

## Partnering for Innovation

# Bidders Conference

## PI-SNAP-Ukraine-01 Kyiv, Ukraine

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February 12, 2015

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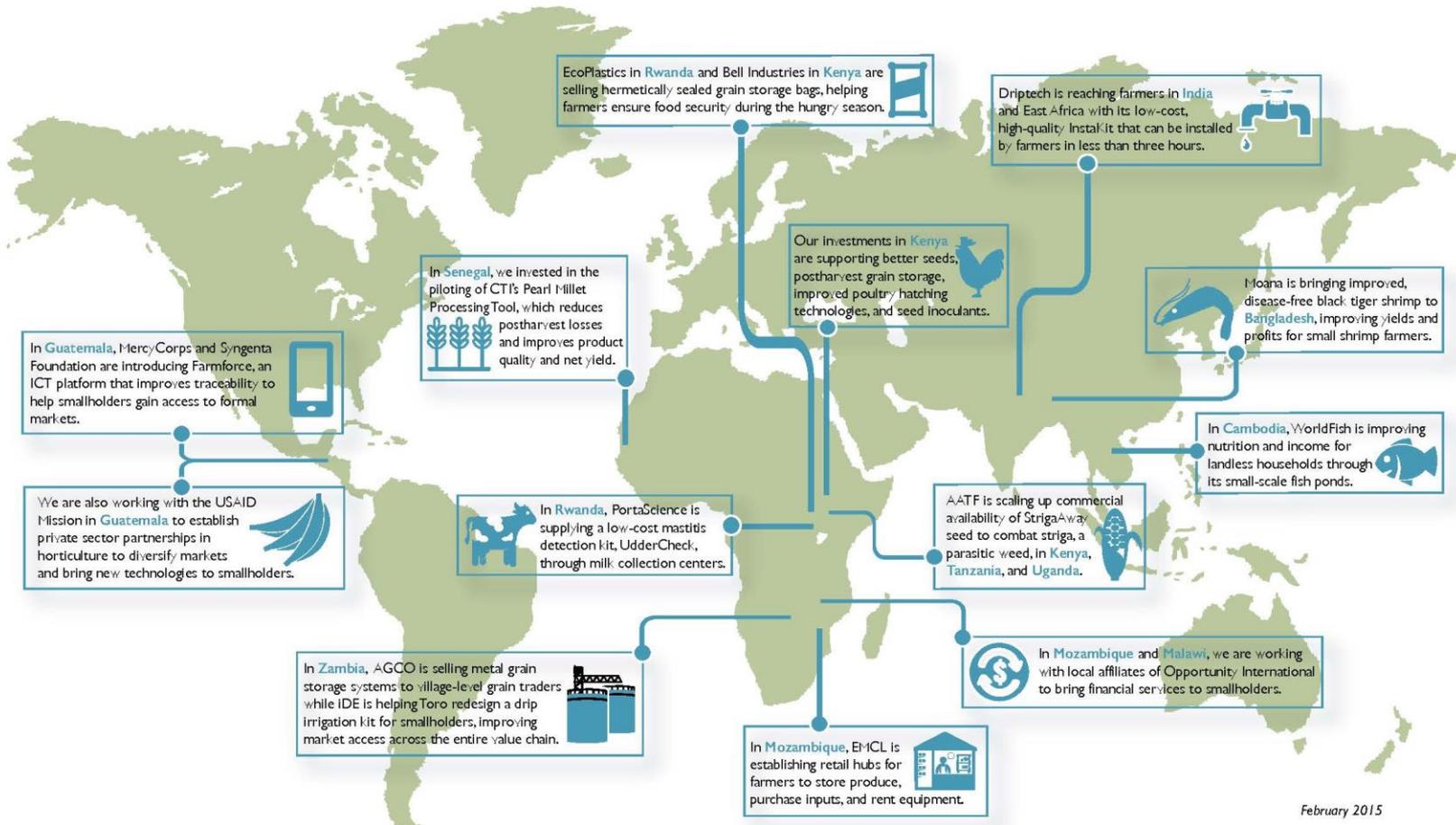
# Partnering for Innovation Goals

- ***To assist USAID in private sector partnership engagement.***  
Mission buy-ins for private-sector alliances that introduce new technologies, business models and/or distribution channels.
- ***To make proven agriculture technologies commercially accessible to smallholder farmers.***  
Market-entry grants to commercialize proven technologies.
- ***To capture and disseminate learnings of business models and best practices*** through its interactive, online community the [AgTechXChange](#).



# Where do we work?

## Snapshot of Feed the Future Partnering for Innovation Global Activities



# How do we work with USAID?

- USAID Mission commits to funding for partnerships
- Identify private sector opportunities
- Write scope of work and release solicitation that aligns with USAID objectives
- Organize and facilitate the application and evaluation process
- Conduct due diligence and negotiate performance-based grant
- Draft and manage the agreement, including reporting results



Mozambique, Malawi, Guatemala and Ukraine

# USAID Agribusiness Partnership Initiative

- Form partnerships with private sector organizations
- Address development and business challenges
- Support small and medium sized enterprises
- Provide up to \$3 million in grant funding across 3 projects
- Leverage at least \$3 million in private investment



# Solicitation for New Agricultural Partnerships



- Eligible bidders: Ukrainian registered private sector partners
- Projects must incorporate and benefit agricultural SMEs
- Minimum of one to one matching cash and or in-kind contribution
- Partnerships must end before July 31 2017

# Terms of Reference and Evaluation Criteria

- Program Goal: Leverage private sector commercial partner's expertise to achieve business and development impacts
- Agricultural SME Impact – Increases in agricultural productivity, sales revenue, employment and incomes
- Partnerships and organizational capacity
- Sustainability
- Leverage ratio



# Application Submission Requirements

- Background form
- Answer application form questions - 12-page limit
- Budget
- Cost notes
- Organizational chart
- Optional: MOU
- Submit via email to [innovation@Fintrac.com](mailto:innovation@Fintrac.com) no later than 18:00 EST March 18
- Activities start June 2015 and end no later than July 31, 2017

# Evaluation Process

- How do we review proposals?
- Who reviews them?
- When do we review them?



# Award Negotiations

- Define the project objectives and activities
- Jointly develop milestone goals
- Verify costs in the budget
- Site visits
- Reference checks



# Working with Partnering for Innovation

- Accelerated solicitation and award process
- Management and oversight with monthly conference calls and regular site visits
- Agreements and payments are based on performance milestones
- Awarded projects have significant private sector leverage



# Milestone and Payment Plan

Milestones	Completion Date	Cost (US\$)		
		Subgrantee*	Fintrac	Total
1) Approved first year work plan and company profile.	December 8, 2014		\$426,267	\$426,267
2) Training plan approved	January 24, 2015		\$85,253	\$85,253
3) Minimum of eight seed outgrower farmers and 2 IKURU seed farm staff trained in seed multiplication and provided access to mobile water irrigation systems.	May 24, 2015		\$85,253	\$85,253

# Next Steps

- 1) Bidder's Conference: **February 12**
- 2) Questions Due: **February 19**
- 3) Applications Due: **March 18**
- 4) Technical evaluation committee meets: **March 30 – April 2**
- 5) Partnership negotiations: **April 3 - June**
- 6) Awards and implementation: **Mid June**



# Connect With Us

The AgTechXChange is the premier community for advancing agricultural technologies for smallholder farmers. [Learn More](#) ▶



Find People Create ▼ My Updates Help



[Share a Technology](#)

[Find Funding](#)

[Meet & Discuss](#)

[Blog](#)

[Build Your Knowledge](#)



## Share Your Technology

What kinds of agriculture technology have you developed to improve incomes and productivity for smallholders? This is an opportunity for potential partners and investors to see your innovation.

[SHARE A TECHNOLOGY](#)

[Browse Current Technologies](#) ▶



## Find Funding

Investors, donors, and other funders share funding priorities and solicitations that target agriculture, smallholders, and technology commercialization in our innovative online marketplace.

[BROWSE OPPORTUNITIES](#)

[Share an Opportunity](#) ▶



## Share Ideas & Learn

Connect with people who share your goals to improve smallholder productivity. This is the place to ask questions, hear industry news, share lessons learned, and connect with like-minded trendsetters.

[MEET & DISCUSS](#)

[Browse Current Discussions](#) ▶

## NEW Opportunities from Partnering for Innovation

Thank you for your interest in the Feed the Future Partnering for Innovation program. Our call for Expressions of Interest for grant funding is now closed. Please [join our mailing list](#) to receive information on future grant rounds.

## OUR GRANT PROGRAM

Our grants program helps companies build profitable, sustainable businesses by investing to launch the most effective, off-the-shelf technologies into new smallholder

# Questions

