



Partnership and 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 **agrometeorological** and/or **financial/insurance products, etc.**

Outcome:

- improved sustainable food production, more effective use of inputs (water, nutrients), and economic development
- stimulating private investments
- leading to financially sustainable services after 3 years

Impact: improved food security and income





Programmatics

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

- **Total Grant:** 40 Mio €, 2nd and last call 2014-2015: ~30 Mio €
- 30% own contribution (*);
- **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.

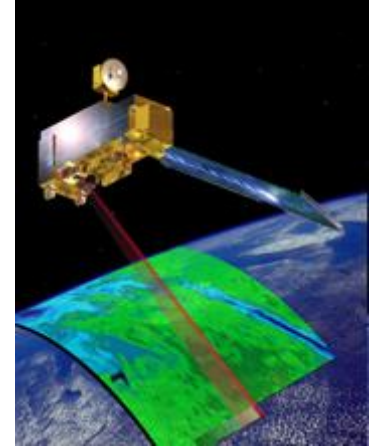


G4AW website: www.spaceoffice.nl/g4aw



Required

- Minimum number of food producers: 200,000 (*)
- “10 % more, with 10% less”
- 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 (1): Phasing

- Information meeting(s), website & templates
- Request for advice, due October 31, 2014 (*)
- Application, deadline March 27, 2015
- Delivery at Netherlands Space Office,
a.o. G4AW Programme Office



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





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

- Closing the information chain, complementary, experience
- Partners bridging the last mile to users of services
- Transparency in partnership
- Partnership agreement enclosed with application, this is the basis for project execution
- Applicant (coordinator) is responsible towards NSO

Trust

Government regulations/conditions Agri-Water-ITC & public services

Producing parties

Large scale
Contract farming



Smallholders
farming



Intermediary parties

Employment
agencies

Agri ICT (geo)
services

Contractors

Aggregator
Parties

Cooperatives

Agric .advisors &
Agri services

NGO's

Networker
parties

Government

Institutes &
University
(R&D)

Extension
services

Education &
information

relevant
agencies

Agri- industry

Food industry

Inputs
industry

Insurance &
Finance

Telecom
/Satcom

+ ao sectors

Consumer & (Local markets)

Inventory of Mechanisms and agri-chains



G4AW Directory - Finding partner(s)

▼ G4AW Facility

About G4AW

Agenda

> Tender information

▼ G4AW Directory

Organisations

Registration

Map

> Subscribe

> Related information

FAQ

Contact

Disclaimer

Syecom Business Services Ltd (Agricinghana)



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Syecom Business Services Ltd (www.agricinghana.com), a registered private company in Ghana, is a market leader in the provision of market access support services and Geographic Information Systems (GIS) training, survey and mapping services for smallholder farmers and agricultural development projects in Ghana.

Directory search

Enter company name

Selection criteria:

In Sector

Select sector ▼

Residing in country

Select ▼

Expertise/Core business

Select ▼

Organisation looking for expertise:

Select ▼

Active in country

Select ▼

Interested in G4AW country

Select ▼

Organisations



Note:

**Country matchmaking
sessions assist in
finding partners**



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)





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)





More information

- Government Gazette publication (expected Summer 2014)
- G4AW website: www.spaceoffice.nl/g4aw
 - Tender documentation (process)
 - Forms & templates
 - Regional & local activities
 - Match making directory (finding a partner)

**Want More
Information?**

**Click
Here**



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



More info: www.spaceoffice.nl/g4aw