Grant Proposal Application form

Congratulations, you have successfully passed the pre-screening stage. We greatly appreciate your project idea and are pleased to inform you that you have advanced to the second stage: grant proposal stage. Please take time to carefully read the **Joint Innovation Facility's Eligibility and Selection criteria** and complete the form with the required details. We look forward to reviewing your proposal.

Instructions:0

1. Select your preferred application track, either **Open Track** or **AI Track.**
   Projects where AI is included primarily as an auxiliary/generic feature, without being essential to the core functionality or impact of the solution, will not be considered under the AI-specific track
2. Eligibility: Only **For-Profit Company or ISO/ESO/Hubs** can apply as lead partner
3. Application process: You can start the application process, save and continue later. Just remember to save your work to avoid losing the data already entered. Once the Application is submitted it cannot be edited.
4. Preparation: You may opt to download the form and prepare your responses in advance, then come back to fill in the form. You will find the form at the introduction tab.
5. Submission limit: Companies are not allowed to submit more than one proposal. Any subsequent submissions will be nullified.
6. Reference materials: Please read the Eligibility and Selection Criteria and visit the FAQs for more information.
7. If you face any challenges, please write to us via: jif@giz.de

SECTION A
Provide details of Consortium Partners in the order below:

Lead Partner A (Lead)
Name of organization
Legal form
Country of registration
Email address
Website Link

2nd Partner B
Name of organization
Legal Form
Email Address
Website Link

3rd Partner C
Name of organization
Legal Form
Email Address
Website Link

Preliminary Questions

a) Provide a summary of your project,
   - briefly describing the problem you are addressing,

- your proposed digital solution,
- unique/ competitive differentiation
- how you are promoting sustainable inclusive growth. (250 Words)

b) What is your anticipated project implementation period? (50 Words)

(Note: Maximum implementation period for JIF is 12 months.)

c) Which sector does your project focus on?

d) Upload a PowerPoint presentation presenting the project and consortium partners (max 20 slides)..

e) Have you already applied for under the Joint Innovation Facility (Pilot call – list period)?
   - If yes, explain how you have improved your application and how this is different than what was submitted before.
   - If no, upload a PowerPoint presentation presenting the project that you are applying for under JIF as well as the partners implementing it (max 20 slides).

Pillar I: Strategic Alignment

Q1: How does your solution advance digital transformation? Explain how innovation is both commercially viable and scalable. (300 words)

Further Instructions

- ❖ Demonstrate the climate-positive impact of your solution
- ❖ Explain how your solution enables Africa-Europe cross-border collaboration or market expansion

Q2: List all countries where the solution will be implemented and what the proposed implementation period is?

Further Instructions

- ❖ Specify African priority countries (from JIF's 14 priority countries)
- ❖ Specify European countries (EU Member States)

Pillar II: Partnerships & Team

Q1: Upload a formal Memorandum of Understanding (MoU) or Letter of Intent (LoI) between consortium partners outlining roles and collaboration intentions.

Q2: Describe the objective of your partnership and what you aim to achieve jointly (e.g., product/service improvement, digital component development, cross-border scaling, market entry). **Explain how the roles and responsibilities of all consortium partners demonstrate complementarity and mutual value creation and provide evidence that the consortium can successfully deliver the project** (i.e. prior collaboration, track record). *(max 350 words)*

Q3: How does the team combine the skills and experience needed to implement this project? Clearly define roles and responsibilities per organization, including time commitments. What makes your project team unique? (250 Words)

Q4: Upload consortium team profiles using the template (organization, name, gender, role description, years of experience, staff/consultant status). This should be accompanied by company organizational charts for all consortium partners

Q5: Provide the total number of team members assigned to this project – (150 Words)

- ❖ Leadership roles and gender - provide number and percentage of women in project team. Confirm whether the consortium meets the 30% women in leadership requirement

*****Leadership positions are defined as: founders, CEO, director-level, board members, or equivalent decision-making roles.***

Q6: For each consortium organization, provide the following– (150 Words)

- Number of full-time employees
- Total leadership positions
- Number and percentage of women in leadership

Q7: What is your vision for sustaining this partnership beyond JIF funding? (300 Words)

Further Instructions

Please include the following in your response:

- ❖ Steps or plans to ensure continuation of collaboration
- ❖ Partnership scaling strategy beyond the initial project
- ❖ Mechanisms to support ongoing cooperation
- ❖ Retention of knowledge and capabilities within the partnership

Q8: Provide clear breakdown of project financing: (200 Words)

Indicating the following

- ❖ Total project budget (EUR)
- ❖ Total JIF grant requested (€100,000 or €200,000)
- ❖ Total co-financing contribution (minimum 20% of grant, in EUR and %)
- ❖ Cash contribution (minimum 15% of grant amount, in EUR)
- ❖ In-kind contribution (minimum 5% of grant amount, in EUR)

Further Instructions

- ❖ Source of co-financing per consortium partner
- ❖ Confirm availability of cash contribution in company accounts
- ❖ Indicate revenue generated in past 12 months (EUR) per funding-receiving partner
- ❖ Confirm each funding-receiving partner generated revenue ≥50% of their JIF funding request
- ❖ Note: Bank guarantee letter will be required if application proceeds

Pillar III: Business Model

Open Track

Q1: Who are your target users and what needs does your solution address? How many current users do you have? (350 Words)

Further Instructions:

- ❖ In your response, provide evidence demonstrating market demand. (e.g., user growth, testimonials, pilot results)
- ❖ What is the addressable market size?
- ❖ Description of competitive advantage over other market actors.

Q2: Please explain your revenue model. Indicate revenue generated in the past 12 months and how you will achieve financial sustainability beyond JIF funding. (350 Words)

Q3: How does the partnership enable scaling and what milestones will JIF funding achieve? (250 Words)

Q4: What are your main business risks and how will you mitigate them(300 Words)

AI Track
Q1: Who are your target users and who benefits from your AI features? How many current users do you have? What evidence shows demand specifically for AI capabilities, and is your target market ready for AI adoption? (350 Words)

Further Instructions:

- In your response, provide evidence demonstrating market demand. (e.g., user growth, testimonials, pilot results)
- What is the addressable market size?
- What markets will you enter and in what sequence?

Q2: Please explain your revenue model and how you will achieve financial sustainability beyond JIF funding. How does AI contribute to revenue, what are AI development and operational costs, and does AI create economic value that justifies these costs? (300 Words)

Q3: How does the partnership enable scaling, how will AI adapt across different markets/contexts, what investments are needed for AI scaling and what AI milestones will JIF funding achieve? (300 Words)

Q4: What are your main business risks, what AI-specific risks do you face and how will you mitigate them? (300 Words)

Pillar IV: Digital Innovation

Open Track
Q1: Describe your digital solution - what it does and how it works. Why is digital technology essential to your solution's value? What makes your digital solution innovative and transformative compared to existing alternatives? (350 Words)

Explain how your solution enables, enhances, or differentiates your innovation. Describe how it drives scalability, efficiency, impact, or access. Indicate if it represents a new or significantly improved product, service, process, or business model.

Q2: What is the current Technology Readiness Level (TRL) of the Digital innovation solution? What is your solution's current deployment status? What technical risks do you anticipate during scaling and how will you address them? (350 Words)
Q3: What data does your solution collect and why? How do you ensure user privacy and data security? What regulation apply to your digital solution (300 Words)

AI Track

Q1: Describe your AI solution and the problem it addresses. Why is AI necessary vs. simpler alternatives? What evidence demonstrates that this is high-quality, applied AI? (300 words)

Explain how your solution enables, enhances, or differentiates your innovation. Describe how it drives scalability, efficiency, impact, or access. Indicate if it represents a new or significantly improved product, service, process, or business model.

Q2: How do you measure your AI's performance? How do you address bias in your AI system? What is the current Technology Readiness Level (TRL) of the AI component? What is your solution's current deployment status? To what TRL stage do you see your AI solution scale to?? (350 Words)

Q3: How do you ensure transparency of AI decisions to users? What AI regulations apply to your solution? What AI-specific risks do you face during scaling, and how will you address them (250 Words)

Pillar V: Climate Positive

Which climate impact area does your project address? (Climate mitigation / Climate adaptation and resilience / Both)

Q1: Explain how your solution contributes to climate mitigation and/or adaptation. (300 Words)
Further instructions: Provide an evidence-based description of the magnitude of the climate problem addressed. Indicate your projected climate impact. If possible, provide specific indicators: - **Mitigation:** GHG emissions reduced (tons CO2e) directly or indirectly - **Adaptation/resilience:** Number of people supported to better adapt to climate change effects; number of people trained to address climate change. If baseline data is still under development, state this and outline how it can be established during the project.

Q2: How do you measure climate-positive impact progress and results? (300 Words)

Further Instructions:

- If possible, please provide for each indicator:
  - Baseline value
  - Calculation/estimation approach
  - Measurement methodology
  - Frequency of measurement
  - Describe your monitoring and tracking system
- If measurement systems are still under development, explain the development plan and timeline

Q3: What internal capacities does your team have to achieve the intended climate impact results? (300 Words)

- What external factors or risks could affect climate impact achievement?
- How will you address these external risks?
- Provide evidence of past climate-related achievements or relevant experience
- If allocating funding to develop impact capacity, specify the amount and approach

SECTION B:

Commercial and administrative Viability

Q1: Attach a detailed realistic budget reflecting ability to implement with minimum budget. Include the breakdown that clearly indicates:

- The budget allocation to secondary or third partner.The portion allocated to implementing digital innovation.
- Administrative costs (i.e., expenses required to keep operations running). Indicate whether the funds would be used to set up the entire operation or will be used to purchase only certain aspects of the innovation. Indicate allocated team costs GIZ provide a template for the budget.

Q2: Please explain how both lead and secondary partners intend to use the funds within the project context demonstrating the public benefit in the developing country. (200 Words)

Q3: Does the lead partner have previous experience implementing with GIZ, if yes please give details as follows: year of implementation, instrument/contract type, amount, role, key results

Q4: Is there a time recording system in place? Yes, or No? If yes, is it manual or electronic? If no, please provide a voluntary commitment for the time allocated to the project

Q5: Do you have prior experience with grants or donor-funded programs (preferred but not mandatory). Provide a short description of donor funded projects relating to the project (2 lines max) including, year, donor amount and a reference contact - relating to project. We might contact will be asking for reference contacts of finalists for the finalists!

Q6: For the lead partner provide a voluntary disclosure: confirming that no allegations have been made or investigations carried out in the last five years in relation to the organization, members of ifs executive bodies or executive managers concerning breaches of the law, corruption or other offences (e g. fraud, misappropriation, breach of trust). In addition, confirm that an effective system of preventing and system for preventing and combating corruption is established and consistently implemented."

Q7: Please upload proof of legal registration. By this we mean business registration certificate of the lead partner.

Q8: Financial management and audits. Please provide description of accounting system (software/manual) and document retention practices

Q9: Procurement and contracting Describe your procurement processes (thresholds, competitive quotes, documentation) and confirm that procurements will be conducted independently according to your policies and applicable regulations.