

Call for Proposals: Partnering with Climate-KIC on Adaptation and Resilience Accelerator in Tanzania 2023-2024

This document covers the application process for: delivery of an adaptation and resilience 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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CALL FOR PROPOSALS: Adaptation and Resilience ClimAccelerator 2023-24

Overview

This call for proposals is for a delivery partner to implement an acceleration program aimed at supporting entrepreneurs in Tanzania in the growth of climate adaptation solutions. This program seeks to address the critical challenges posed by climate change in Tanzania and foster the development of innovative solutions to effectively adapt to the changing climate, responding to existing climate impact such as drought and flooding.

Tanzania, like many countries around the world, is grappling with the adverse impacts of climate change, which threaten the well-being and livelihoods of its population, particularly those residing in rural areas. The country is experiencing increasingly erratic weather patterns, rising temperatures, and more frequent extreme weather events, such as droughts and floods. These climatic shifts pose significant challenges to key sectors, including agriculture, water resources, and human settlements, exacerbating food insecurity, water scarcity, and vulnerability to natural disasters.

Addressing the challenges of climate change in Tanzania requires innovative approaches and solutions that build resilience and promote sustainable development. It is imperative to support and nurture the growth of climate adaptation innovations that can effectively address the specific needs and vulnerabilities of local communities. These innovations hold the potential to transform the way we adapt to and mitigate the impacts of climate change, ensuring a more secure and sustainable future for Tanzanians.

The acceleration program, as part of EIT Climate-KIC's broader efforts, aims to create an enabling environment for entrepreneurs and startups focused on climate adaptation. Through this program, we seek to identify, nurture, and accelerate promising startups that are developing innovative and scalable solutions to address the pressing challenges of climate change in Tanzania. By providing targeted support, mentorship, access to networks, and funding opportunities, we aim to catalyze the growth and impact of these startups, fostering a thriving ecosystem of climate adaptation innovations.

The primary objectives of the acceleration program are as follows:

- Identify and select high-potential startups with innovative climate adaptation solutions.
- Provide comprehensive support and resources to selected startups to accelerate their growth and impact.
- Foster a collaborative and learning-oriented environment that promotes knowledge exchange and collaboration among entrepreneurs.
- Facilitate access to networks, mentors, and potential investors to help startups scale their solutions.
- Create pathways for market adoption and deployment of climate adaptation innovations in Tanzania.

Through this Request for Proposals, we invite qualified organizations (consortiums encouraged) to partner with us in implementing this critical acceleration program. Together, we can drive meaningful change, empower entrepreneurs, and unlock the potential of climate adaptation innovations to address the challenges faced by Tanzania. We look forward to receiving innovative and compelling proposals that align with our objectives and contribute to building a more resilient future for Tanzanian communities.



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 catalyze 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 addition to support to the ClimateLaunchpad programme, the project covers Adaptation and Resilience support in Africa, the design and set up of an Adaptation Innovation Cluster in Tanzania, Gender mainstreaming for entrepreneurship in several countries in Africa and Latin America and support to early-stage entrepreneurs in the Pacific Islands.

As part of the partnership with Irish Aid, Climate KIC is developing an Adaptation Innovation Cluster in Tanzania that engages with local stakeholders (existing partners, accelerators, NGOs, government ministries, international donors, consultancies, research institutions, and entrepreneurs) to understand the innovation ecosystem in Tanzania, the current government priorities, and the greatest areas of need regarding climate adaptation and building resilience. The focus of the programme is on building a portfolio of initiatives to support and catalyze innovation for the agriculture, land use and forestry sectors, critical to addressing high levels of food insecurity and malnutrition across the country.

Programme Activities

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

1. Co-design of the different components of the programme with Climate KIC team to align with the overall objectives of the Adaptation Innovation Clusters. This initial phase will take place in August 2023. The selected delivery team will have a workshop with Climate KIC team to finalize the design and the planning of the programme. Climate KIC will also share the content, methodologies and tools available for the programme.
2. Developing a communications and recruitment strategy to attract applications from adaptation and resilience solutions across Tanzania.
3. Leading a clear and transparent selection and due diligence process to identify the most promising and impactful businesses.
4. In parallel of the accelerator programme, ignite innovation potential through a Climathon dedicated to adaptation solutions
5. Providing tailored support to businesses 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.
6. Foster a collaborative and learning-oriented environment that promotes knowledge exchange and collaboration among entrepreneurs.
7. Facilitate access to networks, mentors, and potential investors to help startups grow their solutions.
8. Create pathways for market adoption and deployment of climate adaptation innovations in Tanzania by engaging rural communities to raise awareness on adaptation innovation and facilitate the adoption of the innovations supported by the programme
9. Disburse small grants to programme participants ****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****



We look forward to receiving innovative and compelling proposals that align with our objectives and contribute to building a more resilient future for Tanzanian communities. The ideal proposal will be made from a consortium presenting various expertise from supporting startups to engaging rural communities and building successful partnerships with various stakeholders.

The ClimAccelerator will 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. The selected partner will be delivering the support by providing:

- **Entrepreneurial education:** business model definition and validation, customer discovery, intellectual property, sales and marketing strategy, building systemic change, social and green impact measurement.
- **Entrepreneurial mindset:** the partner will share with the start-ups the entrepreneurial culture needed as well as climate awareness and sustainable development goals.
- **Customized support:** After an early diagnosis, the acceleration program will be adapted to each start-up's needs. A mentor will be assigned to each start-up depending on its objectives.
- **Networks:** The partner will provide a linkage to the markets through its networks and a linkage to potential impact driven partners. These linkages should include in priority rural communities with vulnerabilities to climate change.

Targeted start-ups

Startups that are eligible for the ClimAccelerator program are those that are working on developing transformative climate adaptation solutions, particularly in the areas of sustainable land use, agroforestry, agribusiness, and water management. These thematic areas have been identified as crucial for building climate resilience in rural Tanzania.

The primary objective of the innovation developed by these startups should be to enhance the resilience of rural communities to existing and future climate-related hazards. This means that the solutions should help communities cope with the adverse impacts of climate change, such as extreme weather events, droughts, floods, and other environmental challenges.

Additionally, the startups should aim to address climate vulnerabilities and risks faced by rural communities. This could involve developing technologies, practices, or systems that enable communities to adapt to changing climatic conditions, mitigate risks, and sustain their livelihoods in the face of climate-related challenges.

To be eligible for the ClimAccelerator program, startups should be in the early stages of maturity, meaning they have a working prototype of their solution. This requirement ensures that the startups have progressed beyond the conceptual stage and have tangible products or services that can be further developed and scaled.

Furthermore, the program seeks startups that demonstrate a willingness to grow their business and scale their solution. This implies that the startups should have a clear vision for expanding their operations, reaching more communities, and making a broader impact on climate adaptation and resilience in rural Tanzania.

Project components

The following deliverables are expected:

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

- Develop a recruitment strategy to attract applications from across Tanzania.
- 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 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****

Component 2: Accelerator Implementation Plan

- Develop an implementation plan to include the following stages:
 - Validation of the business model
 - Go to market
 - Investment readiness
- Grants will be provided to start-ups to most importantly help them achieve their climate adaptation goals through development of their prototype and growing their business. The prototype developed with this grant should be used in the rural communities identified by the programme.
- Climate KIC will provide its wealth of knowledge, expertise and tools on the climate related themes to assist the start-ups.
- Each start-up must be supported with value-add granted and other services (mentoring, coaching, training, ...).
- The programme should support the startups to connect to rural communities and help them to identify their adaptation needs and adopt climate adaptation innovations.

Component 3: Community Engagement

- Engagement with local communities to identify the needs of local communities.
- Assessment of the communities vulnerability towards climate change.
- Opportunities to pilot solutions at the local community level.

Component 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.

Component 5: Climathon

- Launch a Climathon (Climate Hackathon) with the support of Climate KIC team around adaptation and resilience innovations. The goal is to raise awareness around adaptation and resilience among young innovators in Tanzania and identify some innovation opportunities

PROPOSAL GUIDELINES

Proposal

Proposals should demonstrate the following:



Climate-KIC is supported by the EIT, a body of the European Union

- An understanding of the programme and value offered by the potential service provider.
- An understanding of climate change innovations, in particular adaptation and resilience.
- Access to networks of venture-capital investors in East Africa.
- 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, organization type
- Detailed implementation plan for the start-up recruitment, selection, onboarding, education, mentoring, market and investors linkage.
- Month by month workplan from September 2023 through May 2024.
- 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 100k euro not including the small grants to start-up teams.

Key Dates

Date / Time	Item
Friday 23 June 2023	Call documentation released
Friday 21 July 2023 (15:59 CET)	Call deadline
Monday 24 July – Friday 4 August	Assessment period
w/c 7 August 2023	Decision Communicated to bidders
w/c 21 August 2023*	Finalisation of design of the programme
End August 2023	Contracting period
1 September 2023	Start-up recruitment begins
October 2023 – May 2024	Proposed programme dates

*expectation of in person workshop with Climate-KIC and all consortium partners, week of 21 August in Dar es Salaam

Proposal Submission

Proposals can be submitted at any time from the launch of the call to **15:59 CET** on the day of closing as indicated above.

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

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

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

- The lead delivery organization must be registered and have a team based in Tanzania
- The delivery organization present a diverse consortium or team with the right expertise
- The delivery organization has submitted the documents for the due diligence:
 - Company registration documents
 - Bank details
 - Supplier form
 - Due diligence questionnaire
- Competency to deliver the programme in English and in Swahili
- 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 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	Relevant areas of focus
Experience & Expertise	Experience (0 to 10) – Category A	<ul style="list-style-type: none"> • Relevant expertise and experience in climate entrepreneurship • Solid understanding of climate issues risks and innovations in Tanzania • Understanding of Adaptation and Resilience especially in rural areas in Tanzania. A special focus will be on Agroforestry, Agribusinesses and Water.
Impact Potential and Excellence	Wider Impact and Excellence (0 to 10) – Category A	<ul style="list-style-type: none"> • Strong network across Tanzania • A consortium would be an advantage • Ability to activate and mobilize 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. • Plans to engage other stakeholders in the activities, with suitable outlined outreach activities • Community engagement 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"> • Activity's objectives clearly defined and realistic to achieve • Clear work plan relevant to support the delivery of objectives • 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"> • Clear skills, knowledge, capabilities, and network necessary to deliver the programme

Decision communication

Climate-KIC will aim to communicate final outcomes to applicants during the week of 7 August 2023.

Please note, the project team will be in Dar es Salaam the week of 21 August for co-design workshops to finalise the programme activities.

For questions please contact us at climaccelerator@climate-kic.org

