

Order of the Minister for Foreign Trade and Development Cooperation of 3 March 2017, no. IGG-2017.151181, laying down administrative rules and a ceiling for grants awarded under the Ministry of Foreign Affairs Grant Regulations 2006 (Geodata for Agriculture and Water Facility 2017-2018)

The Minister for Foreign Trade and Development Cooperation,

Having regard to article 6 of the Ministry of Foreign Affairs Grants Decree;

Having regard to article 10.2 of the Ministry of Foreign Affairs Grant Regulations 2006;

Orders:

Article 1

The administrative rules appended as an annexe to this Order apply to grants awarded under article 10.2 of the Ministry of Foreign Affairs Grant Regulations 2006 within the framework of the third call for grant proposals of the Geodata for Agriculture and Water Facility, from the date on which this Order enters into force up to and including 31 December 2018.

Article 2

1. A ceiling of €19.8 million applies to grants awarded from 1 January 2017 up to and including 31 December 2018 within the framework of the third call of the Geodata for Agriculture and Water Facility.
2. Grants are awarded on condition that sufficient funding is made available for the part of the grant that is chargeable to a budget that has not yet been fixed.

Article 3

Applications for grants under the third call of the Geodata for Agriculture and Water Facility can be submitted from the date on which this Order enters into force until 15:00 CET on 14 September 2017, using the stipulated model application form and accompanied by the documents stipulated in the form.¹

Article 4

The funds will be allocated in accordance with a qualitative assessment based on the criteria set out in the administrative rules, on the understanding that of the applications that meet the criteria, those that meet them best will be given priority, with due regard for the need for an even distribution as referred to in article 8, paragraph 3 (d) of the Ministry of Foreign Affairs Grants Decree.

¹ See <http://g4aw.spaceoffice.nl/en/>.

This Order enters into force on the day after the date of the Government Gazette in which it appears and lapses with effect from 1 January 2019, with the proviso that it continues to apply to grants awarded prior to that date.

This Order and its accompanying annexe will be published in the Government Gazette.

On behalf of the Minister for Foreign Trade and Development Cooperation,

R.M. Buijs
Deputy Director-General for International Cooperation

ANNEXE

GEODATA FOR AGRICULTURE AND WATER FACILITY 2017-2018 (G4AW FACILITY) – ADMINISTRATIVE RULES

1. Introduction

The Geodata for Agriculture and Water (G4AW) Facility is a grant programme of the Dutch Ministry of Foreign Affairs. It falls under the policy priority of food security, which focuses on increasing and enhancing sustainable food production as well as achieving more efficient agricultural water use, particularly in irrigated areas and water basins in the G4AW partner countries.² The G4AW Facility fills a niche in the current range of instruments by creating opportunities for new forms of cooperation, including public-private partnerships, where each party makes its own contribution (of knowledge, entrepreneurship, network or finance).

The Minister has decided to publish three calls for grant proposals for the G4AW Facility: in 2013, 2014 and 2017 respectively. This annexe forms the basis for the assessment of grant applications in this third call.

The main changes in these administrative rules compared to those of the second call are as follows:

- The grant ceiling in this third call is €19.8 million.
- Proposals for a G4AW grant must concern only one G4AW partner country.
- Grants will be awarded to no more than four projects per partner country (including projects that received grants in previous G4AW calls).³
- The maximum grant amount is €3 million.
- Up to 35% of the partnership's own contribution may be derived from financial contributions from organisations that are not part of the partnership.

² See the list of partner countries in Appendix 1.

³ Number of current G4AW projects by country: Bangladesh (3), Burkina Faso (1), Ethiopia (2), Indonesia (2), Kenya (2), Mali (2), South Africa (1), Tanzania (2), Uganda (2), Vietnam (2).

Disclaimer: In case of contradictions, the policies laid down in the publication of the G4AW Facility in the Government Gazette (Staatscourant Nr. 13493, March 17, 2017) prevail.

- At least one party in the partnership must be involved in and have demonstrable experience with satellite data processing.
- No grant will be awarded to proposals to scale up and/or expand existing services already supported by a G4AW grant by adding new services in the original G4AW partner country or to extend the reach (number of farmers) of these services in the original G4AW partner country. However, all or part of an existing partnership may submit a grant application to carry out a project in another G4AW partner country. In this case the applicant must demonstrate the cost-efficiency as a result of previous investments in developing G4AW services.

Food security, water and sustainable economic growth and business are key themes in Dutch development policy. The emphasis on economic development in current policy is intended to increase developing countries' self-reliance. The private sector, here and in G4AW partner countries, plays an important part in achieving this. These efforts tie in with the priorities of food security and water use in particular, two areas in which satellite information and advice are invaluable.

The government seeks to link up with parties in the agri-food (including livestock farming and aquaculture), horticulture, and water sectors. Public-private cooperation is in many cases an effective strategy for contributing to inclusive growth that also benefits small food producers (farmers and fishers) and businesses.

The G4AW Facility supports partnerships formed by parties (private sector, NGOs, knowledge institutions, public organisations) from at least the Netherlands and the G4AW partner country with a view to promoting the demand-driven use of satellite data to improve food production and agricultural water use and to support water management and fisheries, and thus to improve food producers' income security. Parties in a partnership make both financial and non-financial resources available on the basis of a detailed plan.

The G4AW Facility ties in with the policy of the Minister for Foreign Trade and Development Cooperation as set out in 'What the World Deserves: A New Agenda for Aid, Trade and Investment'⁴ and the letters to the House of Representatives of November 2014⁵ and

⁴ Parliamentary Papers, House of Representatives 2012/13 session, 33625, no. 0001, 'What the World Deserves: A New Agenda for Aid, Trade and Investment', BIS 049 2013 env 2013.3892, 5 April 2013.

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February 2016.⁶ Key policy themes are trade and development, sustainable economic growth, food security and water, self-reliance of developing countries and transition countries, and extra focus on global challenges.

In 2016 the Minister for Foreign Trade and Development Cooperation commissioned a mid-term review of the first two calls of G4AW, examining projects that had been awarded grants as well as rejected grant applications. This resulted in various lessons learned that have been reflected in the administrative rules for this third call and that have also been published on the G4AW website⁷ as points for applicants to keep in mind when drawing up new proposals.

The G4AW Facility is intended for activities in countries on the G4AW country list (see Appendix 1). This requirement is also one of the threshold criteria (section 4.3).

The Minister of Foreign Trade and Development Cooperation has assigned the Netherlands Space Office, the government's implementing agency for space policy, to implement this grant policy framework and these administrative rules. The Netherlands Space Office will carry out this task on the basis of a mandate given to its director.

Chapter 2 of this grant policy framework begins by outlining the policy principles on which the G4AW Facility is based. Chapter 3 describes the procedure for assessing grant applications. Finally, Chapter 4 sets out the criteria based on the administrative rules.

⁵ Parliamentary Papers, 33625, no. 147, 'The Netherlands' Contribution to Global Food Security', DME-2014.601068, 18 November 2014.

⁶ Parliamentary Papers, 2016D04594, 'Converging Streams – An International Water Ambition', IENM/BSK-2015/217537, 3 February 2016.

⁷ <http://g4aw.spaceoffice.nl/en/News/67/Doing-business-with-satellite-based-apps-and-services-for-smallholder-farmers-and-pastoralists.html>

2. Policy principles

2.1 G4AW objective and policy themes

The themes of food security and water focus on:

- 1) eradicating hunger and malnutrition;
- 2) promoting inclusive and sustainable growth in the agricultural sector;
- 3) creating ecologically sustainable food systems;
- 4) raising the efficiency of agricultural water use;
- 5) improving water basin management.

The objective of the G4AW Facility is to improve sustainable food production through the large-scale provision to the agriculture and fisheries sectors of relevant information and services based on satellite data, which can be supplemented with other data sources. The information and services must be demand-driven, correct and provided in a timely manner. Efficient agricultural water use is vital in food production and is therefore an important and integral part of the G4AW Facility. Data for G4AW activities may be obtained from the Food and Agriculture Organization's Water Productivity Database,⁸ which may also be used to establish and verify a project's results (output, outcome and impact).

The Facility's secondary objective is to increase small food producers' resilience to the effects of climate change. The end user can best be reached through various distribution and communication channels (including mobile phones, the internet, agricultural extension officers, radio and television). Activities by local actors (including extension officers and NGOs), such as knowledge-building and training food producers, play a crucial role in reinforcing confidence and making the link to what food producers themselves can do.

An explanation of the background and policy-related implementation of the G4AW Facility is given below.

- The G4AW Facility aims to increase the large-scale use of services based on satellite data in G4AW partner countries (see section 4.3, threshold criterion a), reaching at least 4.5 million food producers in a total of three calls.

⁸ Food and Agriculture Organization (FAO) website: <http://www.fao.org/in-action/remote-sensing-for-water-productivity/en/>.



- The World Bank estimates that food production needs to increase by 70% in order to feed the world population in 2050. FAO statistics show that at least 300 million people work in agriculture in the G4AW partner countries.
- FAO and the World Bank recognise the importance of geodata for agriculture, water management and climate adaptation. Food production starts with the producer. It is important to support this target group by providing information that is relevant to production. In this regard, satellite data can play a crucial role in scaling up services and reaching millions of food producers.
- Large-scale information services using new technologies and new media enhance investment security in agriculture (risk reduction, e.g. through advisory services and early warning services), accelerate economic development (by reducing crop damage, improving market information, reducing disruption and raising the quality and yield of production methods) and improve sustainability by reducing the use of inputs like energy, raw materials and water (which reduces costs). Mobile phone use varies in the G4AW partner countries but is growing rapidly. The use of mobile phones to pass on advice and price information is gaining momentum in many of these countries.
- Satellites provide objective data rapidly and timely. Once processed, this information is useful for food producers and can be used globally, regionally, nationally and locally. Moreover, time series spanning more than 30 years can be derived from weather satellite data. Satellite data is thus the only large-scale source of information for optimising food production and water use. A focus on supply, use, acceptance and upscaling of reliable satellite information and advice almost certainly yields a higher return at lower cost than a traditional, mostly geographically-limited development cooperation approach with a local, diversified infrastructure which is usually outdated.

In these administrative rules, satellite data refers to imaging data from Earth observation satellites, possibly supplemented with positioning data such as GPS and other types of geodata.

2.2 Expected results from the G4AW Facility

At facility level, the G4AW Facility aims to achieve the following impact and outcome.

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Expected impact:

- higher food production;
- more sustainable agriculture, including water use;
- improved income security for food producers;
- better support for food producers in adapting to climate change.

Expected outcome:

- a new market for supplying G4AW information services in G4AW partner countries (business);
- sustainable cooperation between G4AW partners aimed at the continuation and self-financing of information and advisory services;
- farmers' effective use of information, advice and products derived from satellite data;
- sustainable agriculture: at least 10% increase in food production and/or income, where possible in combination with at least 25% more effective water use and at least 10% more effective use of inputs such as fertilisers, seeds and pesticides. All this compared to a baseline measurement which is part of the grant application.

Explanation of the expected impact and outcome:

- There is a strong focus within the G4AW Facility on food producers' needs: the aim is to reach at least 4.5 million food producers in the G4AW countries within the time frame of the G4AW Facility, and for half of the food producers reached directly to actually use the information or services supplied.
- Opportune use of the correct satellite information and advice should contribute to sustainable production by achieving at least 10% more effective use of inputs and at least 10% increase in production (compared to the baseline) and through risk-mitigating measures.
- One of the G4AW Facility's key features is the use of modern technologies and media throughout the information chain from satellite providers to food producers.

- In order to make good use of geospatial data and information, food producers and/or the organisations that support and advise them need to have a minimum level of knowledge and education.
- In principle, good use of data and information leads to more efficient and sustainable management and/or more efficient water use and/or a better income, e.g. by using risk-mitigating measures. This is not easy to measure. Several factors play a part in food production which the G4AW Facility cannot influence. Improved farm or fisheries management is generally known to result in higher incomes. The G4AW Facility will establish whether and how it can be demonstrated that a better use of spatial data and information in fact results in more efficient business management and/or a better income. Information from certification or market systems based on crowdsourcing could be used to support the measurement of outcome and impact.
- Products and services for crop farmers, livestock farmers and fishermen could include:
 - management support, including crop monitoring, crop yield forecasts, market information, weather information, water use monitoring and irrigation advice, and information on optimum crop diversity (production, income), soil type and use;
 - risk-mitigating measures, such as insurance combined with useful information for food producers, access to credits/loans and investment, improved market information and timely measures in the event of disasters such as diseases, drought or flooding (risk management).
 - regional area management for food producers including land use, planning, resource management and water management.

2.3. Who and what are the grants for?

The G4AW Facility welcomes international cooperation and provides opportunities for combining mutually reinforcing interests in the areas of food security and water in developing countries with the private sector's knowledge of and experience with satellite data and the agricultural and water sectors.

The G4AW Facility awards grants to consortia whose activities lack market support because the risk is considered too high (in accordance with OECD-DAC guidelines⁹), and which may ultimately lead to commercially viable activities (for example, the development and implementation of a revenue model for selling demand-driven information via various communication channels, index-based micro insurance, or providing data in conjunction with the sale of nutrients and seed). The use of the private sector's knowledge and know-how is key.

The following principles apply to a partnership:

- A partnership must consist of at least one organisation established in the Netherlands and at least one organisation from the G4AW partner country. The partnership must include at least one public and one private organisation and may be supplemented with other public and/or private organisations, from partner or non-partner countries. One of the parties acts as lead party and submits the grant application on behalf of the partnership. The lead party cannot be a Dutch central government body. If the application is approved, the lead party is the grant recipient and, as such, bears full responsibility towards the Minister for implementation of the proposed activities and compliance with the obligations in respect of the grant.
- The partnership's activities should encompass the entire information chain from satellite data to services to food producers.
- At least one party in the partnership must be involved in and have demonstrable experience with processing satellite data.
- The partnership must be in direct contact with the target group (end user of the proposed service) or the target group's representatives.
- A partnership may, independently of its component parties, enter into an agreement with organisations that contribute to the project's implementation and that are essential to the sustainable provision of the envisaged services. These may be international organisations, public or civil society organisations in the partner country, NGOs or other organisations.

⁹ For the OECD-DAC guidelines, see g4aw.spaceoffice.nl/en.

- A private organisation established in the partner country should preferably deliver the services and should be able to demonstrate that it has both the ambition and the financial means to continue providing the service in the future. Alternatively, a new legal entity can be established in the course of the project which is responsible for providing the service and which has the organisational and financial capacity to continue providing the service in the future.
- All participating parties must sign a partnership agreement guaranteeing their willingness to cooperate and their compliance with mutual arrangements after the grant has been awarded. The agreement must also ensure that parties will fulfil their obligations towards the Minister in respect of the grant.
- The grant recipient's obligations are described in more detail in Chapter 6.

2.4 Allocation of financial resources

The following principles apply to the grant award:

- The grant amount requested must be at least €500,000 and no more than €3 million.
- The grant is awarded to the lead party of the partnership. Grant awards are subject to Dutch law.
- Grants are awarded to cover essential expenditure directly concerning project activities. These costs may relate to:
 - technical assistance, such as project management (including travel and subsistence costs), development costs, costs for operational upscaling of information provision, training, local capacity building, development/modification of local regulations, advice, validation or certification;
 - durable capital goods, infrastructure and essential services, including services provided by third parties (including hardware and/or software and/or satellite images) which are used in the information chain in the G4AW partner country, with the exception of buildings and land.
- The following costs may not be covered by a grant: working capital, such as loans and guarantees to food producers, and inputs, such as seeds and pesticides. VAT

cannot be covered by a grant unless one of the partners can provide evidence that they cannot obtain an exemption from VAT payments.

- Under article 9 of the Ministry of Foreign Affairs Grants Decree, a grant will be refused if the application is submitted after the activities have started.
- If activities are carried out in preparation for the project before submission of the application, this will not lead to refusal to award a grant, but the costs will not be covered by the grant.
- Organisations that receive a core-funding grant from the Ministry of Foreign Affairs may not act as lead party for a partnership.
- For three G4AW partner countries (Colombia, South Africa and Vietnam), the grant amount may not exceed 60% of the eligible costs. For the other 23 G4AW partner countries, the grant amount may not exceed 70% of the eligible costs.
- The partnership must demonstrate that it can fund its own contribution during the project's implementation (40% of the costs for projects in Colombia, South Africa and Vietnam and 30% of the costs for projects carried out in the other G4AW partner countries). A higher score will be given in the assessment if the partnership's own contribution is financed solely by the companies taking part in it. In this regard, see section 4.4. Up to 35% of the partnership's own contribution may be derived from contributions by organisations that are not part of the partnership.
- Proposals focused to a great extent on certification, developing market information systems or preventing deforestation (REDD+) are not eligible for a grant.

The appendices (project plan and template for project costs) to the application form provide a further explanation of the eligible and non-eligible costs.

2.5 Monitoring and evaluation (M&E)

2.5.1 M&E at facility level

The purpose of monitoring and evaluation is to establish the outcomes and impact of the projects financed from the G4AW Facility. The output of the G4AW Facility is largely the sum of the results of the separate projects.

2.5.2 M&E at project level

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The monitoring and evaluation requirements that grant recipients must meet (for output, outcome and impact; see appendix 2) are incorporated in the assessment criteria (section 4.4) and in obligations relating to project implementation (see chapter 6).

The partnership is strongly advised as part of their M&E activities to measure client satisfaction with the product and services provided and to use this information when making any changes to its business model and/or marketing strategy.

3. Application procedure

Request for advisory opinion

In order to reduce the administrative burden, potential applicants may ask the Netherlands Space Office for its advisory opinion on their eligibility for a grant under this framework. This request should be submitted using the model advisory opinion request form, in which the applicant gives a general outline of the project idea (see g4aw.spaceoffice.nl/en) and briefly describes the partnership, the target group's needs, the business case and the information chain. The request should not exceed ten pages. The advisory opinion is non-binding and is intended to prevent project plans that do not match the aims of G4AW from being elaborated and submitted. No rights can be derived from the advisory opinion, which is not a decision with legal consequences. An applicant receiving a negative opinion is entirely free to nevertheless submit their application.

The model advisory opinion request form can be downloaded from the website g4aw.spaceoffice.nl/en. The request must be written in English and be submitted by email (g4aw@spaceoffice.nl) using the model form to the G4AW Programme Office at the Netherlands Space Office. If the size of the file exceeds 8MB, the attachment(s) should be uploaded to an online storage location and the Netherlands Space Office should be informed of the location where it can retrieve them. Requests for an advisory opinion are processed in the order in which they are received. If the request and any accompanying files must be retrieved from a storage location, the time at which the Netherlands Space Office is informed that it can retrieve the files is considered to be the time of submission.

Requests for an advisory opinion can be submitted from 15 April to 15 June 2017. A project adviser of the Netherlands Space Office will confirm receipt of the request and contact the applicant as soon as possible to discuss the analysis of the submitted information. Consortia are strongly advised to use this advisory opinion service. A partnership can submit only one request for an advisory opinion per project proposal. The request should be submitted by the partnership's envisaged lead party.

Grant application

Applications must be submitted in writing, in quadruplicate (1 original and 3 copies), using the model application form and accompanied by the required annexes stipulated in that form (and possibly by optional annexes as well).¹⁰ The application form must be signed by the applicant's authorised representative, giving that person's name and position, and be submitted in full to the G4AW Programme Office of the Netherlands Space Office. The time when the application is *received* by the Netherlands Space Office is considered to be the time that the application is submitted. Applications may be submitted from the moment this Order enters into force until 15:00 CET on 14 September 2017.

The address to which applications must be submitted is:

G4AW Programme Office
Netherlands Space Office
Prins Beatrixlaan 2
2595 AL The Hague
The Netherlands

If you wish to deliver your application in person or by courier, it may be handed in at this same address. Along with the application on paper, an electronic copy must be submitted on a USB stick.

Applications sent by mail (apart from those using a 'postage paid' envelope) and postmarked on a date before the application deadline are considered to be submitted on time, provided they are delivered no later than one week after the deadline for applications has passed. Applications sent by mail using a 'postage paid' envelope are considered to be submitted on time if they are delivered to the Netherlands Space Office before 15:00 on 14 September 2017. An item is not considered delivered until it has been recorded by the mail department. Incoming mail is not recorded in the evenings or on Saturday or Sunday. If applications are not sent by registered mail, the sender bears the risk of their being received too late or not at all.

¹⁰ See <http://g4aw.spaceoffice.nl/en>

Applications submitted after the deadline will not be processed. The applicant organisation bears sole responsibility for ensuring that the application is complete and submitted on time.

With regard to the application procedure, particular attention is drawn to article 7, paragraph 3 of the Ministry of Foreign Affairs Grants Decree. If an incomplete application is submitted, the Minister may request a supplement. In this case, the date of receipt of the application will be the date on which the application was supplemented. If the application is submitted **less than two weeks before the deadline** of 14 September 2017, the applicant runs the risk that, if it is incomplete, the Minister will not use his or her discretionary powers to request a supplement. In that case, the application will have to be assessed as it stands. Applications will be checked to see if they are complete in the order in which they are received.

The last date on which the Netherlands Space Office may request supplementation in the case of an incomplete application is 31 August 2017.

Grant applications must be written in English. The application form must bear the name of the applicant and the names of the other parties to the partnership. It must be signed by an authorised representative of the applicant, and by the other parties by means of a partner form and the partnership's partnership agreement. A public partner may instead choose to sign a Memorandum of Understanding (MOU) or Letter of Intent (LOI) if it objects to signing the partnership agreement.

The date and time at which the application is received at the G4AW Programme Office are binding. The applicant will receive written confirmation stating the date and time of receipt and a reference number.

All the information and documentation required for submitting a request for an advisory opinion and a grant application will be published on <http://g4aw.spaceoffice.nl/en> no later than 15 March 2017.

Administrative burden

The Minister of Foreign Affairs awards grants to organisations so that they can implement activities under their own responsibility within the framework of the Geodata for Agriculture and Water Facility.

In order to reduce applicants' administrative burden, potential applicants are given the opportunity to request a non-binding advisory interview on their project idea. The Netherlands Space Office will hold interviews after it has received requests for advisory opinion. It is up to applicants to decide whether or not to follow the advice and to submit a grant application. Potential applicants are strongly advised to seek an advisory opinion and to take part in the ensuing advisory interview as the advice and explanations of the grant criteria and requirements in response to their application can reduce their administrative burden.

As part of the Dutch government's efforts to reduce the administrative burden for Dutch grant applicants, an estimate has been made of the cost of submitting a grant application under the third call of the G4AW Facility.

The internal costs, based on an hourly rate of €50 and 30 grant applicants, are about 470 hours and €23,500, and external costs, based on these same assumptions, are estimated to be about 1,250 hours and €62,500. The total estimated costs are thus around 1,720 hours and €86,000 per grant application (all figures rounded off).

In the implementation phase, the Ministry will comply with the Uniform Grant Framework which is intended to reduce the administrative burden as much as possible.

4. Assessment of applications

4.1 Formal check

Before applications are assessed, it is checked that they are complete and submitted on time. Grant applications not submitted on time are not eligible for a grant.

With regard to the application procedure, particular attention is drawn to article 7, paragraph 3 of the Ministry of Foreign Affairs Grants Decree (see also Chapter 3, 'Grant application').

4.2 Assessment procedure

Applications for a G4AW Facility grant must satisfy certain criteria. Application that pass the formal check – see section 4.1 – go on to the assessment, which consists of checks of two types of criteria:

1. Threshold criteria (section 4.3): these are criteria that all applications for a G4AW grant must meet. No points are awarded; applications that fail to meet one or more of the threshold criteria will be rejected and will not be processed further.
2. Assessment criteria (section 4.4): this relates to the quality of the project proposal. Projects whose quality is judged to be deficient will be rejected. See the table in section 4.4.

Further explanation of all the criteria and terminology used can be found on the G4AW website (g4aw.spaceoffice.nl/en).

Applications that do not meet all the threshold criteria are not eligible for a grant. Applications that pass the threshold check go on to the next stage, the check of assessment criteria (see section 4.4). In the assessment stage, external experts and Dutch embassies in G4AW partner countries will be consulted. The latter play an important advisory role in the assessment.

The Netherlands Space Office will submit its assessment of the proposals to an independent G4AW advisory committee appointed by the Minister for Foreign Trade and Development Cooperation.

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The G4AW advisory committee will give the Netherlands Space Office an opinion, which will weigh heavily, on the outcome of the assessment of G4AW grant applications. The advisory committee is authorised to examine grant applications in their entirety if it wishes.

The Netherlands Space Office is mandated by the Minister for Foreign Trade and Development Cooperation to decide on grant applications. If in exceptional cases the Netherlands Space Office makes a decision that differs from the advisory committee's opinion, it must give reasons for that decision.

Decision-making on grant applications will take place within 22 weeks of the deadline for submitting applications.

4.3. Threshold criteria

Applications must meet all the threshold criteria below in order to be eligible for a grant.

- a) The grant application concerns activities in one of the following G4AW partner countries: Angola, Bangladesh, Benin, Burkina Faso, Burundi, Cambodia, Colombia, Ethiopia, Ghana, Indonesia, Kenya, Laos, Malawi, Mali, Mozambique, Myanmar, Niger, Rwanda, Senegal, South Africa, South Sudan, Tanzania, Uganda, Vietnam, Zambia, Zimbabwe.
- b) The minimum grant amount that can be applied for is €500,000 and the maximum €3,000,000.
- c) The project must be completed within three years after the date of the grant award. The Netherlands Space Office may extend a project, without any change in its budget, for up to one year.
- d) The size of the target group of the proposed project is at least 100,000 (one hundred thousand) for smallholder farmers and/or 50,000 (fifty thousand) for fishermen and/or 50,000 (fifty thousand) for (agro)pastoralists.
- e) Project proposals must aim to achieve a minimum 10% increase in food production and/or income, where possible in combination with at least 25% more efficient water use and at least 10% more efficient use of inputs such as fertilisers, seeds and pesticides. Partnership proposals aimed at providing insurance, loans and credits can only be submitted when combined with the provision of relevant information services to the target groups.



- f) Satellite data forms an indispensable and essential part of the information chain on which the supplied service or product is based. Without satellite data the proposed information service could not be made operational.
- g) Grant applications must be submitted by the lead party, which may not be a Dutch central government body, of a partnership which in any case comprises:
- one Dutch organisation;
 - one organisation from the G4AW partner country where the activity is to be implemented;
 - one private organisation and one public organisation;
 - one party (which may be one of the organisations mentioned above) which actively processes satellite data and has demonstrable experience in this field.
- h) All parties in the partnership have legal personality. This must be evident from an extract from the Commercial Register of the Chamber of Commerce and/or a copy of the organisation's constitution (or local equivalent), which must be appended to the application.
- i) The partnership is in direct contact with the target group (end user of the proposed information service) and/or with the target group's representative(s) and/or other intermediary organisations.
- j) The proposal demonstrates that the partnership's own contribution to the project costs (40% for Colombia, South Africa and Vietnam and 30% for the other G4AW partner countries) can be financed during the project period. The partnership's own contribution may not include grants or contributions from the Ministry of Foreign Affairs, made directly or indirectly.
- The partners' own contribution may be derived from different sources of funding, including grants, loans to partnership parties, and donations or investments in project partners by third parties. Up to 35% of the partnership's own contribution may comprise third-party contributions, provided these contributions are not directly or indirectly derived from grants or contributions from the Dutch Ministry of Foreign Affairs.
- k) The partnership's activities (including any project activities carried out by organisations outside the partnership) span the entire information chain from satellite data to services provided to food producers.



- l) A written partnership cooperation agreement must be signed by all participating, guaranteeing their cooperation and compliance after the payment of the grant with the agreements made with one another. The agreement must also include agreements about how each of the parties will contribute to the activities of the partnership, and give an account of the decision-making process within the partnership. In addition, it must guarantee the fulfilment of obligations towards the Minister in respect of the grant. If the partnership will be working with a local government body, their cooperation may be laid down in a Memorandum of Understanding (MOU) or Letter of Intent (LOI) if no other option is available.
- m) The participating parties declare that they are aware of the requirement of the Ministry of Foreign Affairs to rule out the use of child and forced labour in the trade and investment chain. They also declare that they will comply with the OECD Guidelines for Multinational Enterprises with respect to CSR, and that the project activities to be financed are not on the FMO exclusion list. A link to this list can be found on the G4AW website.
- n) No grant will be awarded to proposals to scale up and/or expand existing services already supported by a G4AW grant by adding new services in the original G4AW partner country or to extend the reach (number of farmers) of these services in the original G4AW partner country.
- o) Proposals focused primarily on certification, developing market information systems and preventing deforestation (REDD+) are not eligible for a grant.

4.4 Assessment criteria

The quality of the grant application (including annexes) is assessed based on the extent to which the proposals satisfies the criteria set out below.

1. Quality of the partnership:

- a) The organisations in the partnership have legal personality, are financially sound, have the core competences and expertise required for a project of this scope and in this context, and have experience with cooperating in a partnership of this kind and with comparable services. Parties should submit a track record with examples establishing their core competences and practical experience in relation to the



- project scope, and must demonstrate that they have sufficient resources (staff and infrastructure) to implement the project.
- b) The extent to which the partnership has strategic added value and is committed to achieving the project objectives. There is synergy (thematic specialisation) between the partnership parties, and the roles of the various partners in the information chain are clearly defined and delineated.
 - c) The extent to which the partnership has the capacity to build sustainable relationships with those who receive its services and to ensure that clients have confidence in and accept the services. The target group can be reached directly through a network of, for instance, agents.
 - d) The private-sector parties in the partnership have policies on corporate social responsibility and can demonstrate this. These policies should encompass the organisation's primary activities in relation to its supply chain responsibility and be proportional to the company's nature, size and activities. In cases where such policies are lacking, the company declares that it will draw them up during the first year of project implementation.
 - e) The partnership provides detailed specifications and solid evidence of the project's financial and administrative management. The extent to which the partnership has been formed and maintained in a process which is transparent and clear to all parties.
 - f) The extent to which it can be demonstrated that any private organisation established in the partner country which delivers the services has both the ambition and the financial means to continue providing the service in the future. Alternatively, it must be demonstrated that a new legal entity will be established in the course of the project which will be responsible for providing the service and will have the organisational and financial capacity to continue providing the service in the future.
 - g) The quality of the partnership: it is governed by a partnership agreement that must in any case contain the following elements (a checklist can be found on the website g4aw/spaceoffice.nl/en):
 - scope and objectives of the proposed partnership;
 - the way in which each of the parties will contribute to the partnership, the way in which they will work together and be represented, and the way decisions will be made within the partnership;



- the way in which the obligations towards the Minister in respect of the grant will be fulfilled;
- the way in which competences and responsibilities will be defined and the separation of management and supervision will be organised;
- planning, monitoring and evaluation (PME): the extent to which all the parties' PME systems are aligned;
- an outline of financial arrangements, including the division of resources (and who owns them), equipment/overhead costs (rates and allocation), advances and settlements;
- the future organisation and ownership of the proposed services;
- the extent to which the participants bear the risks associated with the implementation of activities and take measures to manage these risks;
- other provisions, including a dispute resolution mechanism, anti-corruption policy, sanctions policy, a complaints procedure and an exit strategy.

2. Quality of the business case:

- a) **Business case:** the business case is based on a thorough market analysis of the intended target group (including stakeholder analysis and problem analysis) and a description, with supporting arguments, of the economic opportunities in the partner country (including market size, market share and revenue analysis). The project proposal must clearly state how the proposed service relates to other, similar initiatives, as well as to existing G4AW projects in the proposed market.
- b) **Target group:** the partnership must demonstrate that the service responds to a demand from the envisaged target group (food producers). The target group is specified and a rationale is provided.
- c) **Demand-driven:** the partnership must specify and give supporting arguments for its demand-driven approach and its plans to involve the target group.
- d) **Gender and other diversity:** the partnership also specifies target groups in terms of gender and age, and takes account of possible differences between men and women and between age groups in designing and providing the services, with a view to achieving optimum acceptance and active participation.



- e) **Business proposition:** the partnership must specify and give supporting arguments for its business proposition, including the unique and specific nature of the service in meeting the needs of the target group. In cases where the information service builds on an existing service (e.g. market information, certification or inputs) or project, the proposal must clearly demonstrate that the new information service is financially sustainable on its own and that the expanded level of service contributes to the intended G4AW impact (see section 2.2).
- f) **Local embedding and distribution:** the partnership must demonstrate that the service will be affordable, feasible and accessible, specifying and giving supporting arguments for an approach that aims to build users' confidence in and acceptance of the service. Possible examples include training and capacity building, making use of local systems and networks (for instance, of agents), and relying on the facilitating role of peripheral government bodies.
- g) **Lack of commercial viability:** the partnership must demonstrate that the activities are not commercially viable for the duration of the project, but that the service is financially sustainable without financial support from the Dutch government after the project ends. This can be substantiated by, for example, a standard cash flow analysis model for the project and insight into the financial construction to be used after the project ends, especially in the case of a negative cash flow. The proposal must demonstrate that the project is unique and/or additional – compared with existing G4AW or other projects – and will not distort the market, either in the country where the project is implemented or in Europe.
- h) **Intellectual property rights:** the partnership must demonstrate that a survey has been made of any intellectual property rights and that these have been described in such a manner that the services can be used for ongoing activities after the end of the project.
- i) **Licence to operate:** the partnership must demonstrate the feasibility of providing the service in the partner country, the availability of all necessary input data and the absence of legal impediments.
- j) **Synergy:** the partnership must demonstrate that provision of the service, where it has added value, is aligned with local initiatives and has synergy with bilateral and international programmes.

3. Quality of the project:

- a) Scope and description of the output (including the size of the target group and the percentage of women and young people¹¹ to be reached). See appendix 2.
- b) Scope and description of the outcome. See appendix 2.
- c) Scope and description of the impact. See appendix 2.
- d) Scope and description of the results. Results must be specific, measurable, attainable, realistic and time-bound (SMART).
- e) The importance that the various partnership parties attach to the project, reflected in the share of its own contribution to implementation costs borne by each of the parties. The higher the partnership's own contribution, especially of companies in the partnership, the higher the score in the assessment.
Contributions higher than the minimum of 30% (40% in the case of Colombia, South Africa and Vietnam) will also result in a higher score in the assessment.
- f) Price-quality ratio: the amount of the requested grant in relation to the size of the target group to be reached and the anticipated effects. If the proposal builds on investments made in a previous G4AW project supported by a grant, the proposal must state what the price-quality ratio would have been if there had been no previous G4AW project.
- g) Project-specific approach to ODA themes, including the quality of the analysis with regard to international corporate social responsibility (ICSR); the extent to which measures are in place to manage risks relating to climate change and environmental degradation; the extent to which the project helps reduce environmental degradation and/or promotes adaptation to climate change; the project's approach to good governance.¹²
- h) Quality of Planning, Monitoring and Evaluation (PME), including risk analysis, planning, monitoring and corrective action, monitoring and evaluation, baseline measurement and the themes mentioned under g).

¹¹ The Minister defines young people as people under the age of 35.

¹² For information on ODA criteria (ICSR analysis of policy, and cross-cutting themes of climate & environment and gender), see g4aw.spaceoffice.nl/en.

4. Technical and operational feasibility of the information service:

- a) The partnership clearly describes the information service(s), specifying its effectiveness, its advantages, food producers' acceptance of the technical solution offered, and possible impact on sustainable water use and climate adaptation.
- b) The partnership shows the essential role of and the extent to which satellite data are used for the information service(s). It also identifies any limitations of the use of satellite data.
- c) The partnership shows that the information chain is complete, and describes the role of each partnership party in the chain as well as the advantages of using the information chain selected.
- d) Transmission channels: the partnership explains the use and reliability of transmission channels and the way in which interaction with food producers will take place via those transmission channels.
- e) Operational applicability: the partnership shows the operational applicability of elements of the information service(s) for the duration of the project and for the period after the project ends, including the upscaling of information services.
- f) Validation and quality: the partnership specifies and shows how the information service will be validated and the mechanism for quality assurance during and after the project. The partnership demonstrates the suitability of the chosen methodology and procedures for the purposes of client satisfaction and product validation, and shows what role the user plays in this.
- g) Data: the partnership specifies and shows how the proposal will ensure access to local and other data, including alignment with international and/or regional programmes.

Applications can score a maximum of **400** points in the assessment. Applications must attain minimum scores in each of the four assessment categories in section 4.4, otherwise they will be rejected. Points are distributed as follows:

| Check | Minimum score required | Maximum score |
|--|------------------------|---------------|
| Quality of the partnership | 55 | 95 |
| Quality of the business case | 75 | 125 |
| Quality of the project | 55 | 90 |
| Technical and operational feasibility of the information service | 55 | 90 |
| TOTAL | 240 | 400 |

Bonus: In addition to the 400 points that can be attained in the assessment, bonus points are awarded to proposals involving activities in one of the countries marked with a (B) in the country list in appendix 1. These are countries where the Netherlands implements bilateral programmes in the areas of food security and/or water, with the exception of countries where two or more projects are already being implemented with a G4AW grant. A bonus of 30, 20 or 10 points, respectively, will be awarded to the three highest-scoring proposals for the country concerned.

4.5 Guiding principles

The provisions of the General Administrative Law Act, the Ministry of Foreign Affairs Grants Decree and the Ministry of Foreign Affairs Grant Regulations 2006 are fully applicable to the assessment of applications and the award of grants.

Applications will be assessed in accordance with the above legislation and pursuant to the requirements set out in these administrative rules.

5. Allocation of the available budget

The assessment of grant applications and the award and allocation of the available funds will take place by means of a call for proposals: the quality of all applications that meet the requirements set out in these administrative rules will be assessed according to the same criteria.

Allocation of the available resources to applicants that have already satisfied the threshold criteria takes place on the basis of the results of the qualitative assessment of the assessment criteria in section 4.4.

If insufficient resources are available for all satisfactory applications to receive a full grant, these applications will be ranked according to their results in the checks. In the final allocation of resources, grants will be awarded to the highest ranking applications until the available resources are exhausted, with due regard for articles 8 and 14 of the Ministry of Foreign Affairs Grants Decree. Grants will be awarded to no more than four project proposals per G4AW partner country, including projects already awarded grants in the first two G4AW calls.¹³

It is therefore possible for a project to attain a satisfactory score but still be rejected, because the budget available for this third call is insufficient or because grants have already been awarded to four projects in the country on which the project focuses. It is also possible that the grant awarded is lower than requested yet considered feasible for implementation. In this case, reasons will be given in the grant decision.

The Netherlands Space Office is mandated by the Minister for Foreign Trade and Development Cooperation to decide on the award of grants in accordance with this ranking.

¹³ Number of current G4AW projects by country: Bangladesh (3), Burkina Faso (1), Ethiopia (2), Indonesia (2), Kenya (2), Mali (2), South Africa (1), Tanzania (2), Uganda (2), Vietnam (2).

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6. Project implementation

The grant recipient bears full responsibility to the Minister for the fulfilment of all obligations associated with the grant, even if the grant is partly used to fund the activities of partnership partners or if the activities are carried out in part or in full by one or more of the partners. The following obligations are in any case attached to a grant award.

Business plan: a G4AW project should become self-financing, preferably within the project duration. The partnership monitors the business plan and updates the financial analyses periodically (at least once a year). Adjustments of the business plan and/or the financial analyses (including quantification of the sources of funding) are reported to the Netherlands Space Office.

Progress reports: the grant recipient must report every 12 months on activities achieved and expenditure. These progress reports must always be submitted at 12-monthly intervals, on the understanding that a final report is to be submitted in the final year of the grant period. Reports must be written in English using the model supplied (see g4aw.spaceoffice.nl/en).

Notification requirement: the grant recipient must give immediate notification in writing if circumstances arise that make it likely that the activities for which the grant was awarded will not be performed in full, at all, or on time, or it will not be able to meet the obligations attached to the grant.

Extraordinary notification requirement: pursuant to the Compulsory Notification for Grant Recipients (Administrative Fines) Act, the grant recipient must ensure that the partners and the primary supplier do not use child and/or forced labour to implement the project for which the grant application has been made or in any other activities. The grant recipient must immediately notify the Netherlands Space Office of any facts or circumstances that would indicate that these companies do use child and/or forced labour.

Advance payments: The grant decision will specify a prepayment schedule. The sum of all prepayments cannot exceed 90% of the grant award.

Monitoring and evaluation: A number of performance indicators have been formulated so that output, outcome and impact of the G4AW Facility can be quantified. All grant recipients

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are required to report on these indicators. In addition, the M&E study must examine the added value of public-private partnerships and the role of government funding in leveraging private investment. The system for monitoring and evaluation must meet the following requirements:

- The partnership must report on several performance indicators (see appendix 2) once a year. These are included in the model progress report (which can be downloaded from the G4AW website).
- The partnership must commission an independent evaluation of the entire programme or parts thereof and of the functioning of the partnership itself. Among other things, the results will be compared with the baseline measurement (for example, production/input without satellite data) which was part of the project proposal.
- At least 1% of the project budget must be reserved for monitoring and evaluation.

The grant recipient monitors and reports on the outcome and output criteria. These will be published on the G4AW website.

Determining the definitive grant amount: the grant recipient must submit the final narrative and financial reports, as well as a request to fix the definitive grant amount, within six months of completing the activities. These must be drawn up in accordance with the model provided (g4aw.spaceoffice.nl/en). The Netherlands Space Office will determine the definitive amount of the grant within 13 weeks. An on-site inspection may form part of its assessment, in which case the Netherlands Space Office may extend the time limit to 22 weeks.

Subsequent information: The Netherlands Space Office can request that the applicant supply additional information about the project's impact up to 36 months after the definitive grant amount has been fixed.

Appendix 1: G4AW country list

Countries for which bonus points are awarded are marked with (B).

| Grants may cover up to 60% of the eligible costs in | Grants may cover up to 70% of the eligible costs in | |
|--|---|--|
| Colombia South Africa Vietnam | Angola Bangladesh Benin (B) Burkina Faso Burundi (B) Cambodia Ethiopia Ghana (B) Indonesia Kenya Laos | Malawi Mali Mozambique (B) Myanmar (B) Niger Rwanda (B) Senegal South Sudan (B) Tanzania Uganda Zambia Zimbabwe |

Appendix 2: M&E indicators for G4AW projects

| Indicator | Unit | Description |
|--------------------------------------|--|---|
| Output | | |
| Reach | # | Disaggregated by gender and age category (young people ¹⁴) |
| Food producers trained | # | Through both indirect and direct training Disaggregated by gender and age category (young people) |
| Area of farmland | ha | Hectares of farmland covered by the service |
| Service uptake | | |
| Users | # | Total number of individual subscriptions to one or more services provided within the project Disaggregated by gender, age category and service type |
| Sustainable users of the service(s) | # | Number of users of the service in the last 12 months who continued to use the service in the reporting period Disaggregated by gender, age category and service type |
| Outcome | | |
| Zero Hunger | | |
| Users with increased food production | # | Number of food producers whose production increased as a result of using the service(s) Disaggregated by gender and age category |
| Rise in food production | kg/ha, % | Rise in food production (increased crop yield in kg/ha) as a result of using the service(s) |
| Reduced use of inputs | | |
| Users with lower inputs | # | Number of food producers who have lowered their inputs as a result of using the service(s) Disaggregated by gender and age category |
| Efficient water use | l, % | Increase in efficient water use as a result of using the service(s) |
| Efficient use of seeds | kg, % | Increase in efficient use of seeds as a result of using the service(s) |
| Efficient use of fertiliser | kg, % | Increase in efficient use of fertiliser as a result of using the service(s) |
| Efficient pesticide use | kg, % | Increase in efficient pesticide use as a result of using the service(s) |
| No Poverty | | |
| Users with increased income | # | Number of food producers whose income rose as a result of using the service(s) Disaggregated by gender, and young people |
| Increase in income | %, \$ | Increase in income for food producers as a result of using the service(s) |
| Impact | | |
| Zero hunger | Progress made in sustainable food production and reduced use of inputs | |
| No poverty | Progress made in sustainable income security | |
| Gender & youth equality | Progress made in gender equality and empowerment of women, girls and young people | |
| Increased self-reliance & resilience | Progress made in inclusive, good-quality education, and sustainable resilience capacity to adapt to impact of climate change | |
| Economic growth | Progress made in job creation (direct and indirect) and economic growth | |

¹⁴ Age < 35 years



Ministry of Foreign Affairs of the
Netherlands



G4AW
GEODATA FOR AGRICULTURE AND WATER

Geodata for Agriculture and Water (G4AW) Administrative Rules

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