



Rijksdienst voor Ondernemend
Nederland

Innovations for increased resilience to climate change

in Egypt, Ghana, Ivory Coast, Kenya, Morocco,
Nigeria, Senegal and South Africa

Information meeting
SBIR in Developing Markets
challenge

14 January 2025



Programme

15:30	Opening and welcome	Ariane van Beuzekom (RVO)
	Explanation of the SBIR call + Q&A	Ariane van Beuzekom (RVO)
	Explanation of the SBIR procedure + Q&A	Carla Dekker (RVO)
	Closure or additional Q&A (chat or hands)	participants
	Q&A	RVO
No later than 17:00	Closure	



RVO SBIR team & Ministry Foreign Affairs



Ariane
van
Beuzekom



Carla Dekker



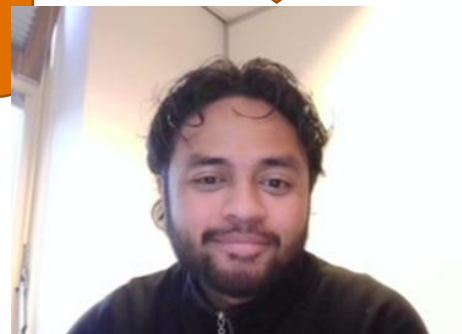
Lydia
Brons



Martijn
Moonen



Carmen
Biemond



Zachary
Patinam





Key elements SBIR in DM challenge

- Entrepreneurs responsible to define sub challenge, needed partners, type of business model
- Entrepreneurs must meet 3 criteria: local impact, technical feasibility, economic perspective
- Experimenting, reality checks for improving the idea (ph1) to a marketable product or service (ph2)
- SBIR facilitates the process with framework, methodology, clear formats, network sessions, embassy networks, company visits, advice
- Assessment by external experts open for innovations, entrepreneurial skills and give feedback
- Trust in innovation process, value of failure and entrepreneurship, 2 phases



SBIR innovation

- › is new in the new context/chosen country and needs sufficient R&D
- › fits in one of the themes of the call
- › fits and/or will be integrated in the local circumstances and practices
- › delivers a sustainable, accessible, financially viable design and product/service
- › is based on a prospective sound business case that may create opportunities for local entrepreneurs
- › has the potential to expand



Challenge

- › Develop innovations that address consequences of climate change and can turn climate resilience into a business
- › Link to the policy on Entrepreneurship with impact in emerging markets, the so-called (multi-annual) combi approach. Combining activities for less fragmentation and combining improvement of the export and investment position of Dutch entrepreneurs with economic development in the developing countries.





8 countries

- > Egypt
- > Ghana
- > Ivory Coast
- > Kenya
- > Morocco
- > Nigeria
- > Senegal
- > South Africa



Call: Turning climate resilience into a business

1 Climate resilience through damage control

- Solutions that increase resilience preventing adverse weather conditions harming and damaging rural infrastructure households, means of production, and post-harvest operations. It can be both prevention of direct consequences and indirect adverse effects. Direct effects like drought, flooding, heat, landslides and indirect effects like rodents, insects, erosion, reduction of energy supply, storage facilities etc.

2 Coping and adapting to impacts of climate change

- Solutions designed to reconstruct damaged infrastructure and housing by re-using building materials, to solve water problems by draining or restoring water supply and provide (alternative) energy supply. Also, adaptive designs ranging from agriculture-logistics to flood management and predictability are useful. Redesign can be done without importing expensive materials and regenerate vulnerable ecosystems. There might be possibilities for additional sources of income that increase resilience and stability.

3 Utilisation of untapped resources

- Use of available residual flows, waste and by-products to substitute expensive (imported) materials, feed and food. Valorising untapped resources may offer additional income streams to farmers. Possibilities such as utilization of crop residues, husks, shells and animal by-products for biogas production, composting, biochar, first aid medical products, and agro-industrial product development are examples of waste valorisation. Or climate adapted housing, cooling systems, water storage, means of transport and alternatives for animal feed.



1 Climate resilience through damage control

Think of products and services that increase resilience preventing adverse weather conditions harming and damaging rural infrastructure households, means of production, and post-harvest operations. It can be both prevention of direct consequences and indirect adverse effects. Direct effects like drought, flooding, heat, landslides and indirect effects like rodents, insects, erosion, reduction of energy supply, storage facilities etc.

Examples:

- Preventing local floodings by e.g. simple drainage canals made from local materials and moveable flood protections
- Creating resilience by constructing (easy to rebuild) houses that are designed to harvest rainwater, tackle heat stress and produce energy
- Dealing during disruptive times with frugal emergency energy and cooling solutions



2 Coping and adapting to impacts of climate change

Think of products and services designed to reconstruct damaged infrastructure and housing by re-using building materials, to solve water problems by draining or restoring water supply, and provide (alternative) energy supply. Also, adaptive designs ranging from agriculture-logistics to flood management and predictability are useful. Redesign can be done without importing expensive materials and regenerate vulnerable ecosystems. There might be possibilities for additional sources of income that increase resilience and stability.

Examples:

- Creating additional sources of income by adapting urban farming models for rural settings
- Stopping erosion caused by floodings with multipurpose mats made from available natural materials
- Improving access to (drinking) water through easy to maintain portable water purification systems (e.g., solar distillation or filtration technologies) or small-scale desalination technologies



3 Utilisation of untapped resources

Think of the use of available residual flows, waste and by-products to substitute expensive (imported) materials, feed and food. Valorising untapped resources may offer additional income streams to farmers. Possibilities such as utilization of crop residues, husks, shells and animal by-products for biogas production, composting, biochar, first aid medical products, and agro-industrial product development are examples of waste valorisation. Or climate adapted housing, cooling systems, water storage, means of transport and alternatives for animal feed.

Examples:

- Reuse of agricultural waste for building materials, tools and utensils
- Replacing plastic or other imports by using leftover materials such as agricultural fibres for purpose of building, reinforcement, or first aid products
- Income generating innovations valorising agriculture by-products and waste for food and energy



Points of attention

Not included

- › Solutions in agricultural production on topics as
 - inputs, crops and production methods and demonstration
- › Stand-alone applications for weather and crop disease forecasting
- › Solutions without a business model

Alignment combi tracks

- › Consider the degree of alignment with combi tracks

Gender equality

- › Consider how women specifically may benefit from the innovation



SBIR innovation

Adapt existing or create new designs, concepts and products, improving traditional concepts, integrated into local ecosystems, with a foundation for (new) business models

- › Redesign and improve traditional local concepts, by adding modern technology;
- › Balance economic, social and environmental impact
 - generating business, increasing economic capacities, and delivering cost-saving solutions
 - addressing a climate challenge without compromising environmental protection or resource availability;
 - generating revenues, and employment
- › Lay the foundations for a business model focused on long-term sustainability, scale and cocreation
- › Based on collaborations with African entrepreneurs to leverage knowledge and expertise



Questions?





SBIR procedure

- 1 SBIR
- 2 Steps from interest to contract
- 3 Expression of interest
- 4 Assessment procedure
- 5 Planning and more information

What is SBIR?



For you

- > From idea to solution: R&D project
- > Contracts for feasibility and research and development of innovations
- > Main contractor is responsible for the result
- > Innovation-competition: come up with fitting solutions

For us

- > Means to solving societal issues by entrepreneurs with ideas
- > Innovation-competition: find the best fitting solutions
- > Multi-phase procurement with bids and contracts: open, fair and transparent
- > Public themes where the public sector may be a potential buyer



Phases and budget



Phase 1 (feasibility)

- › Total budget: € 1.200.000
- › Per project: max € 50.000 (incl. VAT) (approx. 6 months)

Phase 2 (development and testing)

- › Total budget € 2.700.000
- › Per project: max € 200.000 (incl. VAT) (approx. 24 months)
- › VAT (BTW) should be 0%
 - Result is for developing countries (DAC-ODA)
 - For businesses located in NL
 - Check with your tax inspector

Note: For Phase 1 possibly different regime



From idea to contract





Expression of interest (EoI)

<https://rvo.survalyzer.eu/EoIResilienceclimate>

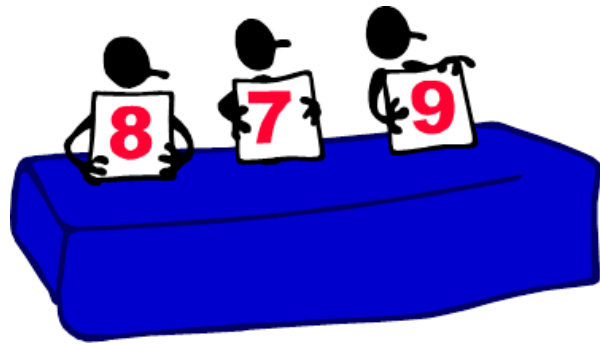
Provide the following information:

- > The country where you want to develop your innovation
- > Short description of your innovation and how it fits within the demand and context and how you will involve African partners
- > What interest does your company have in this innovation?
- > Describe why you think that your company is capable to develop your idea in Phase 2 to a prototype that will be tested in the preferred country?

Please be concise and specific!



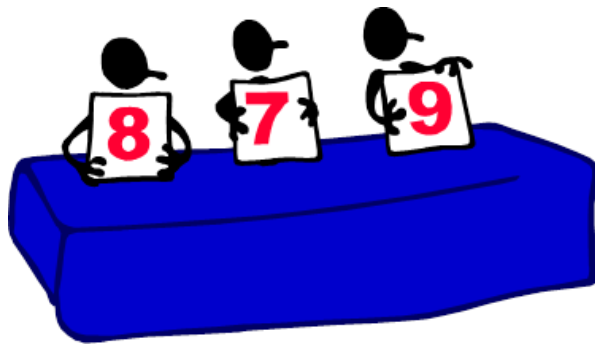
Assessment (EoI)



- › Does the idea fit within the objective of the challenge and one of the themes?
- › Is R&D needed?
- › Is the idea potentially promising?
 - Can the solution generate impact?
- › Max. 50 bid requests for phase 1



Assessment criteria bids Ph1 and Ph2 (100 points)



- › Impact: 40 points
- › Technical feasibility: 30 points
- › Economic perspective: 30 points

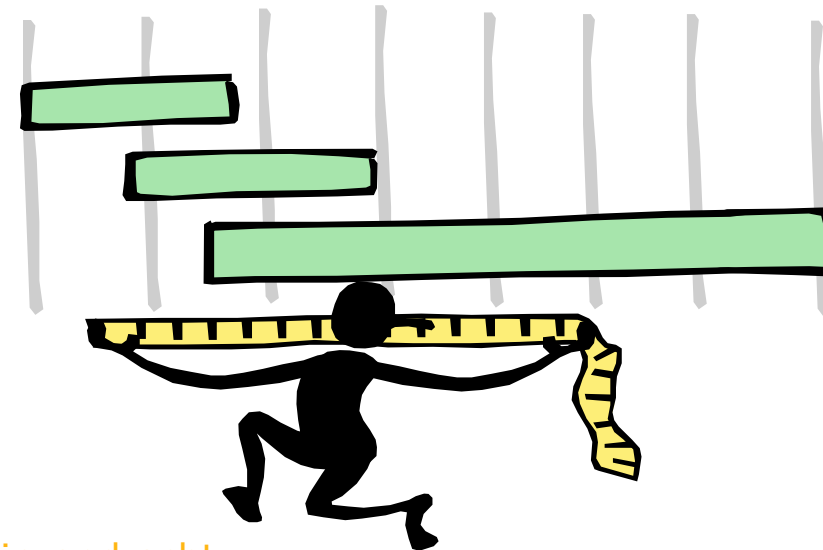
- Bids that are
 - Incomplete or
 - Don't meet the conditions or minimum requirements or
 - Received too late
- will be excluded from the competition



Planning

- › **Deadline EoI: 4 February 2025 at 10.00 CET**
 - Via [Expression of interest-formulier](#)
- › Result communicated: not later than 11 February 2025
- › Deadline phase 1 bids: **6 March 2025 at 12.00**
 - Via online form '**offerte indienen**' on <https://mijn.rvo.nl/sbir-innovatie-in-opdracht>
 - **Take time for the form. Be on time!**
- › Result communicated: not later than mid April 2025
- › Phase 1 completed: 29 September 2025
- › Deadline Phase 2 bids: 20 October 2025 12:00
- › Result communicated: not later than the end of November 2025
- › Phase 2 completed: 23 November 2027

- › *Please note we can adjust the time schedule*





Where can I find information?

- > All information, Call for proposals (oproep), *and* Q&A (*Nota van Inlichtingen*) at
 - <https://www.rvo.nl/subsidies-financiering/sbir/innovaties-voor-grotere-veerkracht-bij-klimaatverandering>
 - <https://www.tenderned.nl/aankondigingen/overzicht/362023>
 - <https://www.rvo.nl/subsidies-financiering/sbir/offertes-indienen>
 - <https://www.rvo.nl/onderwerpen/overzicht-combitracks>
 - Questions via sbir@rvo.nl