



Call for Proposals

Partnering with Climate KIC on the Adaptation & Resilience ClimAccelerator in Tanzania 2026–2027

This document covers the application process for the delivery of an Adaptation & Resilience ClimAccelerator Cohort #4 programme for adaptation-focused early-stage start-ups in Tanzania.

This programme is funded by Irish Aid.

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1. Overview & Background

1.1 Overview

Climate KIC is seeking a Tanzania-registered delivery partner to implement the Adaptation & Resilience ClimAccelerator in Tanzania for the 2026–2027 grant cycle.

The programme will support Tanzanian start-ups developing practical, locally grounded adaptation and resilience solutions. The 2026–2027 A&R ClimAccelerator responds to learning from previous cohorts, which showed that many Tanzanian adaptation ventures have strong solutions and deep community relevance, but require more structured support to validate their adaptation impact, strengthen their business models, improve financial literacy, and communicate their funding needs credibly to investors and other funders.

The selected partner will deliver a focused acceleration programme for between 6 to 8 adaptation-focused Tanzanian start-ups, structured around three thematic tracks:

- Climate-resilient food and water systems
- Coastal and blue resilience
- Health and human resilience

The A&R ClimAccelerator will follow a three-phase pathway:

- Phase A: Acceleration — technical mentorship, online sessions, business development support and in-person bootcamps.
- Phase B: Adaptation Validation — Climate KIC internal experts will lead the Adaptation Validation process, with logistical and meeting support from the local delivery partner.
- Phase C: Investor Readiness Pathway — support to articulate the start-ups value proposition, business model logic, financial model and next funding ask.

1.2 Background

Climate KIC has worked with Irish Aid since 2019 to advance inclusive climate innovation and entrepreneurship across the Global South. In Tanzania, this partnership has supported the development of an Adaptation Innovation Cluster, bringing together start-ups, NGOs and ecosystem actors to collaborate on locally grounded adaptation solutions.

The Tanzania Adaptation Innovation Cluster work has evolved over several grant cycles. Programme ownership has progressively shifted toward local partners, the innovation ecosystem has matured, and the need for more focused, evidence-led support for adaptation ventures has become increasingly clear.

Previous A&R ClimAccelerator cohorts showed that most supported ventures worked in food and water systems, and that the strongest adaptation outcomes came from founders with deep sector roots and community relationships. However, a consistent gap remains in founders' ability to document, validate and communicate their adaptation impact in ways that resonate with funders.

The 2026–2027 ClimAccelerator is designed to address this gap by concentrating resources on three priority thematic tracks and by combining acceleration, adaptation validation and investment readiness into one coherent structure.

2. Objectives

The primary objectives of the Adaptation & Resilience ClimAccelerator are to:

- Identify and select high-potential Tanzanian start-ups developing climate adaptation and resilience solutions.
- Provide tailored business development, technical mentorship and peer-learning support.
- Help start-ups validate and communicate their adaptation impact through structured evidence-building.
- Strengthen start-ups' financial literacy, business model clarity and investor readiness.
- Support start-ups to engage with communities and users in ways that demonstrate real adaptation value.
- Facilitate connections to mentors, ecosystem actors, funders, investors and potential partners.
- Support pathways for market adoption, deployment and scaling of adaptation solutions in Tanzania.
- Contribute to a stronger, locally led adaptation innovation ecosystem in Tanzania.

3. Scope of Work

Climate KIC is requesting proposals for the delivery of the Adaptation & Resilience ClimAccelerator in Tanzania 2026–2027. The selected partner will be expected to co-design and deliver the programme in close collaboration with the Climate KIC team. The programme should support at least ten start-ups and should be designed around the three thematic tracks and three-phase pathway outlined below.

3.1 Thematic Tracks

Track 1: Climate-Resilient Food & Water Systems

Solutions may include, but are not limited to:

- Climate-smart agriculture
- Sustainable irrigation
- Water access and water efficiency
- Post-harvest loss reduction
- Drought-resilient livelihoods
- Last-mile agricultural services
- Climate-smart inputs or technologies

Track 2: Coastal & Blue Resilience

Solutions may include, but are not limited to:

- Sustainable fisheries
- Seaweed value chains
- Marine conservation
- Coastal livelihoods
- Blue economy adaptation solutions
- Coastal community resilience
- Climate-resilient aquaculture or ocean-linked livelihoods

Track 3: Health & Human Resilience

Solutions may include, but are not limited to:

- Clean cooking
- WASH (Water, Sanitation, and Hygiene)
- Climate and health solutions
- Urban flooding response
- Waste management and circular economy

- Urban greening
- Inclusive distribution models for resilience products or services

3.2 Required Programme Phases

Phase A: Acceleration

The selected partner will deliver a structured acceleration programme combining the following (as examples):

- Cohort-wide business development sessions
- Track-specific mentorship
- Online sessions
- In-person bootcamps
- Peer-learning sessions
- Networking opportunities with ecosystem actors
- Support on business model validation, customer discovery, market access and operational planning
- Support on gender-responsive and inclusive business design

The acceleration phase should be adapted to the maturity and needs of each participating start-up.

Phase B: Adaptation Validation

Climate KIC internal experts will lead the Adaptation Validation process. The selected local partner will support logistics, scheduling, meeting coordination, local context input and follow-up with participating start-ups.

The process will support start-ups to clarify, test and communicate the adaptation value of their solutions. This may include:

- Review of the start-up's adaptation narrative
- Use of the Climate Causality Framework or equivalent adaptation logic tool
- Identification of relevant adaptation indicators
- Assessment of potential maladaptation risks
- Support to design a simple evidence or validation plan
- Support to gather or refine evidence from users, communities or field testing
- Follow-up coaching to refine the adaptation narrative and impact summary

Climate KIC will issue the Adaptation Validation Certificate to start-ups that successfully complete the process.

Phase C: Investor Readiness Pathway

The selected partner will support start-ups to prepare practical investor/funder-facing materials, including:

- A two-page Adaptation Evidence Brief, including quantified benefits and metrics in risk reductions/avoided losses
- A simple three-year financial model, including unit economics and growth drivers
- A one-page funding ask
- A refined pitch deck including market validation and competitor analysis
- A mock funder pitch with written feedback
- A short Investor Readiness Summary for the most advanced ventures
- Due diligence and initial data room materials

This phase should help founders clearly explain the climate problem they address, how their solution reduces risk or builds resilience, who benefits, what evidence exists from community or user testing, the business model and path to sustainability, and the type and amount of support required next.

4. Expected Activities and Deliverables

Component 1: Programme Co-Design and Planning

The selected partner will work with Climate KIC to finalise the programme design, implementation plan, recruitment strategy, selection criteria, thematic track structure and delivery calendar.

Expected deliverables include:

- Programme implementation plan
- Detailed workplan and timeline
- Risk management plan
- Roles and responsibilities matrix between Climate KIC and the delivery partner
- Monitoring, evaluation and learning plan
- Communications and recruitment plan

Component 2: Communications, Recruitment and Selection

The selected partner will develop and implement a recruitment and communications strategy to attract high-quality applications from adaptation-focused Tanzanian start-ups with a special emphasis on recruiting startups in rural areas.

Expected deliverables include:

- Recruitment and communications plan
- Application form and selection materials
- Selection criteria and scoring framework
- Interviews and in-person visits if possible
- Shortlist and final selection report
- Due diligence summary for selected start-ups

Component 3: Accelerator Delivery

The selected partner will deliver the acceleration programme, including technical support, business development and track-specific mentorship.

Expected deliverables include:

- Cohort onboarding
- Business development sessions
- Technical and thematic mentorship
- In-person bootcamps and/or networking sessions
- Individual support plans for each start-up
- Mentor matching and mentor management
- Attendance and participation tracking
- Mid-programme progress report

Component 4: Adaptation Validation Support

Climate KIC will lead the technical Adaptation Validation process. The selected partner will support the process locally and ensure start-ups can fully participate.

Expected deliverables include:

- Meeting and logistics support for validation sessions
- Support to start-ups to prepare required information
- Local coordination with start-ups, mentors and communities
- Follow-up tracking of validation actions
- Coordination support for the Adaptation Evidence Briefs

Component 5: Investor Readiness and Funder Engagement

The selected partner will support start-ups to become more credible prospects for follow-on funders, investors, development partners or ecosystem programmes.

Expected deliverables include:

- Three-year financial model for each start-up with revenue assumptions and growth drivers
- One-page funding ask for each start-up
- Pitch and investor pitch deck preparation support that includes market validation and competitor analysis
- Mock funder pitch session
- Written feedback for each start-up
- Investor Readiness Summary for each start-up
- Due diligence and data room checklist for start-ups
- Mapping of relevant investors, funders and ecosystem actors
- Support for warm introductions for the most advanced ventures

Component 6: Climate Innovation Expo and Investor Field Trip

The selected partner will contribute to wider ecosystem-building activities connected to the Adaptation Innovation Cluster.

Both the Climate Innovation Expo and the Investor Field Trip are part of the wider Tanzania Adaptation Innovation Cluster ecosystem, and may be co-organised with other key partners and stakeholders connected through Climate KIC's Tanzania's network

Expected deliverables include:

- Co-design and deliver a Climate Innovation Expo.
- Co-organisation and hosting an investor field trip to visit selected start-ups.
- Showcasing selected start-ups to investors, funders and ecosystem actors.

Component 7: Direct Grants and Solution Deployment

The programme includes a separate budget of **€95,000** for direct grants to start-ups and solution deployment. The selected partner will support coordination, monitoring and reporting linked to these grants.

Expected deliverables include:

- Grant allocation and disbursement support, subject to Climate KIC requirements
- Documentation of start-up deployment plans
- Monitoring of grant use

- Support to start-ups to test or deploy their solutions with communities
- Documentation of deployment results
- Financial and narrative reporting support on grant use

Component 8: Monitoring, Evaluation, Learning and Reporting

The selected partner will be required to collect and share programme data with Climate KIC.

Expected deliverables include:

- Baseline start-up data
- Mid-programme report
- Final programme report
- Start-up data pack
- Lessons learned summary
- Start-up impact stories or case studies through the Most Significant Change Methodology

5. Target Start-ups

Start-ups selected for the Adaptation & Resilience ClimAccelerator should:

- Be legally registered or actively working toward registration in Tanzania.
- Be operating for at least 6–12 months.
- Have at least a working prototype, pilot or MVP.
- Show early evidence of community engagement, user traction, field testing, partnerships or initial sales.
- Be working on a climate adaptation or resilience solution.
- Demonstrate a plausible path to financial sustainability.
- Be willing to participate fully in the programme.
- Be open to business model, financial literacy and investor-readiness support.
- Demonstrate clear adaptation outcomes, such as improved yield stability, water savings, early warning capacity, food security, clean energy access, reduced vulnerability or improved resilience.
- Be gender-responsive and inclusive, with priority given to ventures addressing women's resilience and economic participation.

The selected partner should ensure outreach is inclusive and reaches start-ups outside established urban networks wherever possible.

6. Eligibility Criteria for Delivery Partners

Only Tanzania-registered organisations are eligible to apply. Consortia may apply, but the lead applicant must be legally registered in Tanzania and have operational capacity in the country.

The organisation or consortium selected to deliver the programme should demonstrate the following experience and capabilities:

- Legal registration in Tanzania and ability to contract with Climate KIC.
- Strong operational presence and delivery team in Tanzania.
- Demonstrable experience supporting start-ups, entrepreneurs, MSMEs or innovation programmes in Tanzania.
- Strong knowledge of Tanzania's climate adaptation and resilience context.

- Relevant networks across the Tanzanian entrepreneurship, investment, NGO, academic, public sector or climate ecosystem.
- Experience delivering accelerator, incubation, investment-readiness or enterprise support programmes.
- Experience working with climate adaptation, agriculture, water, coastal resilience, blue economy, health, clean energy, WASH or related sectors.
- Capacity to deliver programming in English and Swahili.
- Experience managing grants, mentors, events and reporting.
- Strong financial, operational and project management capacity.
- Demonstrated commitment to gender equality, diversity and inclusion.

Consortia are encouraged where they bring complementary expertise, for example combining start-up acceleration, climate adaptation expertise, sector expertise, community engagement and investor-readiness support.

7. Level of Funding and Duration

The available budget for this procurement is expected to include:

Budget line	Amount	Purpose
ClimAccelerator delivery fee	Up to €100,000	Delivery of the programme, including recruitment, acceleration, partner coordination, events, investor readiness and reporting.
Direct grants and solution deployment	€95,000	Separate budget for direct grants to start-ups and solution deployment support.

The selected organisation is expected to be contracted from end of August 2026 until 31 May 2027, aligned with the official grant cycle. Climate KIC's ambition is to build a longer-term partnership beyond this grant cycle, subject to performance, funding availability, and future programme needs.

8. Indicative Timeline

Date / Time	Item
26 June 2026	Call documentation released
3 July 2026	Deadline for bidders to submit questions
12 July 2026, 23:59 CET	Proposal submission deadline
13 - 18 July 2026	Eligibility check and proposal assessment
20 July to 7 th August 2026	Interviews with shortlisted applicants
12 August 2026	Decision communicated to applicants
13 – 21 August 2026	Due diligence and contracting period
End of August 2026	Contract start
September 2026	Programme co-design and start-up recruitment begins
September 2026 – May 2027	Programme delivery period

9. How to Apply

Proposals must be submitted in English by **12 July 2026, 23:59 CET**.

Please read the following steps carefully before submitting your application.

1. Read the Call for Proposals

Read this full document carefully before applying. It contains all eligibility criteria, scope of work, and evaluation criteria.

2. Download and complete the templates

Technical Proposal Template ([Word](#)): max 10 pages, please follow the structure provided.

Budget Template ([Excel](#)): all costs in EUR, please complete all tabs.

3. Submit your application online

Complete the online application form and upload all required documents. Applications submitted by email will not be accepted.

[Apply Now Here](#)

10. Review Process

The assessment process will include the following stages:

- Eligibility check — proposals are reviewed against the eligibility criteria.
- Technical and financial assessment — eligible proposals are scored by Climate KIC reviewers.
- Interviews — shortlisted applicants may be invited to an interview.
- Due diligence — shortlisted or selected applicants may be required to complete Climate KIC due diligence.
- Final decision and contracting.

All submissions will be assessed fairly and transparently against the objectives, scope and criteria set out in this call. Conflicts of interest will be mitigated through disclosure and recusal processes where required.

11. Assessment Criteria

Criteria Area	Indicative Weighting	Relevant Areas of Focus
Relevant experience and expertise	20%	Experience delivering accelerator or enterprise support programmes; knowledge of Tanzania's climate adaptation context; sector expertise in food/water, coastal/blue resilience, health/human resilience; experience working with early-stage start-ups.
Programme design and methodology	20%	Clear, realistic and high-quality approach to delivering the three-phase ClimAccelerator pathway; strong methodology for mentorship, business support, local coordination of adaptation validation and investor readiness.
Local networks and ecosystem engagement	18%	Strong Tanzanian networks; ability to mobilise mentors, experts, funders, investors, community partners and ecosystem actors; ability to support start-ups beyond the programme.
Gender, inclusion and rural community relevance	10%	Clear approach to gender-responsive and inclusive programming; ability to work with ventures serving vulnerable or at-risk communities; understanding of community validation and adaptation needs.
Implementation capacity and team	20%	Appropriate team, governance, project management, financial management and operational capacity.
Monitoring, evaluation and	7%	Ability to collect data, track progress, document impact and

learning		produce useful reporting.
Value for money	5%	Realistic, transparent and cost-effective budget aligned with the proposed activities and outputs.

12. Due Diligence

Shortlisted applicants may be required to complete Climate KIC's due diligence process before final award. This may include checks related to:

- Financial and economic capacity
- Operational capacity
- Legal standing
- Tax and social security compliance
- Fraud, bribery, corruption and sanctions
- Ethical standards
- Prior performance
- Data protection and safeguarding, where relevant

Any contract award will be contingent on satisfactory completion of due diligence.

13. Payment and Invoicing

Payments will be made following provision of a correctly rendered and undisputed digital invoice to Climate KIC. Payment terms must be no less than net 30 days. Climate KIC may request that payments are linked to agreed deliverables and milestones.

Payments will be made following provision of a correctly rendered and undisputed digital invoice to Climate KIC. Payment terms are net 30 days. Payments are linked to agreed deliverables and milestones as outlined below.

The total contract value is comprised of two separate budget lines:

(i) A ClimAccelerator delivery fee covering all programme delivery costs including recruitment, acceleration, partner coordination, events, investor readiness and reporting.

(ii) A restricted startup grants budget solely for disbursement as direct grants to selected startups and solution deployment support. These funds are not available for operational or delivery costs of any kind. The startup grants budget will be transferred in a single payment in February 2027, upon confirmation of selected startups and written approval of the sub-grant disbursement plan by Climate KIC.

The proposed payment schedule is as follows:

1. First payment – 25% of the total delivery fee

Payable upon signature of the agreement by both parties. This payment is intended to support mobilisation, programme set-up, recruitment activities and cohort selection.

2. Second payment – 40% of the total delivery fee

Payable following completion of the acceleration phase, subject to Climate KIC's review and written approval of an interim narrative and financial report. The interim financial report must include, where applicable,

records of start-up sub-grant disbursements, supporting documentation, and an update on expenditure against the approved budget.

3. Final payment – 35% of the total delivery fee

Payable only after satisfactory completion of all remaining contracted deliverables, including delivery of the Climate Innovation Expo and Investor Field Trip, submission and approval of the final narrative report and final financial report, full reconciliation of actual expenditure against the approved budget, and confirmation that all start-up sub-grants have been fully documented, accounted for and reconciled in accordance with Climate KIC requirements.

Climate KIC reserves the right to withhold, reduce or defer payment where deliverables are incomplete, supporting documentation is insufficient, expenditure is not adequately justified, or reporting requirements have not been met to Climate KIC's reasonable satisfaction.

Requests for advance payments or deposits are generally not accepted unless agreed in advance with Climate KIC.

14. Contract Management

The selected supplier will be expected to comply with Climate KIC's standard contractual terms, including requirements related to ethical standards, data protection, confidentiality, intellectual property, reporting, financial management, compliance with applicable laws, and indemnity for breach of third-party intellectual property rights.

15. Confidentiality

All information provided in this Call for Proposals and any information subsequently disclosed during discussions, correspondence or negotiations must be treated as confidential and must not be disclosed to any third party or used for any purpose other than preparing and submitting a response, unless Climate KIC provides prior written permission.

Applicants must not make press announcements or publicise Climate KIC's name, this call process, or any subsequent agreement without prior written consent from Climate KIC.

16. Use of Data

Applicants agree to comply with Climate KIC's [Privacy Policy](#), [Cookie Policy](#) and [Ethical Standards for Contractual Counterparties](#). Personal data provided as part of the application process may be processed by Climate KIC and shared with relevant reviewers or partners for the purpose of assessing proposals and managing the programme.

Applicants warrant that they have the authority to provide personal data included in their proposal and that relevant individuals have consented to the processing of their data in accordance with applicable law.

17. Complaints

Applicants who participated in this call process and are not satisfied with the outcome may submit a complaint in writing. Complaints must be submitted within five business days of the unsuccessful award notification.

The complaint should specify the grounds for complaint and include sufficient facts or evidence for Climate KIC to investigate. Complaints should be sent to Ines Mas de la Peña at ines.pena@climate-kic.org unless Climate KIC confirms a different complaints contact before publication.

18. Questions and Contact

For questions about this Call for Proposals, please contact before 3rd July.

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rebecca.gironi@climate-kic.org

Responses to questions submitted by email will be published on Climate KIC's website in a Q&A document. All applicants are encouraged to regularly monitor the website for updates and clarifications related to this Call for Proposals.