

Feed the Future Mozambique Agricultural Innovations Activity Annual Partnership Program Announcement

Issuance Date: 1 October 2018
Closing Date: 30 September 2019
Announcement Number: PPA-INOVA-FY2019-001

The Feed the Future Mozambique Agricultural Innovations Activity (hereinafter referred to as “FTF Inova”), managed by DAI on behalf of USAID, invites interested parties to express their interest and take part in its market actor innovation partnership program.

The purpose of the market actor innovation partnership program is to support Mozambican private-sector firms and institutions (both existing companies and new entrants to the Mozambique market) with the piloting, testing, and scaling of innovative, pioneering approaches that solve agricultural market inefficiencies and make the market more inclusive of smallholder farmers, especially women and youth. FTF Inova focuses primarily (but not exclusively) on agricultural inputs distribution, supply chain management, logistics services, media and communication, marketing and research services, and other supporting services.

To that end, FTF Inova will provide technical assistance to private-sector firms and institutions and share costs, which may involve the use of a variety of mechanisms, including small grants, with the aim of piloting and introducing new business models and practices, expand the partner’s business, promote innovation, crowd in investment, and develop business services, technology, and linkages to agricultural markets and smallholder farmers.

These activities may or may not be technology-based. Examples of ideas and concepts that FTF Inova could support may include:

- Agricultural output buying firms wishing to invest in new business models that enhance quality, traceability and relationships with their suppliers (farmers or aggregators);
- Agro-processing firms interested in upgrading their quality & food safety standards and the traceability of their supply chain in order to expand to new domestic and export markets;
- Agricultural input firms wishing to invest to pilot and scale up new marketing tactics and loyalty programs to expand their distribution network and increase their outreach to smallholder farmers;
- Agricultural firms wishing to invest in more inclusive business models or practices that encourage the participation of women, youth, and/or the disabled, either as producers, suppliers, or workers;
- Companies selling agricultural inputs wishing to define innovative distribution and retail expansion strategies that can expand outreach to the last mile;
- Banks or microfinance institutions wishing to develop new loan products or to serve new clients (e.g. loans for traders or targeted farmers, leasing for tillage, rollout financial literacy training etc.);
- Academic institutions interested in researching and testing ground-breaking agricultural technologies;
- Academic institutions and private-sector actors interested in testing new approaches to internship programs;
- Marketing, retail, IT, or management consulting firms seeking support to develop technical service offerings to companies in the agricultural market system;
- Radio stations interested in developing commercially viable behavioral change and communication programs targeting agricultural communities; and
- ICT developers interested in piloting and scaling commercially viable ICT solutions for companies working in agriculture.

FTF Inova Partnership Program Background

The aim of the market actor innovation partnership program is to use innovative engagement strategies to frame partnerships between FTF Inova and actors in the Mozambican agricultural market system to collaborate and co-design innovations that will help private-sector businesses and institutions to make agriculture in Mozambique more profitable, sustainable, and inclusive of smallholder farmers, especially women and youth. The FTF Inova partnership program provides support on a cost-sharing or co-investment basis to businesses that are able to demonstrate ownership and commitment to their ideas and concepts. The support FTF Inova provides is normally intended to defray the risk to the business of trying something new. Any ideas supported by the partnership program should have potential for significant impact on agricultural value chains and market systems, including increasing production, adding value, upgrading agricultural products made in Mozambique, enhancing competitiveness, and fostering overall sector growth. The partnership program offers a system for FTF Inova and market actors to monitor and evaluate implemented activities and collaborate, learn, and adapt.

Issuance of this announcement does not constitute an award or commitment on the part of DAI, nor does it commit DAI to pay for costs incurred in the preparation and submission of expression of interest. Further, DAI reserves the right to reject or approve any or all submitted expressions of interest.

FTF Inova works in all Mozambique provinces north of the Rio Save; this **excludes** activities based in the following provinces:

- Maputo Province
- Gaza Province
- Inhambane Province

Applications to pilot ideas in the above provinces will not be considered. However, businesses and registered organizations or entities that *operate* north of the Rio Save are encouraged to apply, no matter where they are headquartered.

How to Apply

Market actors that may be interested in becoming part of the market actor innovation partnership program should complete an expression of interest (EOI) form on one of the following web pages:

Expression of interest form in Portuguese:

<https://goo.gl/76hVZj>

Expression of interest form in English:

<https://goo.gl/1CHWKJ>

For further guidance, applicants may contact parceria@ftf-inova.com or one of our offices directly:

Maputo: Rani Towers, 141 Avenue Marginal, 2nd Floor, Maputo, 1100
Tel.: +258 21 49 8169
Nampula: Milenio Center, 202 Avenue Josina Machel, 3rd floor, door n° 13, Nampula
Tel.: +258 84 822 7295
Chimoio: Rua de Sussundenga, no 613, Chimoio
Tel.: +258 84 729 4643

Deadline

Submissions of the expression of interest forms will be accepted on a rolling basis until 30 September 2019.

Eligibility

Only legally registered entities in accordance with laws of Mozambique (private sector organizations, businesses, research institutions, universities, associations, producer groups and/or cooperatives, local NGOs, etc.) are eligible. Interested parties engaged with agricultural development activities are highly encouraged to submit an application. Special attention will be given to women-owned businesses or organizations.

The following entities are **not** eligible for consideration:

- Any organization not legally registered in Mozambique;
- Any entity listed in the U.S. government Excluded Parties List;
- Any Public International Organization (PIO);
- Any non-Mozambican, non-U.S. non-governmental organization;
- Any governmental agency;
- Any entity affiliated with DAI/FTF Inova directors, officers, or employees;
- Any military organization;
- Any political party organization;
- Any government-sponsored cooperative;
- Any labor unions; and
- Any individuals.

Evaluation of Applications

Applications will be evaluated on a rolling basis. Applicants can expect to be contacted by FTF Inova within 30 to 90 days of submitting a complete application, though FTF Inova cannot guarantee the response timeframe. Application evaluation criteria will emphasize the concept’s strategic relevance to FTF Inova’s objectives, the feasibility and commercial sustainability of the proposed idea, the applicant’s role in the market, and the application’s overall potential—considering both the idea and the applicant—for stimulating transformational change at scale in the agricultural market system in Mozambique.