



FEED THE FUTURE
The U.S. Government's Global Hunger & Food Security Initiative

Partnering for Innovation

SEMI-ANNUAL REPORT #1



USAID
FROM THE AMERICAN PEOPLE



fintrac

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EXECUTIVE SUMMARY

Feed the Future Partnering for Innovation identifies and connects new technologies to the smallholder market. The program works with companies and other organizations that have proven technologies to help them develop effective commercialization strategies, including: identifying partnerships to enhance local distribution networks; understanding the marketplace and consumer economics; identifying financing options and financiers; and overcoming barriers to entry into new markets. The program will fund proven technologies that can quickly help smallholders in developing markets become more efficient and profitable by creating a transparent grants process as well as by providing crucial technical and business assistance.

Major accomplishments in the program's first six months include the following:

- Formal launch on November 12, 2012 included a public event, website, and press release to announce the program and begin its first call for Expressions of Interest (EOIs).
- Received 123 EOIs by the January 31, 2013 deadline. More than half of the proposals focused on agricultural inputs (28 percent) and postharvest technologies (28 percent), and another third represented information and communications technology tools (16 percent) and agricultural production technologies (15 percent). The Expressions of Interest mainly targeted African countries (78 percent). The majority of applicants came from the private sector (40 percent), while a third of applicants were from the NGO/non-profit sector, and the final third from academic institutions.
- Successfully completed start-up activities including program planning, leasing offices, and setting up financial and grants management systems. The team – comprised experience professionals in business, marketing, agricultural technology, research and development, and international development – focused on creating the processes and criteria for soliciting and selecting grant applicants and reaching out to critical constituents from academia and the private sector. Most importantly, the team provided relevant feedback to applicants to improve their proposals for the next round of funding. Applicants noted, “The process was simple, transparent, expedient, and business-oriented.”
- **Component 1, Technology Commercialization:** Focused on cataloguing new technologies; conducting outreach to companies, universities, and research institutes; and assessing technologies submitted for funding.
- **Component 2, Partnership Development:** Developed guidelines and best practices for partnership models; conducted outreach to businesses, research institutes, universities, USAID, and



Photo by Fintrac Inc.

Female farmers benefit from technologies such as drip irrigation and low-cost greenhouses, which help improve production of high-value crops such as tomatoes.

other donors; and developed tools to assist grantees in developing successful technology commercialization plans.

- **Component 3, Design and Analysis of Partnership Models:** Identified and researched exceptional partnership models and effective practices that can be replicated.
- **Component 4, Communications and Knowledge Management:** Created and began implementing a comprehensive strategy to promote learning, information sharing, and continued dialogue for stakeholders and other colleagues, including being an active player in social media and participating in public and online events.
- The **grants team** created the prototype for a signature Standard Milestone Obligation Grant (SMOG), which requires the grantee to meet specific business-related milestones to receive payment. The grants team also led the test pilot grant negotiation process culminating in the award of a Pilot Grant to Purdue University to introduce 15,000 hermetic storage bags (PICS) into Rwanda.
- Convened the Internal Review Committee (IRC) to review and rank the EOIS.
- Issued a Request for Application (RFA) following the review of the EOIs, and convened the Commercialization Review Committee (CRC) to rank grant applications and make recommendations for funding. The grants team is guiding the due diligence and negotiation process, ensuring each applicant is thoroughly vetted, work plans and targets are realistic and ambitious, and documentation is in order for submission to USAID. After completion of the due diligence process, up to 10 grant proposals, valued at \$7.7 million, are expected to be implemented in seven countries.
- Planned the program's first in-depth technical workshop to be held in May 2013 with 20 representatives from organizations who applied for funding in the first round and whose businesses concepts showed promise but needed further work. World-class coaches and speakers will provide insight and guidance. An online Community of Practice will launch in tandem with the workshop, and a second online community will be launched in partnership with AgriLinks.

INTRODUCTION

Partnering for Innovation identifies and promotes innovative agriculture technologies for investment and distribution across the developing world with a particular focus on Feed the Future target countries.¹ Funded by the United States Agency for International Development (USAID) as part of the US government's Feed the Future initiative, its goal is to put labor-saving, state-of-the-art technology into the hands of smallholder farmers to improve their productivity, profitability, and quality of life.

Providing both grant funding and technical assistance to support the identification, development, and implementation of ground breaking off-the-shelf technologies, Partnering for Innovation requests concept papers twice a year from private manufacturers, research and development institutes, universities, scientists, and other entrepreneurs who are interested in marketing to the base-of-the-pyramid market that desperately needs modern technology to compete in today's agriculture marketplace. Specifically, the program looks for modern off-the-shelf technologies that will increase the productivity and competitiveness of smallholder farmers, especially women.

Partnering for Innovation provides pilot testing and demonstration of proven technologies in these new markets as well as larger grants to bring these technologies to commercial scale. Examples include:

- Seed varieties
- Biological pest management products
- Animal genetics and vaccines
- Drip irrigation and water harvesting systems
- Production and postharvest mechanization
- Postharvest and value-added technologies
- Internet and cell phone technology

The program will address constraints to increasing access to inputs such as seed, feed, fertilizers, machinery and irrigation systems, and other off-the-shelf technologies, in concert with private-sector partners, in order to develop commercial input industries, organize private dealer networks, expand sustainable irrigation and water management, and strengthen farmer organizations. The program focuses its resources on bringing to market and scaling up promising agricultural technologies that benefit smallholder farmers, and in particular, ensuring increased opportunities for women.

GOALS

Partnering for Innovation's overarching goal is to improve the competitiveness and incomes of smallholder farmers. Specific goals include:

- To make proven agriculture technologies commercially accessible.
- To promote partnerships for investment and commercial distribution of modern agriculture technologies.

¹ Feed the Future countries are identified at www.feedthefuture.gov.

- To build a strong network of like-minded entrepreneurs, researchers, businesses, and other organizations working to create profitable businesses.
- To capture and disseminate the best practices of technology developers, research institutes, and donors.

STARTUP AND PROGRAM ADMINISTRATION

The first six months of Partnering for Innovation entailed significant investment of time in start-up activities, including:

- Staff recruitment and hiring.
- Leasing and furnishing office space in Washington, DC.
- Subcontracting with Deloitte Consulting LLP, giving the program access to Deloitte's global country-level expertise and specific country-level information for companies interested in investing in emerging markets.
- Establishing administrative and accounting procedures.
- Installing a web-based relationship management database to track interactions with organizations and individuals.
- Developing grant solicitation, evaluation, and award criteria that resulted in one pilot award and 10 other agreements under negotiation from 123 applicants.

The original program RFA and proposal called for the team to be divided into four components, each led by a component specialist. In addition, the team includes a grants specialist who manages the grants process. The work plan (Annex I) was designed with these component roles in mind. This report summarizes activities and accomplishments under each component and grants management.



COMPONENT I: AGRICULTURE TECHNOLOGY COMMERCIALIZATION

There are many proven technologies with the potential to improve smallholder productivity and profitability. Component I activities focused on creating the process and criteria for soliciting and selecting applicants that offer promising agriculture technology. Additional work included cataloguing new technologies; conducting outreach to universities and research institutes to promote the program; assessing technologies submitted for funding; and participating in round one proposal evaluation.

Results include:

- Developed criteria for assessing funding potential of technology applications.
- Developed a technology inventory of 154 technologies, and their developers, that are appropriate for smallholder farms.
- Wrote blogs and profiles highlighting effective technology commercialization.
- Co-evaluated and short-listed the Purdue University PICS bag project in Rwanda as a trial grant.
- Provided assessments of short-listed technologies for use by grant managers.
- Conducted due diligence for grants under consideration in round one solicitation.
- Outreach:
 - Contacted all 10 Collaborative Research Support Programs (CRSPs) and 15 Global Agricultural Research Partnerships (CGIARs), to brief them on program activities and inventoried technologies.
 - Conducted outreach to more than 100 private companies, nonprofit organizations, and research and development organizations.
 - Attended the World Agriculture Expo in Tulare, CA in February 2013 to promote the program among private agrodealers and to learn about potential technologies and organizations that could qualify for Partnering for Innovation funding.



Photo by Fintrac Inc.

Cage aquaculture is a low-cost and effective technology that teaches rural fisherman best practices to monitor and improve their techniques.

COMPONENT 2: PARTNERSHIP DEVELOPMENT

Component 2 is based on the notion that smallholder farmers can benefit from partnerships that support the development of profitable technology, emphasizing marketing and distribution. In addition to assisting in developing the grant solicitation and selection process, the partnership team focused on developing guidelines and best practices for partnership models; promoting the program to businesses, research institutes, universities, USAID, and other donors; and developing tools to assist potential and current grantees in implementing successful technology commercialization plans.

Results include:

- Developed definitions, models, and effective practices for creating and managing partnerships.
- Created an inventory of effective partnership models.
- Conducted due diligence for five grants under consideration in Senegal, Rwanda, and Kenya.
- Outreach:
 - Attended the Norman E. Borlaug International Symposium in Des Moines, IA in October 2012.
 - Contacted NGOs, other Feed the Future projects, businesses, relevant networks of stakeholders, and research contacts, including organizations such as AgPartnerXchange, Sustainable Food Lab, Business Action for Africa, African Business Roundtable, AGRA, the Access and Markets Team at The Bill and Melinda Gates Foundation, and USAID programs including Rwanda Postharvest Handling and Storage, Agricultural Growth Program in Ethiopia, and Agro Inputs Program in Bangladesh.
 - Conducted an outreach and due diligence trip to meet with potential applicants and partners in Rwanda, Uganda, Kenya, and Ethiopia.

Crosscutting Project

The **First Pilot Grant** valued at \$149,500 was awarded to Purdue University in March 2013 to introduce its innovative, low-cost grain storage bag in Rwanda. Purdue has successfully brought its hermetically-sealed plastic bags, known as Purdue Improved Crops Storage (PICS) bags, to 10 countries in West and Central Africa for cowpea storage. Purdue will work with Kigali-based EcoPlastics, a commercial producer, distributor, and recycler of plastic products. This grant supports capacity-building services to EcoPlastics, introduces new crop trials, and improves smallholder storage practices that will reduce postharvest storage losses and increase incomes.

COMPONENT 3: DESIGN AND ANALYSIS OF PARTNERSHIP MODELS

During the first six months, Component 3 focused on identifying, documenting, and assessing partnership models that can be duplicated by the program team, USAID, and others. The team also contributed to identification, evaluation, negotiation, and implementation of technology grants and developed comprehensive background reports on each country where the program is evaluating grants. This information, derived from several sources including Deloitte's extensive in-country consultants, will help each grant team assess the viability of grants and inform the structuring of each grant agreement.

Results include:

- Researched and assessed smallholder technology dissemination models of close to a dozen firms, including HarvestMark, ETG, Mann Packing, and Wal-Mart Global Sourcing to encourage them to apply for funding in June 2013.
- Because horticulture and its affiliate service companies have a proven record of scaling up smallholder incomes and commercialization, worked with United Fresh and the Produce Manufacturers Association to identify horticulture and agribusinesses expanding into emerging markets.
- Compiled a database of partnership models and categorized model types that would be most effective for partners and other donors to learn from and duplicate.
- Completed a draft case study for Blue Skies, the first fresh-cut technology business established in West Africa, which highlights the business model's strategies for technology transfer to smallholders in Ghana. The Blue Skies business model increases smallholder incomes by thousands of dollars per year while training and transferring modern agriculture technologies on a commercial, non-donor funded basis.
- Conducted additional research on a set of companies active in emerging market commercial agriculture technology. These companies have used a variety of models to transfer modern agriculture technology to smallholder farmers:
 - **Poultry Equipment Manufacturer/Distributor**
SureHatch – offering multiple lines (e.g., village, smallholder, semi- and full-scale commercial) of start-up poultry business kits, positioning the company to ride the rising wave of poultry consumption across Africa. Its business model targets smallholders, especially women, as suppliers across Africa.
 - **Agro Input Supplier/Grain Trader**
Wienco – a European firm established in Ghana with more than 30 years' experience. The firm continues to build upon its vertically integrated cereal grain business model in northern Ghana. Wienco introduced commercial maize and soybean production model for smallholders.
 - **Postharvest Storage Supplier**
GrainPro – a leader in hermetically sealed storage units. This firm continues to expand across Africa after its success in Southeast Asia with cereals, legumes, coffee, and cocoa.
 - **High Value Fresh-cut Fruit and Vegetable Manufacturer/Distributor**
Blue Skies – using a network of extensions and farmer-leaders, this processor/marketer has incorporated the use of modern production and processing technology (fresh-cut) that

creates high-value products at the source. This business model is being expanded to other parts of West Africa.

- ***Mechanized Agriculture/Cereal Grain Storage Manufacturer***

Agco – a large mechanized agriculture multinational company has a business model targeted on expansion in Africa; in Zambia they established a farm-training center to promote tractor sales to smallholders using innovative financing (i.e., leasing) and customer training/support.

Crosscutting Project

AgInvestor Lab: Getting Your Technology to the Smallholder Market. Planning is underway for this intensive, interactive workshop, designed by Partnering for Innovation to help grant applicants who were not selected for funding in the first round to improve their business concept. It is an opportunity to creatively and collaboratively refine commercialization strategies, including: (1) identifying partnerships to enhance local distribution networks; (2) understanding the marketplace and customer economics; (3) identifying financing options and financiers; and (4) overcoming barriers to entry into new markets. The workshop will be held May 19-24, and will provide the opportunity to interact with investors, funders, coaches, and mentors, as well as peers and other experts. Partnering for Innovation will pay all room and board costs for the week. Participants are responsible for travel and incidental costs to and from Airlie, VA. There will be awards of \$10,000 for each of the four best-revised proposals.

COMPONENT 4: COMMUNICATIONS AND KNOWLEDGE MANAGEMENT

The Communications and Knowledge Management team is responsible for overall outreach to the private sector, donor, and development communities using digital and social media tools such as websites, webcasts, blogs, videos, and other media. This includes overall program branding and strategic messaging. The team supports the other components by identifying and preparing for events where activities, results, and best practices are shared.



Results include:

- Designed a branding and marking strategy that combines Feed the Future, USAID, and Fintrac branding.
- Created branded program materials including a brochure, information packets, letterhead, and a PowerPoint presentation.
- Created a website and social media venues, including LinkedIn, Facebook, Twitter, and a Google+ blog.
- Social media has been a successful feature of Partnering for Innovation:
 - More than 5,000 visitors to the Partnering for Innovation website.
 - Two blogs, which have been viewed almost 1,800 times since January.
 - Daily Tweets that are reaching more than 50,000 Twitter accounts.
 - A Facebook page that has attracted more than 1,000 viewers.
 - A LinkedIn Group with more than 400 members and an active thread of discussions each week.
- Held a public launch event on November 14, 2012, attended by more than 100 participants representing government, businesses, and nonprofit organizations.
- Appeared in the news with Op Eds in the [Guardian](#) and articles about Partnering for Innovation in venues such as [The Africa Journal](#), USAID's [Natural Resources Management & Development Portal](#), the State Department's [IIP Digital Magazine](#), and DevEx.
- Featured programs in webinars by the *Guardian* on Financing Development Projects and by AgriLinks on Preventing Postharvest Losses.
- Shared six monthly updates on our website, highlighting technologies and program achievements and two program news releases featuring information on Expressions of Interest received and an announcement of the first pilot grant award to Purdue University to introduce its low-cost grain storage bag into a new market.
- Conducted Partnering for Innovation's first webinar to provide information and respond to questions from applicants.

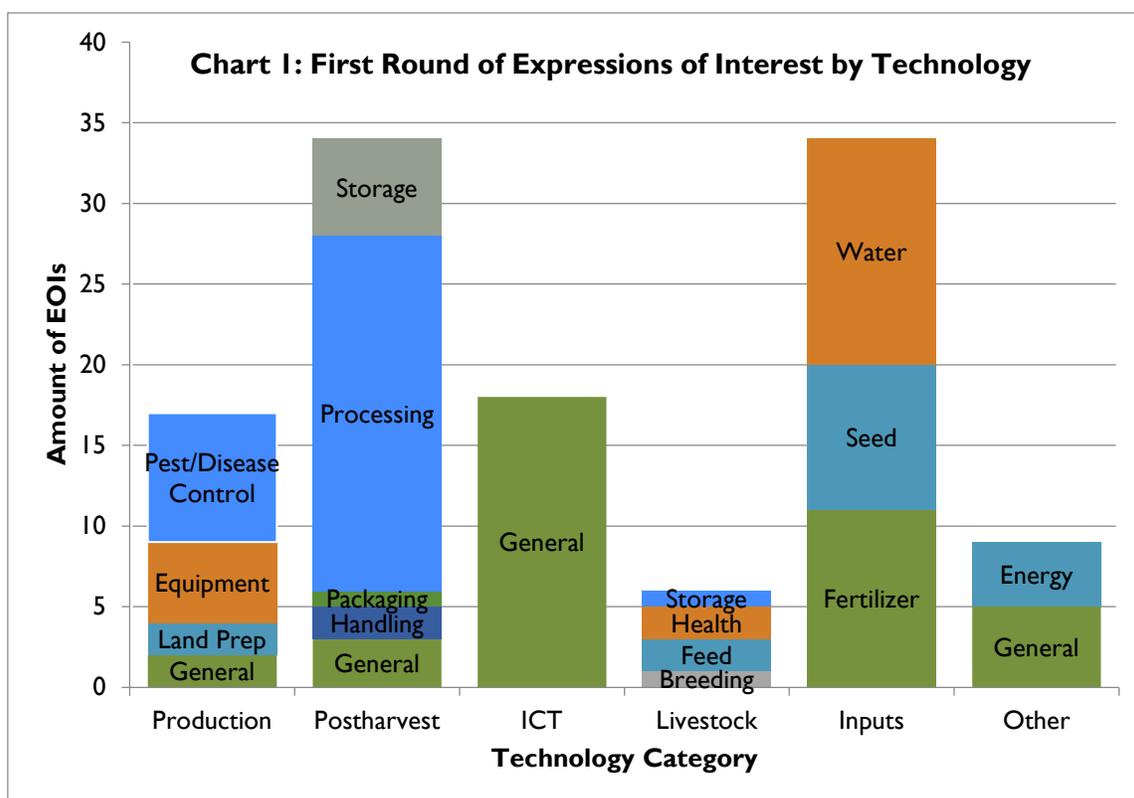
GRANTS

The grants team supports all activities including the test pilot grant application and negotiation process, the launch of the first Expression of Interest, shortlisting, RFA management, final review and ranking, due diligence and negotiation processes, review and approval documentation, and the issuance of final grant awards. The team is also responsible for ensuring implementation benchmarks and targets are validated and grant payments are made according to the terms of each agreement.

Results include:

- Developed program grants procedures including completing the subaward manual for USAID approval:
 - Created guidelines and requirements for the Expressions of Interest (EOI) and Request for Application (RFA) as well as the criteria and scoring rubrics.
 - Conducted initial research on potential technologies that showed promise for application at the smallholder level for consideration for an initial pilot award to test grant award procedures.
 - Identified and vetted three technology developers for the pilot award, selecting one.
 - Established grant application review process
 - i. **Internal Review Committee:** Created the committee to review of Expressions of Interest comprised of technical component leads, the grants manager, and one representative from USAID.
 - ii. **Commercialization Review Committee:** Identified seven outside experts representing a variety of countries and agricultural business and technical expertise to review the final proposals.
- On November 14, 2012, Partnering for Innovation released its first EOI and received 123 applications, of which 120 were eligible for review.² The IRC reviewed all EOIs and shortlisted 19. Top-ranked applicants submitted a full application according to RFA guidelines (Annex VII).
- Partnering for Innovation received a variety of technology applications in the first round. Chart I provides a breakdown of technology categories such as production, postharvest, information communications and technology, livestock, inputs, and other. Nearly 70 of the 120 applications focused equally on postharvest or inputs.
- Overwhelmingly, 70 percent of all EOIs received focused on Africa exclusively; 8 percent of EOIs focused on a combination of countries where at least one of the countries was also in Africa. 13 percent and 8 percent of the EOI proposals, respectively, targeted Asia and Latin America. One percent of all applications targeted the Middle East and North Africa.

² Three were disqualified for not meeting application criteria.



- **Commercialization Review Committee (CRC):**

- The CRC, a group of international business and agricultural experts, met in March to review and evaluate the 19 shortlisted applications received in response to the RFA. The CRC included Sara Boettiger, chair of the CGIAR Center’s International Maize and Wheat Improvement Center (CIMMYT); Ricardo “Raca” Lardizabal, head of global production for Fintrac, Inc.; Tim de Mestre, general manager of Paraway Pastoral of Australia; Hasit “Tiku” Shah, managing director of the Sunripe Group of Companies of Kenya; and Francisco Viteri, CEO of Agropecuaria Popoyán, S.A., a diversified agribusiness based in Guatemala. The technologies proposed in the first round of proposals included a mastitis detection kit, pest-resistant seeds, grain processing equipment, metered methane fuel-use technology, smallholder drip irrigation packages, and an ICT-based mobile system to assist extension and market information outreach.
- Through a facilitated, robust evaluation process, the CRC reviewed each application received using pre-established evaluation criteria. At the end of the meeting, the CRC ranked the applications in order of quality from one to 19.
- Based on the available budget, the program team selected the top 10 proposals to begin the grant negotiation process. Of these potential awardees, seven qualify as pilot technology awards where the total maximum value of the grant is \$400,000 for up to a 12-month period. The purpose of a pilot technology grant is to introduce an off-the-shelf technology into a new market. The remaining three potential awardees may receive commercialization awards, which generally last longer than one year and are larger than \$400,000. Commercialization grants help scale technologies that have proven feasible in the smallholder market.

- Partnering for Innovation notified applicants of their selection status, provided detailed feedback to all unsuccessful applicants, and invited the applicants who ranked highest to attend our AgInvestor Lab to improve their commercialization strategies.
- Negotiation and due diligence with the 10 finalists is underway, with awards expected to begin in May. As of the end of this reporting period, this process has included checking references, conducting DUNS searches, completing pre-award surveys, and conducting site visits. The combined value of awards for this round is approximately \$7.8 million.
- Within the next two months, Partnering for Innovation expects to make the following awards:

Chart 2: List of Applications under Review

Potential Pilot Technology Awards*		
Potential Awardee	Target Countries	Technology Type
Compatible Technology International	Senegal	Postharvest processing
Driptech Inc.	India	Water management/Irrigation
iDE	Burkina Faso, Zambia	Water management/Irrigation
PortaScience	Rwanda	Livestock health
Purdue University	Kenya	Postharvest storage
Schutter Energy Takamoto PAYG Biogas	Kenya	Alternative energy
World Cocoa Foundation	Ivory Coast	Mobile extension
<i>*Budget is \$400,000 or less</i>		
Potential Commercialization Awards		
Potential Awardee	Target Countries	Technology Type
African Agricultural Technology Foundation	Kenya, Tanzania, Uganda	Disease/Pest resistance
Netafim	Kenya	Water management/Irrigation
Twin	Malawi, Mozambique	Postharvest processing

CHALLENGES AND SOLUTIONS

- **Website:** Partnering for Innovation originally planned to host a website on Feed the Future’s “Private Sector Hub,” but this was not a feasible option in time for the program’s launch. Fintrac created and maintains a separate website: www.partneringforinnovation.org.
- **Staffing:** Two of the original project staff resigned for personal reasons. The Commercialization Lead stayed on part-time until a replacement was found, and the program director hired a new Communications and Knowledge Management Lead in late December.
- **Refinement of Grant Funds:** Shortly after award of the cooperative agreement to Fintrac, the team held internal discussions and proposed changes to simplify the grant structure. After presenting options to USAID, it was agreed to reduce the number of types of grants from four to two: pilot-phase grants that would take a new technology and demonstrate its applicability in a new market and a commercialization partnership grant. The pilot-phase grants are for one year and a maximum of \$400,000. The more involved commercialization grants fund a technology that has been proven in a market but require significant time and financial resources to scale up. These grants are multi-year and have no dollar limit.

ANNEX I: WORK PLAN

Activity	2012-2013												Target	Milestone Indicators	Indicator target		
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep			To date	Balance	
Start-up and Program Administration																	
Key personnel hired/approved	x													4	approvals, key personnel contracts	0	4
Subgrant with Deloitte submitted/approved/signed	x													1	subgrant approved, signed	1	0
Year 1 workplan submitted/approved	x													1	approved Year 1 workplan	1	0
Office established			x											1	office leased, occupied	1	0
Balance of core team approved/hired			x											1	approvals, staff contracts	1	0
Admin/accounting systems installed			x											1	office files	1	0
Subgrant manual submitted/approved			x											1	grant manual approved	1	0
Branding/Marketing plan and project marketing materials approved		x												1	branding/marketing plan	1	0
Activity Startup event		x												1	startup event	1	0
Monthly update		x	x	x	x	x	x	x	x	x	x	x	x	11	updates	6	5
Semi-annual report (each Apr)							x							1	semiannual report	1	0
Annual report (each October)														0	annual report (Oct 2013)	0	0
Second annual workplan submitted													x	1	second annual workplan	0	1
I Component I: Comercialization of FTF Technologies																	
Develop process and metrics for soliciting technologies		x												1	solicitation document	1	0
Identify, establish a technology assessment team			x											1	team profile, agreements	1	0
Inventory existing technologies			x	x	x	x	x	x	x	x	x	x	x	10	monthly technology briefs	6	4
Outreach and assessment trips to research, project, Mission programs				x			x							6	2 trips/quarter to visit FTF countries	2	4
Solicit technology seed grant proposals for Round 1			x							x				2	technology fund grant solicitation	1	1
Evaluate, score, rank Round 1 list of eligible technologies, submit to CRC				x										10	technology fund grant evaluations	10	0
Select applicants, support applicant in full proposal development, establish and negotiate targets and sub-award amounts					x									3	subgrants negotiated and approved	1	2
Approve seed grant, implement, monitor technology grants						x								3	subgrants awarded and implemented	1	2
Solicit technology seed grant proposals for Round 2										x				1	technology fund grant solicitation	0	1
Evaluate, score, rank Round 2 list of eligible technologies, submit to CRC											x			10	technology fund grant evaluations	0	10
Select applicants, establish and negotiate targets and sub-award amounts														3	subgrants negotiated and approved	0	3
Provide technical support, oversight to Round 2 subgrantees															ongoing commercialization support		
Monitor technology agreement implementation, provide update in monthly rept							x	x	x	x	x	x	x	6	monthly update	0	6

Activity	2012-2013												Target	Milestone Indicators	Indicator target			
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep			To date	Balance		
2 Component 2: Partnership Development																		
Inventory existing partnership relationships															1	report	1	0
Develop partnership guidelines based on best practices models															1	Exp of Interest format, criteria	1	0
Outreach & assessment trips to research, project, Mission partners															6	2 trips/quarter to visit FTF countries	2	4
Solicit partnership expressions of interest			x												1	solicitation	1	0
Evaluate responses, negotiate operational plans for new partnerships															10	operational plans in process	0	10
Prioritize individual partner work program															6	partner work plans in process	3	3
Negotiate and sign partner agreements							x								3	partner agreements	3	0
Provide technical assistance and operational support to active partnerships																ongoing partnership support		
Solicit partnership expressions of interest												x			1	solicitation	0	1
Monitor partner agreement implementation, provide update in monthly report							x	x	x	x	x	x	x		6	monthly update	0	6
3 Component 3: Design and Analysis of Partnership Models																		
Develop and provide background investment and country information															5	country information reports	4	1
ID and evaluate ongoing partnership models to identify, trial successful practices				x											1	partnership assessment report	1	0
Develop case studies focused on model technologies, markets, regions					x		x		x		x		x		4	case studies	1	3
Conduct semiannual learning seminar to disseminate findings							x						x		2	semiannual seminars	0	2
4 Component 4: Communications/Knowledge Management																		
Private sector engagement & comms. outreach strategy developed		x													1	Communications plan	1	0
Launch event		x													1	Web site updates (ongoing)	1	0
FTF PS Hub updated with proven and promising technologies, other content																Web site updates (ongoing)		
Comprehensive database of interested commercial partners created, updated																Web site updates (ongoing)		
Organize, conduct and place online innovation and partner webinars				x		x		x		x		x		5	webinars	1	4	
Develop video blogs featuring developers and users of new technologies				x		x		x		x		x		6	video blogs	0	6	
Establish communities of practice around technologies					x		x		x		x			4	community of practice	0	4	
Develop other video and social media products to disseminate																video, media products		
Organize and conduct periodic learning events on lessons-learned									x					1	learning event	0	1	

ANNEX II: MONTHLY REPORTS

December 2012 Highlights

About Us

Feed the Future Partnering for Innovation is a USAID and Fintrac Inc. program focused on finding and commercializing agricultural technology that can help smallholder farmers. The program is working to build public-private partnerships that move agricultural technologies from labs to markets to farms.

Activities This Month

- Exploring trial seed grant with Purdue University and in-country partners in Rwanda to sell PICS grain storage bags for use in that new market.
- Connected with over 50 potential industry partners including Mars, iDE, Zylem, IFC, World Cocoa Foundation, the CG and the CRSP centers.
- Provided additional EOI guidance to applicants, including FAQs, available at www.partneringforinnovation.org.
- Grew the Partnering for Innovation Knowledge Network through our [Resource Guide](#), [Twitter](#), [Facebook](#), and a [LinkedIn Discussion Group](#) on agricultural technologies and partnerships, reaching thousands of followers directly and through our stakeholders.
- Identified and connected with expert panelists to contribute to the Commercialization Review Committee

Technology of the Month

Low-Cost Solar-Powered Water Pumps

In rural areas where electricity is inaccessible, pumping groundwater for irrigation is no easy task. Irrigation can make a tremendous difference in agriculture, increasing crop yields by as much as 400% per cycle and allowing two to three crop cycles per year. To achieve these benefits where fuel and electricity are scarce, solar pumps can give farmers a technology that dramatically increases farm productivity. A solar-powered pumping system has lower operating costs and is environmentally friendly. Low-cost models of solar pumps are currently in the development stage with several companies, including both [THERMOFLUIDICS](#) and [XYLEM IRRIGATION](#).

Stakeholder of the Month

The Integrated Pest Management (IPM) CRSP

The IPM CRSP is one of nine collaborative research support programs set up to leverage expertise found at American land-grant universities in developing countries. Technologies developed in Bangladesh, Ecuador, Indonesia, and Nepal are managed by private enterprises that continue to promote healthy crops and improve food security, resulting in over \$242 million of net benefit to smallholder farmers. For example, farmers in India are using parasitoid wasps to fight papaya mealy bug and private enterprises in Nepal are operating nurseries to graft tomatoes and eggplants to wilt-resistant rootstock for purchase by local smallholders.

January 2013 Highlights

About Us

Feed the Future Partnering for Innovation is a USAID and Fintrac Inc. program focused on finding and commercializing agricultural technology that can help smallholder farmers. The program is working to build public-private partnerships that move agricultural technologies from labs to markets to farms.

Activities This Month

- Received 122 [Expressions of Interest](#) for the first round of grants, which will be awarded in March. Technologies range from solar-grain dryers to drip-irrigation kits.
- Reached more than 26,000 social media accounts through our Twitter account [@FTF_PI](#).
- Launched a [blog](#) which will cover a range of topics related to identifying and helping smallholder farmers adapt new technology. The first post on the effectiveness of working with groups vs. individuals sparked a lively discussion on our LinkedIn group.
- Added [Ag Tech in Action](#) on our Knowledge Network to showcase the types of technologies that are changing farms.
- Confirmed seven agriculture technology and market experts to evaluate Partnering for Innovation proposals through the Commercialization Review Committee, which will meet in March.
- Began negotiating a pilot grant with Purdue University to fund the expansion of its Purdue Improved Crop Storage (PICS) bags into a new market (Rwanda) and to use with new crops (maize, beans).

Featured Innovation

Doing Well By Doing Good

[John Deere](#) Invests in Farmers in Zambia

John Deere, a blacksmith and inventor, started his company in 1837 in Decatur, IL with his creation of the Self-Scouring Plow. Almost 200 years later, the company is still offering inventive technology to farmers. For example, in 2010 Deere cooperated with Afgri Zambia, its local dealer, and others in a pilot giving 18 smallholder farmers financing to buy corn mechanization equipment.

Deere also provided a six-day training program on the basics of cash flow, equipment use and maintenance, agronomics of growing maize, and guidance on how to become a custom equipment service provider to other smallholder farmers. Local partners guaranteed the three-year loans, which averaged \$42,000 per Zambian farmer. The smallholder farmers each contributed about 20 percent for a total investment of \$52,000. They also agreed to repay the loans in seasonally structured monthly installments.

Fast forward two years, and Deere and its partners have succeeded in making mechanical farm equipment accessible to smallholders in a profitable way, using its own funding.

In fact, two of the original 18 have paid off their loans, while the remaining 16 are on track to repay their loans during the program's third and final year. Two businesses are now *only* providing custom services to other farmers, and several of the others are farming larger areas and creating additional employment opportunities in rural areas.

February 2013 Highlights

About Us

Feed the Future Partnering for Innovation is a USAID and Fintrac Inc. program focused on finding and commercializing agricultural technology that can help smallholder farmers. The program is working to build public-private partnerships that move agricultural technologies from labs to markets to farms.

Activities This Month

- Awarded a pilot grant to Purdue University to introduce hermetic storage (PICS) bags into Rwanda. Goals for the grant include the manufacture and sale of 15,000 PICS bags by a new local producer.
- Provided feedback to more than 100 applicants who submitted an Expression of Interest but were not selected to submit a full grant application.
- Held a Q&A webinar with the 20 organizations who received the Request for Application.
- The external grant review committee will meet on March 17 and 18 in Washington, DC to review the full grant applications from the 20 organizations selected to receive the Request for Application.
- Through Twitter, LinkedIn, and Facebook, reached up to 40,000 social media accounts weekly with promotion of postharvest cooling technology, biofortification, solar-powered drip irrigation, impact investing by major multinationals, and the program's grant applicant pool.

Featured Innovation

Traceability Technology Improves Smallholder Competitiveness

A “farm-to-fork” traceability technology is being adopted in developing countries. This technology increases transparency between buyers and sellers and is helping to improve supply chain integrity, map farms, prevent product fraud, improve productivity, and reduce postharvest loss. HarvestMark, provided by California-based IT company YottaMark, helps buyers trace the origin and cultivation of 4.5 billion food products by scanning QR codes through mobile phones. In developing countries, the technology delivers information to farmers about optimizing cultivation, preventing the purchase of counterfeit inputs, demonstrating compliance with strict industry standards, tracking production volume, measuring quality, and identifying sources of waste. HarvestMark works with more than 400 companies in the US, China, Peru, Chile, Argentina, and Mexico, as well as other developing countries.

A similar traceability device is being employed by UK-based GeoTraceability to track the cocoa supply chain in Ghana for trading company, Armajaro. Using mobile phones, barcoding, and web database technology, GeoTraceability is implementing a stock management system at each buying level, mapping cocoa fields, recording production history through GPS, and providing capacity building information to farmers.

“March Madness” 2013 Highlights

About Us

Feed the Future Partnership for Innovation is a USAID and Fintrac Inc. program focused on finding and commercializing agricultural technologies that can help smallholder farmers. The program is working to build public-private partnerships that move agricultural technologies from labs to markets to farms.

Activities This Month

- Awarded a pilot grant totaling \$149,500 for 12 months to Purdue University to build the capacity of a local Rwandan company to distribute PICS hermetic storage bags. Milestones include the manufacture and sale of 15,000 bags which will significantly reduce postharvest loss.
- Received 19 grant applications from the 20 organizations who were invited to apply as part of our Request for Application Process.
- Convened the Commercialization Review Committee (CRC), an external grants review committee of five experts in agriculture and technology from around the world, to evaluate the grant applications.
- Planning for the due diligence process of ten potential grantees identified by the CRC. Their technologies include a mastitis detection kit, a device that converts manure into natural gas, drip irrigation packages, and a data, picture, and voice messaging system.
- Posted two blogs so far this year, which have been viewed more than 1,500 times.

Featured Technology

“Text-Savvy” Kenyan Farmers Increasing Dairy Yields with iCow Mobile Application

[iCow](#) is at the nexus of Kenya’s rapidly growing Information and Communications Technology sector and its 1.6 million dairy farmers. Launched in 2011, this mobile phone and web application provides farmers with information on caring for cattle to increase output and maximize income. Through their phones, farmers can enter data on individual cows into a gestation calendar and receive information on when the cow is in heat, when it is pregnant, and when to stop milking. By texting “vet,” the farmer receives a list of phone numbers for veterinarians and extension experts to provide specialized care and services. iCow also offers a market information service on fluctuating dairy prices. A multi-lingual customer service center helps answer farmer questions and an online education resource provides “how-to” videos on best dairy practices. More than 80 percent of Kenya’s population owns mobile phones, especially among the 20-29 age group, and iCow is quickly spreading among these “text-savvy” young. Rural and peri-urban farmers are using iCow and seeing impressive results, including reduced calf mortality, feed costs, and healthier animals. Just seven months after its launch, iCow users reported an average increase in milk yield of 2 to 3 liters per animal or the equivalent of one additional cow without the investment. Farmers also reported an additional income of \$78 per month for just a one dollar iCow subscription charge.

April 2013 Highlights

About Us

Feed the Future Partnering for Innovation is a USAID and Fintrac Inc. program focused on finding and commercializing agricultural technology that can help smallholder farmers. The program is working to build public-private partnerships that move agricultural technologies from labs to markets to farms.

Activities This Month

- Conducted due diligence in seven countries on 10 technology proposals valued at \$7.7 million.
- Organized program content and logistics for the program's first week-long technical workshop that begins May 19. Attendees will include 20 representatives from companies and organizations that applied for funding in the first round and whose businesses concepts showed promise but needed further work. World-class coaches and speakers will be on hand to provide insight and guidance.
- Launched the first online Community of Practice for workshop participants.
- Hired Dr. Kari Perez as the Technology Commercialization Lead. Kari has a doctorate in Plant Breeding and Genetics and was an AAAS Science and Technology Policy Fellow at the USDA, National Institute of Food and Agriculture.
- Published an *OpEd* in [The Guardian](#), "Restating the case for modernizing farming" by program director, Bob Rabatsky.

Featured Innovation

[Driptech](#) is an international water technologies company based in Silicon Valley, with offices in Pune, India. Through its proprietary, widely-deployable manufacturing systems, Driptech produces affordable, high-quality irrigation systems designed for small-plot farmers. The company distributes its products through local input supply shops, governments, corporate partners, and nongovernmental organizations.

Founded in 2010, the key to Driptech's success is the use of a new, low-cost plastic tape, and the fact that it delivers uniform water flow using a patented laser hole-punching process. Its products are specifically designed for low water pressure and do not require the complex drip irrigation emitters, which are expensive and often get clogged.

Driptech has begun working with two distributors, [Champion Agro](#) and [The Global Green Company](#) and a network of 250 independent dealers to reach some of the estimated 600 million smallholders in the Indian market.

"Ninety percent of the world's farmers are small plot, meaning they work on five acres or less. Drip irrigation, which already existed, is the best solution, but everything on the market was too expensive," said Driptech founder Peter Frykman in a recent article in *Forbes Magazine*.

"In designing for emerging markets, you have to be excruciatingly sparse," he added. Thus, Driptech's mantra is "radical affordability."

ANNEX III: LIST OF EOIS RECEIVED

Name	Project Name	Stage	Target Countries	Company Location
Rutgers University	Nutritionally-Enhanced Foods from Wasted African Fruits	Field Tested	Kenya, Tanzania, Uganda	Academic Institution
Auburn University	Clean biomass combined heat and electrical power	Field Tested	Haiti	Academic Institution
Michigan State University	Digital agricultural coupled with small-scale irrigation	Field Tested	Kenya, Ethiopia	Academic Institution
Horticulture Collaborative Research Support Program	CoolBot	Marketed	Kenya, Tanzania, Uganda, Honduras, Guatemala, Thailand, Bangladesh and India	Academic Institution
Research Center of INERA-Mulungu	Control Banana Xanthomonas Disease	Field Tested	DRC	Academic Institution
Purdue University	Purdue Improved Crop Storage	Marketed	Kenya	Academic Institution
Horticulture Collaborative Research Support Program	Long Shelf Life Tomato	Field Tested	Tanzania, Uganda, Kenya	Academic Institution
Center for Animal Health and Productivity (University of Pennsylvania, School of Veterinary Medicine & American University of Beirut, AVSC & ESDU departments)	Mobile Ration Formulation Program	Field Tested	Lebanon, MENA	Academic Institution
University Ibadan	Cassava Use in Nigerian Livestock Feed	Field Tested	Nigeria, Ghana	Academic Institution
Sorghum, Millet and Other Grains Collaborative Research Support Program	Transfer of "bmr" Forage Sorghum Varieties	Marketed	Guatemala, Honduras, Nicaragua	Academic Institution
Integrated Pest Management Collaborative Research Support Program	IPM Suite	Marketed	Bangladesh, India, Indonesia	Academic Institution
University of Georgia	Identifying Aflatoxin Contaminated Peanuts	Marketed	Malawi (secondary: Ghana, Zambia, Mozambique, Kenya)	Academic Institution
UC Davis	Novel Desiccant Technology	Field Tested	Nepal, Bangladesh, Kenya, Tanzania	Academic Institution

Name	Project Name	Stage	Target Countries	Company Location
Drexel University	Transformative Planting and Weeding Tools	Field Tested	Thailand and Laos (secondary: Cambodia, Bangladesh, Nepal)	Academic Institution
Florida Atlantic University	Biotic fertilizers and inoculants	Field Tested	Zambia, Nigeria, Ghana	Academic Institution
Jomo Kenyatta University	Taro Tuber Flour	Field Tested	Kenya	Academic Institution
Makerere University	Value addition to bananas via juice	Field Tested	Uganda, Rwanda, Tanzania	Academic Institution
Makerere University	Super Grain Bag (SGB)	Field Tested	Uganda	Academic Institution
Office of International Research Education and Development Virginia Tech	Multi Functional Implement (MFI)	Field Tested	Ghana, Kenya, Tanzania, Uganda	Academic Institution
Makerere University	Cassava Grater, Cassava Press, and Cassava Mill	Field Tested	Uganda, Kenya, Tanzania, South Sudan	Academic Institution
Earth Institute	SoilDoc	Field Tested	Ethiopia, Nigeria, Tanzania, Ghana	Academic Institution
Kushal Agriculture Research and Development Centre	Production of pre-basic seed (clean source planting materials) through in-vitro rapid multiplication	Marketed	Nepal	Unknown
Agricultural Research Council - Institute for Agricultural Engineering	Peanut Butter Machine	Marketed	South Africa	Government
Tigray Agricultural Research Institute	Dairy goats for poor farmer	Marketed	Ethiopia	Government
Tigray Agricultural Research Institute	Effective Microorganisms for sustainable livestock productivity	Marketed	Ethiopia	Government
Tigray Agricultural Research Institute	Seri-Culture	Field Tested	Ethiopia	Government
Agricultural Research Council – Institute for Agricultural Engineering	Ripper Planter with Sprayer Attachment	Field Tested	South Africa	Government
Tanzania Engineering and Manufacturing Design Organization	Seed Oil Extraction and Filtering	Field Tested	Tanzania	Government

Name	Project Name	Stage	Target Countries	Company Location
Tanzania Engineering and Manufacturing Design Organization	Tomato Seed Separator	Field Tested	Tanzania	Government
Tanzania Engineering and Manufacturing Design Organization	Grain Treating Technology	Field Tested	Tanzania, neighboring countries	Government
Tanzania Engineering and Manufacturing Design Organization	Centrifugal honey extractor	Marketed	Tanzania	Government
Tanzania Engineering and Manufacturing Design Organization	Water Drilling Technology	Field Tested	Tanzania	Government
Practical Action	Gravity Goods Ropeway (GGR)	Field Tested	Nepal	NGO
Brooklyn Bridge to Cambodia	Pump project for Increased Agricultural Production	Field Tested	Cambodia	Non-profit
Compatible Technology International	Grain processing suite	Field Tested	Senegal, Mali (flexible)	Non-profit
CARE	Groundnut Lifter, Stripper and Sheller suite of technologies	Field Tested	Ghana	NGO
CARE	High Quality Cassava Flour processing technology	Marketed	Tanzania	NGO
Twin	Peanut Shelling, Drying, Processing	Field Tested	Malawi	NGO
iDE Nepal	Multiple Use Water System (MUS)	Marketed	Nepal	NGO
Market Matters	"Fake-Proof Seed"	Field Tested	Kenya (secondary: Tanzania, Uganda; tertiary: Ghana, Malawi, Mozambique, Senegal, Zambia)	Non-profit
iDE (with Toro)	Drip Irrigation Partnership	Marketed	Zambia and Burkina Faso	NGO
iDE Mozambique	Manual drilling and rope pump installation	Field Tested	Mozambique	NGO
World Cocoa Foundation	CocoaLink Plus: Empowering Smallholder Farmers through Mobile Technology	Field Tested	Cote d'Ivoire	Non-profit

Name	Project Name	Stage	Target Countries	Company Location
Florida Association for Volunteer Action in the Caribbean and the Americas	Using mobile phones	Field Tested	Colombia	Non-profit
Institute Haitiano de Desarrollo Integral	Sprout Production	Field Tested	Haiti, Dominican Republic	NGO
Honduran Foundation for Agricultural Research	Biofortified Bananas	Field Tested	Latin America, Caribbean, Sub-Saharan countries in Africa, Tropical areas of countries in Asia	Non-profit
Honduran Foundation for Agricultural Research	Disease-resistant Banana and Plantain Hybrids	Marketed	Latin America, Caribbean, Sub-Saharan countries in Africa, Tropical areas of countries in Asia	Non-profit
Sustainet East Africa	Soil Database	Marketed	South Sudan	NGO
Joint Aid Management (with GrainPro)	Community-level Hermetic Storage Facilities	Marketed	Mozambique	Non-profit
African Agricultural Technology Foundation	Cassava Mechanization and Agro Processing	Marketed	Nigeria, Zambia (secondary: Malawi, Uganda, Ghana, Mozambique, Tanzania)	Non-profit
African Agricultural Technology Foundation	Striga Resistant Maize Dissemination	Marketed	Kenya, Tanzania, Uganda	Non-profit
World Food Logistics Organization - Global Cold Chain Alliance	Post Harvest Technology Suite	Field Tested	Ethiopia	Non-profit
African Conservation Tillage Network	Mechanized smallholder market-oriented conservation agriculture (CA)	Field Tested	Malawi, Mozambique, Zambia, Zimbabwe	Non-profit
Family Empowerment Uganda	Caged Fish Rearing	Field Tested	Uganda	NGO
International Crops Research Institute for Semi-Arid Tropics	Maize Matching	Field Tested	Mozambique, Ethiopia	Non-profit

Name	Project Name	Stage	Target Countries	Company Location
Kilimo Trust	Commercialization of New Beans Varieties with Fast Cooking; Stress Tolerance and Good Canning Characteristics	Field Tested	Burundi, Kenya, Uganda	Non-profit
Honduran Foundation for Agricultural Research	Fina Cacao Agroforestry Production	Marketed	Latin America, Caribbean, Sub-Saharan countries in Africa, Tropical areas of countries in Asia	Non-profit
Kenya Rainwater Association	On-farm rainwater harvesting system and related packages	Marketed	Kenya (secondary: Uganda, Rwanda, Tanzania, Ethiopia)	NGO
Cheetah Development of Tanzania	Solar Drying	Marketed	Tanzania	Non-profit
Catholic Relief Services (with Compatible Technology International)	Suite of groundnut-focused technologies	Field Tested	Zambia	NGO
iDE Cambodia	Fertilizer Deep Placement Applicator	Field Tested	Cambodia	NGO
iDE Cambodia	Fertilizer Deep Placement Briquettes	Marketed	Cambodia	NGO
International Institute of Tropical Agriculture	Aflatoxin Biocontrol Products	Field Tested	Kenya, Senegal, Zambia (secondary: Mozambique, Malawi, Zimbabwe)	NGO
International Institute of Tropical Agriculture	Post-harvest Technologies in Horticultural Chains	Field Tested	Benin, Nigeria, Togo	NGO
Post-Harvest Project	Food Waste Prevention Bundle	Marketed	All	Unknown
World Relief	Moringa Tree Leaf Processing	Field Tested	DRC	Non-profit
Renewable World Nepal	Hydraulic Ram Pump (Hydram) and Multi-Use Water System	Field Tested	Nepal, Bangladesh	NGO
WorldFish	Commercial Aquaculture Technologies	Field Tested	Bangladesh, Cambodia, Egypt, Ghana, India, Indonesia, Philippines, Solomon Islands, Timor Leste	Non-profit

Name	Project Name	Stage	Target Countries	Company Location
Volunteer Efforts For Development Concerns Uganda	Solarization and Hermetic Storage (Triple Bagging)	Field Tested	Uganda	NGO
Coffee Quality Institute	Coffee Atlas: a System for Profiling Coffees	Field Tested	Uganda (secondary: Ethiopia, Kenya, Rwanda, Tanzania)	Non-profit
Relief International	Convenient Water Supply for Productive Activities	Marketed	Uganda	Non-profit
Arohana Seva Foundation	Productivity-Improving Farm Equipment	Field Tested	India	Non-profit
Green World Path	Fertilizer from naturally occurring micro floral and minerals	Marketed	USA, Canada, India	U.S. Company
Garri Affairs Ltd	Large Volume granule packaging technology	Field Tested	Nigeria, West Africa	African Company
Solar Milling SL	Solar Milling System	Field Tested	East Africa, West Africa, Southeast Africa	Spanish Company
Quantum Statistics	Business/Crop Plan Development	Field Tested	Guatemala	Unknown
Sun State Organics	Composting and innovative vertical growing system	Marketed	All	U.S. Company
Upande	Location Based Services	Field Tested	Kenya	African Company
re char	Small-scale Biochar Kiln	Field Tested	Kenya, Uganda	U.S. Company
AC AgriConsultants	Seed Grain Crops	Field Tested	Mozambique	Unknown
Aztec Money and Aztec Exchange	The Aztec Money (Supplier Portal) & Aztec Exchange (Institutional Investor Portal)	Marketed	Multiple countries	U.K. Company
PortaScience	Diagnostic Test Technologies	Marketed	Kenya, Rwanda, Uganda, Tanzania	U.S. Company
Orange Machinery and Parts	Food processing and postharvest equipment's	Marketed	East Africa	Unknown
Alimentos Sumar	Highly mobile micro-drip irrigation	Marketed	Guatemala	Latin American Company
Netafim	Netafim drip irrigation systems and technical assistance	Marketed	Kenya	Middle Eastern Company
ROPE Production Center	Hand Operated Banana Rope Spinning Machine	Marketed	India, America, Europe, South Asia	Asian Company

Name	Project Name	Stage	Target Countries	Company Location
Green Rainbow Zimbabwe	AgroDealer Mobile Access	Marketed	South Africa, Botswana, Lesotho, Swaziland, Mozambique, Zimbabwe, Zambia, Malawi	African Company
Fastec	Field Aligned Starting Technique	Field Tested	India, Afghanistan, Malaysia, Vietnam	New Zealand Company
Atelier Vamubitotsi	Farm Machinery Technology	Marketed	Rwanda and Uganda	African Company
Dataflex Solutions	Agribusiness solution	Field Tested	Kenya, Tanzania, Uganda, Ethiopia, Rwanda	U.K. Company
Global Industrial and Agro Technologies	Farm Machinery	Field Tested	Rwanda (secondary: Uganda, Tanzania, Burundi, Eastern Congo)	Company
Perfect Blend	Biotic Fertilizer Technology	Marketed	Ghana, Kenya, Mozambique, Tanzania, Zambia (2 of)	U.S. Company
Takamoto	Takamoto Pay As You Go Biogas	Field Tested	Kenya	African Company
Saltpond Honey Centre	Beekeeping Processing Equipment	Field Tested	Ghana, Benin, Sierra Leone, Liberia, Gambia, Nigeria	African Company
MicroZap Texas Tech	MicroZap Technology	Field Tested	Africa	U.S. Company/Academic Institution
Parker Associates	On-Farm Sensor Network Data	Field Tested	Nigeria	U.S. Company
ABEM Rwanda	Moringa Oil Processing	Field Tested	East African Countries	African Company
ABEM Rwanda	Mechanized Maize Husking	Field Tested	East African Countries	African Company
Ecopia	Mobile Tools for the Value Chain of Organic Food	Field Tested	Ethiopia, South Sudan	Unknown
Sistema Biobolsa (Associated with IRRI Mexico)	Sistema Biobolsa: Waste to Resources	Marketed	Mexico, Nicaragua	Latin American Company
Agribusiness Management Associates Uganda	Promotion of Striga IPM Control Package in Maize Production Zones	Field Tested	Uganda	African Company

Name	Project Name	Stage	Target Countries	Company Location
EGH	Farm services mobile based solution	Field Tested	Kenya	Unknown
EPS Mobile	MAGriCulture	Field Tested	Zambia, Malawi, Mozambique	Unknown
Experience International	Village-Based, Solar-Powered Buffalo Milk Chillers	Field Tested	Pakistan, India, Bangladesh	Asian Company
GeoTraceability	GeoTraceability Banking Module	Field Tested	Ghana (secondary: Nigeria, Ecuador, Ivory Coast, Indonesia, Peru, Cameroon, Mexico, St Vincent, Togo, Sierra Leone)	U.K. Company
Hesser Associates	Biowash	Marketed	Nigeria, Cameroon	U.S. Company
Insatech Corporation	Global Supply Chain Defense	Marketed	Bangladesh, Nepal	U.S. Company
Moageiras Milénio de Mozambique	Small-scale hammer mill	Both	Mozambique (Zambia, Malawi, Tanzania, Zimbabwe)	African Company
AgriSource Cambodia	Modern Grain Dryers	Marketed	Cambodia	Asian Company
Classic Organic Fertilizer Ltd.	Organic Fertilizer	Marketed	Zambia	Unknown
Driptech Inc.	DripTech Instakit	Field Tested	India (secondary: Tanzania)	U.S. Company
Esoko	Esoko Application Suite	Marketed	Kenya and Ethiopia	African Company
Global Climate Change Adaptation Partnership	Mobile App Infrastructure	Field Tested	Kenya	U.K. Company
John Deere	Contractor Mechanization Package	Marketed	SSA	U.S. Company
Knowledge Transfer Africa	eMkambo is a mobile and web-based agricultural market platform	Field Tested	Zimbabwe (secondary: other SSA)	African Company
Wello	Efficient Water Transport and Drip Irrigation	Field Tested	India, Kenya	U.S. Company
Milinator Technologies Inc.	Milinator Fertilizer	Field Tested	Ghana, Kenya, Nigeria, Ethiopia, Zambia, India, China	Canadian Company
Twiga Chemical	Twiga Mob Kit	Field Tested	Kenya	African Company
Crop Nutrition Lab Services	Mobile SMS Soil and Fertilizer Management	Marketed	Kenya	African Company
Real IPM Company	GroPlus, an innovative fertilizer seed treatment	Marketed	Kenya, Ethiopia, Tanzania, Uganda	African Company

ANNEX IV: EXPRESSION OF INTEREST



Feed the Future Partnering for Innovation Program Request for Expressions of Interest

Feed the Future Partnering for Innovation Program is a USAID-funded activity that will identify and promote technologies for investment and distribution across the developing world. As part of the US government's Feed the Future (FTF) initiative, the goal is to expand commercial access of transformational inputs and other technologies to smallholder farmers in order to quickly and sustainably improve productivity and incomes. By developing innovative partnerships with product innovators and developers, FTF Partnering for Innovation will promote new game-changing technologies for use by producers in developing country markets.

Description of Expression of Interest

FTF Partnering for Innovation is requesting Expressions of Interest (EOI) from interested partners with whom we can work to achieve this objective of commercializing technologies for smallholder farmers. Private manufacturers, research and development institutes, universities, scientists, entrepreneurs, and other innovators are invited to submit EOIs that briefly explain a significant challenge to increasing food production and a proven technology that will address the challenge. Technologies that are cost-effective and demonstrate the most potential for smallholder adoption and impact, particularly by women, are eligible for pilot and commercialization support, including grant funding. In the EOI, Applicants are encouraged to describe how they would leverage this support and funding with their own resources.

Support will be provided to commercial and non-commercial partners who have developed an innovative technology that has been effectively proto-typed and field-tested, but requires further testing to be proven commercially viable. FTF Partnering for Innovation can provide the financial resources and technical advice to identify and test markets, modify designs, develop manufacturing or marketing partnerships, and assist with business plans and prospectuses to use in seeking investment partnerships.

Activity support can also be provided to commercial companies with proven technologies that may need resources or assistance to enter into new geographic markets, or to adapt a technology for smallholder use. Support provided by FTF Partnering for Innovation could pay for product retooling, repackaging, or other modifications to tailor it for smallholder use in developing country markets, development of smallholder specific distribution channels, or other tailored business assistance. Because these partnerships will be more complex and of longer duration, partners will be requested to develop a work plan that will set clear performance targets for the commercialization process.

Expression of Interest Review Process

Step 1: Submission Date

Expressions of Interest are due at 5 p.m. Eastern Standard Time on January 31, 2013.

FTF Partnering for Innovation anticipates issuing additional Requests for Expressions of Interest on a semi-annual basis, but because interest in the program is high, strongly encourage interested parties to submit prior to the January 31, 2013 deadline.

Step 2: EOI Evaluation

The review of EOIs will take a minimum of four weeks. The highest ranked applicants will be invited through a Request for Application (RFA) to submit a full application. This invitation to submit a full application will NOT be an indication that the proposed project has been approved.

Step 3: Shortlisted applicants invited to submit full application through a Request for Application (RFA)

The shortlisted applicants will submit detailed applications along with supporting documents as per format and instructions provided in the RFA. After final review by committee, all successful applications will be subject to final approval by USAID. Unsuccessful applicants will be eligible to apply for subsequent EOIs that will be issued two times per year.

Expression of Interest Instructions

Please fill out this cover form in its entirety and attach your expression of interest (up to four pages).

First Name:	Last Name:
Company/Organization:	Position:
Email:	Phone:
Have you contacted USAID or other Feed the Future agencies before? If so, when and what agencies?	
Is your organization currently in partnership with or receiving funding from any US government or other donor agency? If so, please describe.	
Has your organization been in partnership with or received funding from any US government or other donor agency in the past? If so, please describe.	
Application	
Please check one box below:	
<input type="checkbox"/> My agricultural technology has been successfully field tested, but has not yet been commercially marketed. <input type="checkbox"/> My agricultural technology has been marketed commercially, and I am looking to expand to new markets.	
Which countries does your EOI cover?	

Your Expression of Interest response must be no longer than four (4) pages, excluding the required cover page form. Expressions of Interest that do not adhere to these instructions will not be considered. Please respond to the following questions in your application:

Section I: What is your technology?

Use this section to briefly describe your technology.

- Describe in one or two sentences the purpose and utility of your technology.
- What problem does your technology address and what is the potential impact on smallholder farmers?
- How will the technology impact women?
- What are its potential impacts on the environment?
- If you do not own the technology, describe your rights of ownership to commercialize the technology.

Section II: How will you commercialize your technology or plan to expand its market?

Use this section to briefly answer the following questions about your technology.

- Why do you believe that the technology is commercially viable? Is your technology commercially available in a market today? What is your plan for commercializing it for the benefit of smallholder producers?
- What is your target geographical market for the next step in commercialization?
- How do you envision scaling up and marketing the technology?
- What key constraint(s) do you need assistance with in order for your technology to reach market scale with positive impact for smallholder producers? What time and other resources will be needed to tackle the identified key constraint(s)?
- What do you not know about the technology and what information or testing needs to be completed before commercialization can take place?
- Do you have resources (in-kind and/or cash) to bring to this effort to leverage support from FTF Partnering for Innovation?

Evaluation Criteria

Expressions of Interest will be evaluated and ranked based on the following criteria with proposals ranked accordingly.

- Potential impact on smallholder farmers: Are there sufficient potential users in the targeted market who can benefit from the product or technology?
- Specific impact on women: How does the technology address labor burdens of female farmers or other relevant gender issues?
- Commercialization: how large is the anticipated market?
- Scalability: What is the scale-up potential of the technology? How improved is the innovation over the previous generation?
- Sustainability: How likely are proposed users of the technology to continue using the technology and incorporate it into their normal farming practices?
- Environmental sustainability: Is the product or technology safe to use? Does it require training before its safe use? What are the potential environmental impacts of this technology?

All applicants must be legally recognized entities in the country of their residence and should demonstrate relevant experience in the technical area being proposed in their applications.¹

Submit your application by email to the Feed the Future Partnering for Innovation Program innovation@fintrac.com.

Expressions of Interest are due at 5 p.m. Eastern Standard Time on January 31, 2013. All applications received after this time will not be considered. FTF Partnering for Innovation anticipates issuing additional Requests for Expressions of Interest on a semi-annual basis, but because interest in the program is high, strongly encourage interested parties to submit prior to the January 31, 2013 deadline.

ANNEX V: REQUEST FOR APPLICATION



Partnering for Innovation

Request for Applications PI-RFA-01

“Commercializing Technologies for Smallholder Farmers”

Date of issue: February 13, 2013
Deadline for submission: March 7, 2013 at 1800 EST
Performance period: see Section II Funding Opportunity

I. Background

Feed the Future (FTF) Partnering for Innovation Program is a 5-year initiative supported by the United States Agency for International Development (USAID) through the Feed the Future initiative. The goal of this program is to expand commercial access of transformational agricultural inputs and technologies to smallholder farmers in order to quickly and sustainably improve agricultural productivity and household incomes. By developing innovative partnerships with product innovators and developers, FTF Partnering for Innovation will promote new game-changing technologies for use by smallholder farmers in developing country markets.

In November 2012, FTF Partnering for Innovation released an Expression of Interest (EOI) for potential partners to propose field-tested technologies that address a food production challenge. The purpose of this Request for Applications (RFA) is to invite short-listed potential partners to provide an expanded application detailing their technology and proposed performance targets for commercializing their technology in a specific country or region.

Feed the Future Partnering for Innovation seeks partnerships to introduce existing technologies with potential for scalability in the developing world. Awards under the FTF Partnering for Innovation Program will contribute to ambitious targets including commercializing agricultural technologies, developing long-term partnerships, and designing and modeling financial investments. All awards under FTF Partnering for Innovation will be performance-based with partners achieving performance milestones over the period of performance of the partnership.

II. Funding Opportunity

FTF Partnering for Innovation is pleased to invite selected potential partners to submit a full application for an award.

Two types of awards under this RFA are available:

1. **Pilot Technology Support** sub-awards are for commercializing an agricultural technology or technology package in new markets. Applications for Pilot Technology Support awards have budget limitations of \$400,000 and the proposed timeline must not exceed 12 months.
2. **Commercialization Partnership Support** sub-awards will support developing longer-term



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 innovation@fintrac.com
 www.partneringforinnovation.org



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partnerships to significantly scale-up commercialization of technologies that have been proven effective. Applicants are required to submit budget proposals/milestone progress payments that accurately reflect the total cost of the commercialization process. The proposed partnership end date cannot exceed June 30, 2017.

The following activities are not eligible for funding:

- Pure academic research
- Commodity procurement
- Restricted goods that are imported from Cuba, Iran, Laos, Libya, North Korea, and Syria.

III. Eligibility

All applicants must be legally recognized entities in their country of origin and able to provide documented proof of legal status. Applicants should also demonstrate significant and relevant experience in the technical areas proposed in their applications. Prior to award, a pre-award survey will be conducted to ensure that successful applicants have the organizational, managerial, and financial systems and controls in place to execute the partnership.

Prior experience with USAID or other U.S. government entities is not required; however, if the applicant has received U.S. government or other donor funding in the past, or has a proposal pending, details and purpose of such funding should be noted in the application. **Failure to disclose this information will result in immediate disqualification.**

Applicants are not required to include cost-sharing funds for the pilot technology support sub-awards funding. However, applications that include additional in-kind and/or cash contributions from non-United States Government sources may be deemed more cost effective and thus, more competitive. Cost-sharing will be required for Commercialization Partnership Support sub-awards. Applicants may choose to dedicate their own, or other program funding as cost-share in their budget proposal. Please note that any program income generated under this activity will be considered as cost-share regardless of the award type. Proposed cost-share contributions must be realistic and will be carefully considered during the evaluation of applications.

IV. Application Review

The attached grant application form must be completed in its entirety for funding consideration. The Technical Proposal will be evaluated in accordance with the criteria set forth below. A third party Commercialization Review Committee will review applications, making the final ranking determinations of all proposals.

The proposed budget shall contain detailed information to determine the general reasonableness, allowability, and allocability of all costs. Upon award, the Applicant's budget will be converted to a milestone-based payment schedule. Awards will be made to Applicants based on the ranking of proposals according to the technical selection guidelines identified below:

A. Potential Impact on Smallholder Farmers [25 points]

Factors considered include the Applicant's indicated number of smallholders impacted by their proposed project; the appropriateness of the technology to the proposed location; the potential of the technology to improve smallholder competitiveness; and the potential of the technology to improve food security.

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B. Commercialization [25 points]

Factors considered include the Applicant's market analysis for the new technology in the proposed geographic region including whether the technology is an improvement over current practices, and the impact of the technology on efficiency and/or profitability in the value chain. The Applicant's technology must be shelf-ready and field-tested.

C. Impact on Women [20 points]

Factors to consider in scoring this category include, whether the technology increases women's control of income and/or assets, whether the technology increases productivity and improves women's time allocations between production/domestic/and leisure tasks, and the potential for women to obtain financing for purchasing and/or using the technology.

D. Scalability/Sustainability [20 points]

Factors considered include the potential for the product to succeed in the marketplace, the Applicant's pricing and market plan for the product, and the proposed distribution/customer support plan.

E. Organizational and Team Capabilities [10 points]

Factors include the Applicant's past performance based on business history, organizational expertise, and previous experience implementing similar programs, the qualification of the staff responsible for implementation, and the management structure of the implementation team.

For the Budget/Cost proposal, Applicants are required to provide the following with their application:

- A. A detailed budget, in US dollars, that includes costs that are reasonable and based on fair, current market prices for proposed goods and services.
- B. Costs included in the budget are reasonable, allowable, and allocable within the guidelines set forth by USAID.

Costs will be evaluated in equal weight for cost effectiveness and cost realism of the application.

Cost Effectiveness will be measured as the degree to which the application demonstrates viable resources for in-kind and/or cash contributions from non-USG sources; the degree of efficient use of funding resources towards direct costs with direct correlations to the delivery of results; and the ratio of dollar to results.

Cost realism is an assessment of accuracy with which proposed costs represent the most probable cost of performance within the Applicant's technical and management approach. Cost realism evaluation will be performed as part of the evaluation process to: a) verify the Applicant's understanding of the requirements; b) assess the degree to which the cost/price proposal accurately reflects the approaches and/or risk assessments made in the technical and management approach as well as the risk that the Applicant will provide the supplies or services for the offered prices/cost; and c) assess the degree to which the cost included in the cost/price proposal accurately represents the work effort included in the technical proposal.

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V. Award and Administration Information

After review, successful applicants will be notified and may be required to submit further documents including but not limited to:

- Detailed work plan for year or start-up plan
- Partnership agreements with potential co-investors and/or subawardees
- Registration documents
- Managerial/Organizational chart including major project partners

VI. How to Apply

Please submit a proposal of no more than ten (10) pages in length addressing the attached questions. The ten-page limitation does not include the attached application form, budget proposal, related cost notes, or the two-page proposed milestone plan. The application should be typed with a minimum 11-point font. Please do not include any hyperlinks to external documents, websites, videos or other sites in your proposal as these will not be considered by the reviewers. Any information about your proposed program should be captured in the application.

Feed the Future Partnering for Innovation will host a webinar on February 21, 2013 at 10:00 AM EST to answer questions about the solicitation. Applicants may submit questions in advance of the webinar to innovation@fintrac.com; Applicants will also be able to ask questions anonymously during the webinar. No further questions will be accepted after the close of the session. Please note that all questions and answers, including a transcript of the webinar, will be published and sent to all Applicants. An invitation to the webinar detailing login information will be sent via separate email.

All submitted documents related to this request for applications shall be in English and all costs shall be expressed in U.S. dollars. Non-U.S. entities should specify the exchange rate used in their budget proposal. Applicants must set forth full, accurate and complete information as required. The penalty for making false statements to the United States Government is prescribed in 18 U.S.C. 1001 (Making false Statements).

All applications must be submitted via e-mail to innovation@fintrac.com with the name of your organization and PI-RFA-01 in the subject line. Receipt of submitted applications will be confirmed. Only documents in Microsoft Word, Microsoft Excel and PDF format will be accepted. Zip files, other executable files and files that are larger than 5 MB will be not reviewed.

FTF Partnering for Innovation reserves the right to fund any or none of the applications submitted. Issuance of this request for application does not constitute an award or commitment on the part of the FTF Partnering for Innovation Program, nor does it commit the FTF Partnering for Innovation Program to pay for costs incurred in the preparation and submission of an application.

Applications must be received by the closing date noted above. Applications will not be considered if delivered in hard copy form, nor will incomplete applications or submissions received after the deadline.

Partnering for Innovation

**Feed the Future Partnering for Innovation
PI-RFA-01
Application Form for Subgrant Awards
Submission Due: March 7, 2013 at 1800 EST**

Application Summary																
Section	Description of Required Information															
Company/Organization Name:	[Name of the organization]															
Registration Number	[Registration number]															
Date Founded:	[Founding date of company/organization]															
Brief Description of Applicant:	[No more than 100 words]															
Proposed Project																
Project Location																
Dates/Duration of Project	[Enter projected start and end dates]															
Activities:	[Brief list of proposed activities]															
Budget:	Summary Budget: <table border="1"> <thead> <tr> <th></th> <th>Requested Amount</th> <th>Cost Share</th> <th>Other</th> <th>TOTAL</th> </tr> </thead> <tbody> <tr> <td>Total Cost in US \$</td> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td>Percentage</td> <td></td> <td></td> <td></td> <td>100%</td> </tr> </tbody> </table>		Requested Amount	Cost Share	Other	TOTAL	Total Cost in US \$					Percentage				100%
	Requested Amount	Cost Share	Other	TOTAL												
Total Cost in US \$																
Percentage				100%												
<i>Note: The "Requested Amount" is the amount expected to be provided by FTF Partnering for Innovation. The "Cost Share" amount is the amount to be contributed by the partner company/organization (i.e. the applicant).</i>																
Potential Impact on Smallholder Farmers:	[Paragraph describing anticipated sustainability of activities/results to be derived from project]															
Applicant Contact Information / Office Address																
Company/Organization President/CEO/Executive Director	Name: _____ Position: _____															
	Phone: _____ Fax: _____															
	Email: _____															
	Address: _____															
Project Manager/ Individual Responsible for Application	Name: _____ Position: _____															
	Phone: _____ Fax: _____															
	Email: _____															
	Address: _____															
Current	[Note current projects funded by a US government agency and/or other donor on a similar project]															
Past performance references	[Include contact information for three references that can speak about your organization's expertise with the proposed technology. If your organization has previously been awarded a contract, grant, or other agreement with the US Government, please include the officer in charge of such agreement as one of the three references.]															

Partnering for Innovation

Please attach your proposal, of no more than ten (10) pages in length addressing the requirements outlined below, to the application form. The ten-page limitation does not include the application form, budget proposal, related cost notes, or the two-page proposed milestone plan. The application should be typed with a minimum 11-point font. Please do not include any hyperlinks to external documents, websites, videos or other sites in your proposal as these will not be reviewed. Any information about your proposed program should be captured in the application.

In accordance with the evaluation criteria listed under Section IV Application Review, please address the following points in your application:

- *Potential Impact on Smallholder Farmers* – Please elaborate on how your technology is appropriate to the proposed location including an analysis of the competitive landscape, how many smallholder farmers will be affected, and how the technology can improve productivity, food security, and farmer competitiveness/income in the proposed location. Please also discuss the cost and benefits to the individual farmer
- *Commercialization* – Provide a market analysis for the technology in the proposed geographic area including specifics on how the technology may improve current conditions and how the technology has both a good market and the potential to improve smallholder competitiveness. Also provide details on whether the technology is shelf-ready and how it has been field-tested. Please identify critical partners or stakeholders and roles they would play during implementation. If you have not identified a local partner or stakeholder, please indicate the type of partner/stakeholder you would need to identify in order to commercialize the proposed technology. In addition to the text below, Applicant's should attach a document of no more than two pages with a **Proposed Progress Milestone Plan** clearly identifying suggested performance targets over the life of the award.
- *Impact on Women*– Indicate the potential for the technology to positively impact women in the proposed geographic area. Please explain whether the technology increases women's access to increased income and/or assets, whether the technology increases productivity and improves women's time allocations between production/domestic/and leisure tasks, and whether women are able to obtain financing for purchasing and/or using the technology.
- *Scalability/Sustainability* – Please explain the potential for the product to succeed in the marketplace, the Applicant's pricing and market plan for the product, and the proposed distribution/customer support plan. Please explain how the activity would continue or grow once the grant period expires.
- *Organizational and Team Capabilities* – Please provide information relevant to the proposed technology including your entity's history of using the technology for a similar purpose, organizational expertise, and previous experience implementing similar programs. Please also elaborate on the qualifications of the staff responsible for implementation and the management structure of the implementation team.

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Budget Application Form

Feed the Future Partnering for Innovation intends to award a performance-based agreement with a payment schedule in line with the performance milestones negotiated during the award process. However, pursuant to USAID guidance and regulations, Partnering for Innovation will need to review the detailed costs of the application to ensure the reasonableness of the proposed costs. Budget may be attached as a separate excel spreadsheet file.

Please provide the proposed budget and Cost Share in US dollars

Cost Description	Total Cost	Partner Contribution / Cost Share	Requested Funding
1. Category 1			
1.			
2.			
Subtotal			
2. Category 2			
1.			
2.			
Subtotal			
3. Category 3			
1.			
2.			
Subtotal			
TOTAL			
<i>Percentage of Contribution</i>	100%	XX%	XX%

Budget Narrative

A budget narrative that justifies the costs as appropriate and necessary for the successful completion of proposed activities must be included in the Application package. The budget narrative should describe the project cost assumptions. All proposed costs must be directly applicable to performing the work under the award and budgeted amounts should not exceed the market cost/value of an item or service.

Though the budget is an estimate or target, and the assumptions contained in the budget may change over the lifetime of the sub-grant, in order to award the grant the budget must contain fairly detailed assumptions regarding rates and expected quantities/levels of effort.

The budget narrative should be of sufficient detail so that someone unfamiliar with your organization or the activity could review and adequately understand/grasp the assumptions/reasonableness and calculation method used. Additionally, the level of detail should be at a level whereby specific rates and quantities are disclosed, such as the cost of a consultant would be the consultant's rate multiplied by an estimated number of days, or for telephone costs, the cost may be calculated by an average cost per month multiplied by the number of months.

ANNEX VI: BUDGET AND EXPENDITURES

Budget Redacted for Public Version