (email address and phone number), start-up website, start-up address, cleantech area (according to official cleantech definitions shared by EIT Climate-KIC), industry, geographic reach, start-up fundraising status, start-up climate impact data, start-up revenue data, start-up number of employees, start-up legal entity type, start-up official registration date, start-up official registration number.

PROPOSAL GUIDELINES

2.1 Proposal

Proposals should demonstrate the following:

- An understanding of the programme and value offered by the potential service provider.
- An understanding of climate change innovations, in particular blue economy.
- Access to networks of venture-capital investors in the Pacific Islands.
- Due diligence process to assess the credibility of selected start-ups and method for dispersing small grants to start-ups

Proposal document should include:

- General company information: organization(s) names, country of registration, address, organisation type
- Detailed implementation plan for the start-up recruitment, selection, onboarding, education, mentoring, market and investors linkage.
- Month by month workplan from September 2022 through April 2023.
- Key performance indicators you intend to measure during the programme and method for monitoring.
- Profiles of the accelerator team.
- Examples of previous accelerator or entrepreneurship programmes, preferably related to climate.
- An estimated budget for delivery, up to 80k euro not including the small grants to start-up teams (see section 2.3 for more details).

2.2 Key Dates

Date / Time	Item
Friday 21 July 2022	Call documentation released
By Sunday 7 August 2022	Questions from the bidders
By Tuesday 9 August 2022	Answers to questions by EIT Climate-KIC
Friday 26 August 2022	Call deadline



Monday 29 August to Friday 9 September 2022	Assessment and interview period
9 September 2022	Decision Communication
w/c 12 September 2022	Proposed contract start
November – April	Proposed programme dates

2.3 Proposal Submission

Proposals can be submitted at any time from the launch of the call to **23:59 CET** on the day of closing as indicated above.

All applications must be submitted via the [call for proposals form](#).

Budget should be in euros and should cover categories such as:

- A Personnel, which could sum up of any of the following or other sub-categories:
 - Staff costs
 - Communications and marketing
 - Local trainers, coaches, judges
- B. Subcontracting, which could sum up of any of the following or other sub-categories:
 - Staff costs
 - Communications and marketing
 - Local trainers, coaches, judges
- C. Purchase costs
- C1 Travel & subsistence
 - this will be a virtual programme but we are open to proposals that have a physical event for start-up teams, keeping in mind teams would be located across the continent
- C.2 Equipment
- C.3 Other goods, works and services
- D. Other cost categories
- D.1 Financial support to third parties
- D.2 Internally invoiced goods and services
- E. Indirect costs
- F. Event costs for investor/demo day

Climate-KIC may invite organisations for a follow up interview before making the final decision.

Please note: No extensions will be granted. Any changes to the proposal requested by the applicant after submission will not be allowed.

REVIEW MECHANISM & DECISION MAKING

This call will follow a one-stage process with each proposal being assessed for:

- **Eligibility** – where pass/fail requirements related to the conditions of the call are assessed by Climate-KIC. Proposals must pass all criteria.
- **Assessment** – where a score (0 to 5) is made against the assessment criteria by two Climate-KIC based on the individual merits of the project proposal.

All submissions will be assessed fairly and transparently in the scope of Climate-KIC's Programme Objectives, eligibility, and assessment criteria.

Conflicts of interest are mitigated through a disclosure process and follow a full recusal from the decision process in such instances. Decisions as to whether a proposal is accepted or rejected will be communicated as detailed in this document.

Stage 1: Eligibility

Partner (or lead partner) must be a registered business in one of the 12 eligible Pacific Islands countries².

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

- Experience in running accelerator programmes in the Pacific Islands
- Working knowledge of climate change (and ideally blue economy) in the context of entrepreneurship.
- Capacity to run a climate accelerator programme over the required time frame.
- Availability of networks of angel/VC investors in target region.
- Coaching/mentoring experience for business development
- Written and spoken language competency in English and local language(s) where applicable.

Upon acceptance of the proposal, partners will accept grant funding based on the following conditions:

Partners must be in a position to provide evidence on

- effective use of funds
- value achieved in the application of funds
- avoidance of waste and extravagance

Fairness

- Manage public funds with the highest degree of honesty and integrity
- Act in a manner which complies with relevant laws and obligations (e.g. tax, minimum wages)
- Procure goods and services in a fair and transparent manner

Act fairly, responsibly, and openly in your dealings with your Grantor

Proposals that fail the eligibility criteria will not be considered further in the process and applicants will be informed of the outcome via email to the contacts for the proposal; proposals must comply to the full set of the eligibility criteria.

Stage 2: Assessment

The assessment criteria for this call are set out below. Each criterion is scored on a weighted scale by two Climate-KIC reviewers. The score across all categories is totaled to produce a ranked list of proposals (total

² The eligible Pacific Islands for this programme are: Fiji, Kiribati, Marshall Islands, Nauru, Niue, Papua New Guinea, Samoa, Solomon Islands, Tokelau, Tonga, Tuvalu, Vanuatu, Wallis & Futuna.



points that can be achieved max.: 40). All proposals received will be ranked and further assessed based on strategic fit and diversity of applications.

Assessment scoring:

Score	Description
0	Proposal fails to address the criterion or cannot be assessed due to missing or incomplete information.
1	Poor. The criterion is inadequately addressed or there are serious inherent weaknesses.
2	Fair. The proposal broadly addresses the criterion, but there are significant weaknesses.
3	Good. The proposal addresses the criterion well, but several shortcomings are present.
4	Very good. The proposal addresses the criterion very well, but a small number of shortcomings are present.
5	Excellent. The proposal successfully addresses all relevant aspects of the criterion. Any shortcomings are minor.



Note: The criteria weights below belong to different categories. Category A means that the score will be doubled, and category B means that the score will be counted only once. Hence category A has a higher weight.

Criteria Areas	Criteria Weight	Prompting questions
Experience & Expertise	Experience (0 to 10) – Category A	<ul style="list-style-type: none"> Does the partner have relevant expertise and experience in climate and social entrepreneurship? Does the partner have a solid understanding of climate problems and technologies in the Pacific Islands? Does the partner have an understanding of Blue Economy?
Impact Potential and Excellence	Wider Impact and Excellence (0 to 10) – Category A	<ul style="list-style-type: none"> Does the partner have a strong network throughout the Pacific Islands? Is the partner able to activate and mobilise a network of mentors and early-stage investors?
	Stakeholder engagement, general communication, results dissemination, and visibility (0 to 5) – Category B	<ul style="list-style-type: none"> Clear plans describing how communications with participants would take place. Are there plans to engage other stakeholders in the activities, with suitable outlined outreach activities planned? Is there a social activation element that aims to build support and momentum for the start-up teams?
Implementation	Implementation Plan and clarity of outputs (0 to 10) – Category A	<ul style="list-style-type: none"> Are the activity's objectives clearly defined and realistic to achieve? Is the work plan clearly explained and relevant to support the delivery of objectives? Are the project outputs, deliverables and indicators clearly stated and linked to the different work project stages identified in the work plan?
	Value for money (0 to 5) Capabilities, experience – Category B	<ul style="list-style-type: none"> Do the delivery partners clearly have the skills, knowledge, capabilities, and network necessary to deliver the programme well?

Decision communication

Climate-KIC will aim to communicate final outcomes to applicants during the week of 9 September 2022.

For questions please contact David Watt at David.Watt@climate-kic.org.

