

CALL FOR PROPOSALS

PARTNERING WITH CLIMATE-KIC FOUNDATION ON ACCELERATION PROGRAMME

Context – entrepreneurship & acceleration for impact

The world is in a race to limit climate change. Not only is climate change an unprecedented global challenge, but it also is a major multiplier of existing socio-economic vulnerabilities in Africa and is projected to have negative impacts on agricultural productivity, water availability, health, and the incidence of extreme weather events, among many others. These in turn will have knock-on effects on key sustainable development goals such as reduced income inequality, employment, health, and energy security. With seven of the world's ten countries at the greatest climate risk being in Africa, the continent is not only one of the regions most impacted by the effects of climate change, but also least capable to deal with them.

This continent's vulnerability is partially due of the inadequate availability and uptake of technologies, contributing to the prevention or reduction of climate-related adverse impacts. As noted by Mr. Ebenezer Appah Sampong, the Acting Executive Director of the Ghana Environmental Protection Agency, "Africa needs technologies to realize true transformation in our economies while avoiding the impacts of climate change. Our poverty gap is a technology gap".

Driven by global forces including technology advancements and infrastructure investments that have driven the cost curve down and the increased consumer demand for sustainable business practices, it is now widely recognized among policy and market actors that supporting the development and deployment of innovative technology plays a critical role in the global response to the challenges of climate change. Furthermore,

the exponential growth of emerging technologies is allowing climate tech entrepreneurs to do things in fundamentally new and different ways – whether with advanced materials, AI, advanced computing, blockchain, connected devices, or bio-tech. These novel solutions can help decarbonise entire industries and economies at a much more rapid pace and scale than ever before.

Accelerate climate tech solutions for a net-zero Africa

Stichting Climate-KIC International Foundation ('the Foundation') has a formal objective of contributing to the protection of nature and the environment, including enhancement of sustainability, by way of catalysing systemic change for climate action through innovation. The Foundation is at the forefront of seeking to engage in activities which provide a benefit to the climate mission and most importantly to the public and communities across the globe.

Resultingly, the Foundation has entered into an agreement with GIZ exclusively on behalf of and for the account of the Federal Ministry for Economic Cooperation and Development ('BMZ') to accelerate climate tech solutions for a net-zero Africa.

This project will significantly strengthen the climate-focused innovation ecosystems of African countries by providing necessary support to early-stage business with ideas and potential to contribute to decarbonised development. The Foundation will leverage its vast experience to set out a

comprehensive and integrated strategy to identify and support African early-stage businesses with their climate tech solutions.

The early-stage businesses who will participate in this project will be those with the most promising climate impact ideas and those who put the objective of enhancing sustainability at the forefront of their own mission and growth. Although supporting their overall viability will be a by-product of this project, the overall benefit for the continent and the climate will be paramount. A network of in-country partners will support this project and will be selected through a competitive process and those successful will have the strongest mission to drive climate change. Enhanced due diligence will be undertaken on all participants to monitor and ensure compliance with the public interest benefit.

It is evident from an in-depth analysis conducted in the continent that early-stage businesses who are driven by the climate mission lack the necessary support to make a substantial difference. Resultingly, the Foundation, with BMZ and GIZ's crucial support, have collaborated to support the continent to catalyse systematic change.

The delivery of this project will provide early-stage businesses with access to quality outreach, educational content, and support along with access to a vital network of non-for-profit organisations in 50+ countries.

The Foundation is committed and driven by global advancements to the climate mission and perceives the exponential growth of emerging technologies as a key area with potential to accelerate change. Fortunately, with the crucial support of BMZ and GIZ, this project will be a sustainable difference and move us a step further to solving the climate crisis.

Goal of the call

The aim of this call for proposals is to identify an organisation that will implement a climate accelerator delivered with the support of ClimAccelerator (EIT Climate-KIC's platform to support partners around the world to deliver climate focused acceleration programmes) targeting 15 climate start-ups across Africa. 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 companies networks and a linkage to potential impact driven partners.

Targeted start-ups

The ClimAccelerator is targeting start-ups that are developing a transformative climate solution that are bringing a social and environmental value in the themes of land use, circular economy, blue economy, energy efficiency or other climate themes. The start-ups should be at an early stage maturity with a working prototype with the willingness to grow their business and to scale their solution. The selected start-ups should be representative of the geographic diversity of the continent and the potential partner should have the capacity to support start-ups in Southern Africa, East Africa, West Africa and North Africa. 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.

Structure of the ClimAccelerator

- The structure of the ClimAccelerator will consist of 3 stages:
 - 1. validation of the business model
 - 2. go to market
 - 3. investment readiness.
- Grants will be provided to start-ups to most importantly help them achieve their climate impact goals through development of their prototype and growing their business.
- Climate KIC will provide its wealth of knowledge and expertise 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, ...). Climate-KIC has a curriculum available, but we encourage adaptations based on partner expertise.
- Each start-up will go through the Climate Impact Framework process. During the acceleration, the start-ups will set up their impact targets and the programme will help them on the validation of their objectives.

- As part of the Climate-KIC run Operating System, a few central activities such as investor events, a demo-day and mutual learning among practitioners will be organised. Start-ups and partners are expected to participate in some of these.

Criteria and selection

The partner must have a strong network throughout the continent, be able to justify a good understanding of African 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 Africa and understanding of African Markets
- 20% Capacity of running a climate accelerator
- 20% Capacity of providing an access to market and an access to early stage investors
- 20% Proposed Budget

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

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 Foundations selection and eligibility criteria. The Foundation 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 Foundation teams.

Tentative timeline

- Call opening: 2 August 2021
- Call info session: 11 August 2021
- Closing call: 25 August 2021 (23:59 CET)
- Evaluation: 25 – 31 August 2021
- Shortlisted Interview: 2-3 September 2021
- Communication of results to the participants: 10 September 2021
- Start of projects selection: 20 September (latest)
- Accelerator Programme: November 2021 – April 2022

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.

Data privacy

Personal data provided may be processed, including sharing with other organisations, by the Foundation 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 the Foundation 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 the Foundation in the manner indicated in accordance with our Privacy Policy, and that the partner organisation or potential partner of EIT Climate-KIC provides the personal data in accordance with applicable law.

Confidentiality

The Foundation 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.

Application form

Applications must be submitted by **midnight 25.08.2021** 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 order to participate in the information session on the 11.08.21 and for any questions related to the programme or the application, please reach us on climaccelerator@climate-kic.org.