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 **agrometeorological** 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 €
- 50% own contribution for Vietnam (tbc);
- **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 October 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 (not signed, *)

User demand driven

Trust

- 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

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

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