



Question and Answers

SBIR DM “Design and innovate with locally available materials for economic and environmental impact in Egypt, Ghana, Ivory Coast, Kenya, Morocco, Mozambique, Nigeria, Senegal, South Africa, Uganda”

Version 1, 21 January 2022

This document contains the questions and answers from the information meeting and which were received by e-mail.

SBIR Questions:

1.	Questions:	Answers:
2.	What is the exact reason for choosing these specific countries?	The selected countries are important countries for programmes of the Ministry of Foreign Affairs and in each of the 10 countries an embassy of the Netherlands is active. However, in the phase of expression of interests, they are not yet involved.
3.	Do agricultural innovations fit in Theme 2?	Not necessarily, but if it concerns for example the use of agricultural waste streams and contributes to one of the themes, it might fit.
4.	Applying local residual flows from the agricultural sector, does that fit in this SBIR call?	Yes, this might fit if you can indicate that the / innovation can be applied in one of the three themes: built environment, public space of hospitals and health centres.
5.	Can we also add collection and sorting of waste to the proposal?	Your project idea should fit the scope of one of the 3 themes and you should emphasize the possible impact of your innovation. If adding collection and sorting of waste contributes to the goal of our call, feel free to include this to explain your business case. Or if it increases the possibilities of scaling up in the future you can include this as well.
6.	Concerning theme 3: is it mandatory to make the products from local materials?	We aim for innovations made by local materials. . You are expected to (re-)use local materials for at least the major part of your innovation.
7.	And would developing a medical product from local waste residues suffice as well?	Yes, medical products from waste residues do fit theme 3. Note: we are not looking for medicines from local materials, these are excluded from this call.
8.	I see some potential overlap as well between theme 1 and 2, how those applications would be handled?	This is not a problem and we are aware of this, so feel free to indicate that your innovation fits more than one theme. There is no double funding if your project covers 2 themes!
9.	I understand the need for a business case for a local entrepreneur. How do you envisage this local company's relation with the Dutch innovator and its innovation? in	At SBIR we don't prescribe your way of collaborating as long as you can demonstrate local impact and (economic) sustainability. The latter implies that you need to involve an entrepreneur who has a stake in a successful business case. We do assess the feasibility of your business case and your project should be in line with the scope of this call. It's up to you how to do this,



	terms of IP, formal relationship, revenue share etc.	so feel free to partner up with anyone in a way that suits your business in order to achieve our goal.
10.	Is there a wish from RVO that we cooperate with Orange Corners?	More than welcome! Not a requirement though.
11.	What are Orange Corners	The Orange Corners are local incubators who have local networks. The Orange Corners are funded by the Netherlands Enterprise Agency at the request of the Ministry of Foreign Affairs. They work closely together with the Dutch embassies and local partners in each programme country. In 8 countries of this call there are Orange Corner activities. The experience in other SBIR calls is that the networks of OCs can be helpful to find partners in the local ecosystem. More information https://www.orangecorners.com, for contacts check through sbir@rvo.nl.
12.	Do I need to write the proposal in English or Dutch?	Preferably English. All additional info can be found on https://www.rvo.nl/subsidie-en-financieringswijzer/sbir/sbir-oproep-ontwerp-innovaties-van-lokale-materialen-voor-de-bouw-publieke-ruimte-en
13.	I would like to share the call with our partners. The info page on RVO is only in Dutch, so it seems?	Yes, the page on RVO.nl is in Dutch, but the call is mostly in English, except for the procedural part.
14.	Is there a format/form for the proposal for stage 1?	This information can be found on: https://mijn.rvo.nl/sbir-innovatie-in-opdracht
15.	Is there any limit of project applications per team? or could we apply to more than one theme with different projects in parallel?	No there is no limit. Keep in mind that you need enough resources (capacity and finances) to handle more projects at the same time.
16.	Where can I find the call on TenderNed?	https://www.tenderned.nl/tenderned-tap/aankondigingen/249652
17.	With the online expression of interest form you cannot add files. I understand submission for phase 1 is also an online form. Does that allow to add files?	The expression of interest form does not allow you to add files. For phase 1, you can add files and must at least add your project plan (according to the format provided).
18.	Do you need eHerkenning to send in a bid for phase 1?	No