G4AW Facility: Goals & How to tender?

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Aim and expected results

Aim: to **increase the agricultural sector** output by providing food producers (**> 3 million smallholders**) with relevant information, advices or (financial) products through operational information chains **using satellite data**

Output: providing useful and timely **agro meteorological** and/or **financial/insurance products**

Outcome: 1) improved sustainable food production, more effective use of inputs (water, nutrients), and economic development

2) stimulating private investments

3) leading to financially sustainable services after 3 years

Impact: improved food security and income

Programmatics

- **Total Grant**: 40 Mio €, 2nd and last call 2014-2015: ~30 Mio €

- 30% own contribution for Bangladesh(*);

- **Project duration**: 3 years

- **Key elements**: User/Demand driven, partnership, business plan, information service with use of satellite data

Countries (*): *Bangladesh*, Benin, Burundi, Colombia, Ethiopia, Ghana, Indonesia, Kenya, Mali, Mozambique, Rwanda, South Africa, South Sudan, Uganda, and Vietnam.

Note: information from 2013 call; (*) = might change for 2014 call

Project Requirement

- Minimum **number of food producers**: 200,000 (*)

- 10 % **more production** or **income**
- 10% **less input** (water, fertilizer, etc.)

- **Satellite data** are at the start of the information chain; entire information chain is covered from satellite data to food producer

- **Public-private partnership** (local embedding); note: associated ownership, business model and sustainable services after project closure

- **Applicant** is a Dutch organization
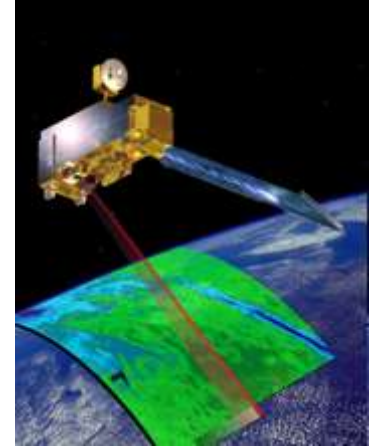
Process: Phasing

- Information meeting(s), website & templates

- Request for advice, due November 30, 2014 (*)

- Application, deadline March 27, 2015

- Delivery at Netherlands Space Office,
  a.o. G4AW Programme Office

Required for a G4AW application

- User demand / information needs

- Possible service provision

- Partnership

- Business model

- Cooperation Agreement

User demand driven

- Definition of user group
- Definition of other stakeholders
- Definition of user needs (user survey)
- Capacity building & training
- Cooperation with institutions connecting users
- Connecting local initiatives

Trust

Solid business / sustainability model

- Solid market analysis (users, market volume, USP)

- Solid business strategy

- Appropriate choices in partnership; Ownership of Information service after project

- Financially sustainable service provision is required after project (revenues may come from public and private resources)
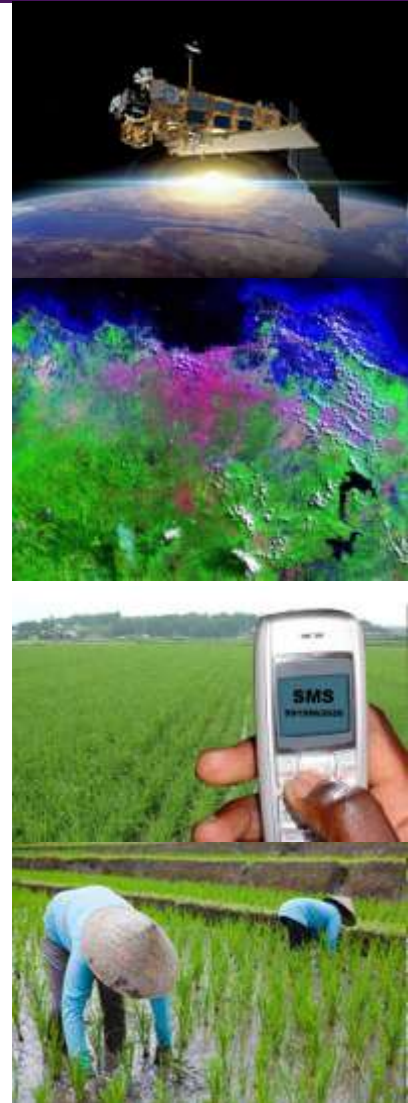
Solid partnership

Information service

- Satellite data are at the start of the information chain

- Based on proven technology and services

- Transmission channel(s) reaching users

- License-to-operate (legal, available data)

More information

- Staatscourant publication (expected Summer 2014)

- G4AW website: www.spaceoffice.nl/g4aw

    - Tender documentation (process)
    - Forms & templates
    - Regional & local activities
    - Match making directory (finding a partner)

Netherlands Space Office and the Ministry of Foreign Affairs wish you all SUCCESS !!

More info: www.spaceoffice.nl/g4aw

G4AW

Geodata for Agriculture and Water

Images: CIAT & ESA

Process (2) - Request for advice

Does the project scope fit within G4AW?
Avoid needless investments

Required a.o.:

- User group definition & user needs
- Output targets
- Core of the partnership
- Business proposition
- Indication of requested budget

Process (3) - Application

Based on 'Request for advice', modifications in project scope are allowed (not the applicant)

Required:

- Application Form
- Partner Forms
- Project plan (including annexes)
- Partnership agreement (MoU)

NSO will provide decision regarding funding within 22 weeks

Process (4) – Project cost

- Technical Assistance (management, development, validation, capacity building, training)

- Infrastructure cost for scaling up

- Private sector investment: > 25% of project budget (*)

- Template & details: see G4AW website

Process (5) - Criteria

Treshold criteria (must pass) & evaluation criteria (below)

Evaluation criteria
Quality of partnership
Quality of Business case
Quality of Project
Operational feasibility of information service

Project obligations

- Project reports (yearly)

- Organizational CSR Policy (if applicable)

- Monitoring & reporting
  - Baseline report in application
  - Obligatory elements

- Maintenance of business model

- End report (incl. 5 year outlook)