

SECURING WATER FOR FOOD

ANNUAL REPORT

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U.S. Agency for International Development
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SECURING
WATER
FOR FOOD:
A GRAND CHALLENGE
FOR DEVELOPMENT



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List of Acronyms

Agtech	Agricultural Technology	QSS-O	Quality of Service – Overall
AIWW	Amsterdam International Water Week	RFI	Request for Information
AOR	USAID Agreement Officer’s Representative	RFP	Request for Proposal
AWP	Acceleration Work Plan	SAM	System for Award Management
CEO	Chief Executive Officer	SF-270	Federal Financial Report – Request for Advance or Re-imbursement
CFOR	Chief Financial Office Representative	SF-425	Federal Financial Report – Quarterly Reporting
COP	Chief of Party	SIDA	Swedish International Development Cooperating Agency
COR	USAID Contracting Officer’s Representative	SME	Small to Medium Enterprise
CRM	Customer Relationship Management	SNV	Synovus Financial Corp, an international not-for-profit development organization in The Netherlands
Desal	Desalination	SO	Strategic Objective
DUNS	Data Universal Numbering System	SOW	Scope of Work
GFIA	Global Forum for Innovations in Agriculture	STTA	Short-Term Technical Assistance
Gin	Global Indicator	SWFF	Securing Water for Food: A Grand Challenge for Development
LL	Lessons Learned	TBD	To Be Determined
LOE	Level of Effort	UAE	United Arab Emirates
M&E	Monitoring and Evaluation	USAID	United States Agency for Development
MOU	Memorandum of Understanding	USG	United States Government
NGO	Non-Governmental Organization	WEF	World Economic Forum
PIRS	Performance Indicator Reference Sheets		
Q&A	Questions and Answers		

About SWFF

USAID and the Government of Sweden launched the Securing Water for Food Grand Challenge for Development the first week of September 2013 during World Water Week in Stockholm. Over the last two years, the Kingdom of the Netherlands and the Republic of South Africa have joined as Founding Partners. Through Securing Water for Food, the partners have worked to identify and accelerate science and technology innovations and market-driven approaches that improve water sustainability to boost food security and ultimately alleviate poverty. Securing Water for Food aims to increase access to innovations that help farmers produce more food with less water, enhance water storage, and improve the use of saline water and soils to produce food.

Since the launch, Securing Water for Food has issued three calls for innovation: the first in November 2013; the second – the Desal Prize – in May 2014; and the third on March 9, 2015. The 17 first round innovators representing exceptional initiatives with high potential for transformative impact were announced on September 1, 2014 at World Water Week in Stockholm, Sweden. The Desal Prize winners were announced on April 22, 2015.

The twelve awardees of the third round of Securing Water for Food were announced at Amsterdam International World Week (AIWW). Awardees were selected from 408 applications representing 67 countries, 65% of which were developing nations. During this most recent round, a greater emphasis was placed on differentiating between Stage 1 and Stage 2 applications by further defining “innovation” for the former and “potential to scale” for the latter. Additionally, Securing Water for Food prioritized innovations that emphasized the engagement of women.



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SWFF Technical Assistance Facility

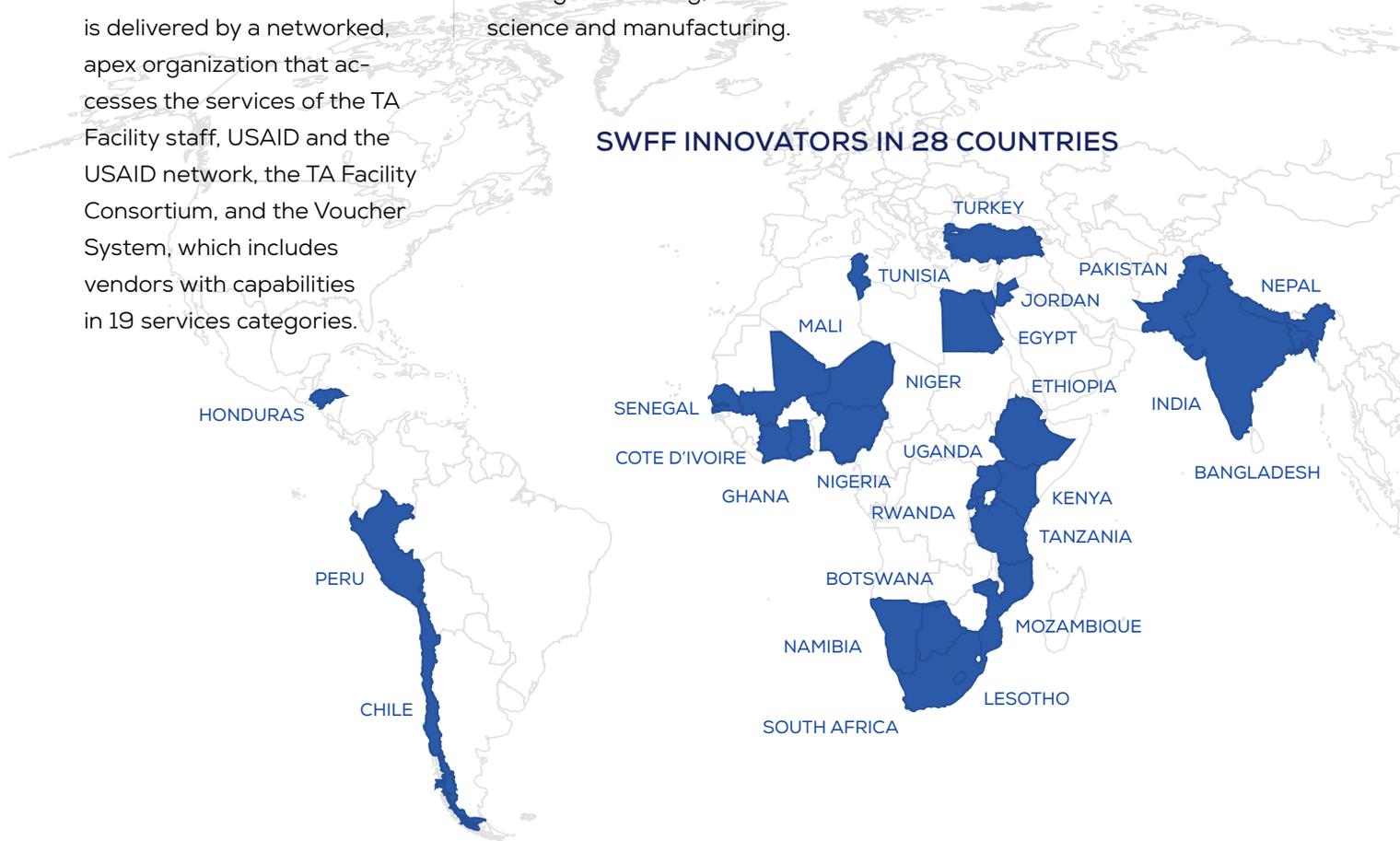
The Technical Assistance Facility (TA Facility), which is run by The Kaizen Company, is a hybrid incubator-accelerator funded by SWFF. The TA Facility provides demand-driven services, grants and financial management guidance, M&E support, and partnerships to innovators that have been awarded grant money from Securing Water for Food: A Grand Challenge for Development. At present, the TA Facility provides direct support to 30 innovators operating in 28 countries (See Annex A – Innovator Summaries).

SWFF technical assistance is delivered by a networked, apex organization that accesses the services of the TA Facility staff, USAID and the USAID network, the TA Facility Consortium, and the Voucher System, which includes vendors with capabilities in 19 services categories.

SWFF uses these four lines of support to deliver a variety of needs-based and tailored services including, but not limited to the following categories: business development, investment facilitation, market partnerships, management team capacity building, pitch development, distribution models development and improvement, operational efficiency, access to capital, improving market linkages, securing contracts, enabling penetration of new markets, attracting a growing customer base, improving prototypes through testing/piloting, strategic marketing, materials science and manufacturing.

Communication and Outreach

Since the launch of Securing Water for Food, DAI has provided hands-on implementation support on communication and outreach and platform development. Through on-going communication and outreach support, DAI has helped to raise awareness around the three open calls for innovation, the innovators, and about the Challenge approach.



Introduction

This report outlines activities that were designed, managed and delivered by Securing Water for Food between Oct. 1, 2014 and Dec. 31, 2015. The report documents our major activities and achievements, challenges that SWFF faced and the solutions we developed to address those challenges, in addition to providing details about the innovators that we serve. The final section of the report highlights of major activities that we have planned for next year.

Once the TA Facility was set up, SWFF's activities in Year 1 focused mainly on assessing and implementing project tools and technologies; implementing the pre-award survey, as well as grants and financial management processes; providing technical assistance and acceleration support services; and monitoring and evaluating the performance of SWFF innovators.

SWFF has received communication and outreach support through the DAI professional management contract. This has resulted in a total of 90 press placements since March 2015. Stories featuring innovators, and the program in general, achieved some notable attention from high-profile publications like the Washington Post, Bloomberg TV, CNBC, and the Boston Globe. These press hits have been circulated 578,404,732 times and have been shared 250,776 times (as measured by the publications).

In addition, the SWFF website received nearly 50,000 visitors over the past year, 64.9% of which were new visitors to the site. Through the support of DAI and their sub-contractor Melwood Global, SWFF innovators and leadership received strategic press and messaging training to ensure that they were camera, journalist, or radio-ready. DAI's efforts also included ongoing daily engagement through social media, promotion through influential networks in the water and food sectors, press and media outreach, newsletters and other email blasts, and events such as conferences, Twitter chats, webinars, and more. With DAI's support, SWFF has 5,740 active subscribers to its email and newsletter list serv. SWFF's weekly email open rate was more than 30% over the past year, surpassing an industry average of 25%.



1

Executive Summary

FY 2015 was a very successful year for the Securing Water for Food (SWFF) Grand Challenge for Development (GCD). This past year SWFF received an approximately \$1M commitment from the Middle East and North Africa Water Security Initiative at USAID.

In addition, the Founding Partners released the third call for proposals and selected winners with the tremendous support of SWFF E-interns and the SWFF Innovation Investment Advisory Committee (IIAC), and provided over 50 instances of high quality, highly rated technical assistance to SWFF awardees (as noted in SWFF Quality of Service Surveys). The IIAC and Founding Partners also convened to determine milestone-funding decisions for the first 15 SWFF

awardees, with nine awardees moving to Year 2 funding, and six awardees not moving forward. One awardee-funding decision will be made next year. This marked a breakthrough in USAID innovation grant making, as venture capital-like, milestone-based funding decisions around results highlight a new way forward for the agency.

Throughout the year, SWFF participated in a number of events to spread the word about the program, encouraged applicants to apply, and discussed the potential for private sector partners to be involved in future collaboration with the innovators, including the Global Forum on Innovations in Agriculture, the Agriculture Innovations Showcase, Amsterdam

International Water Week, and Round Three application workshops in Kenya, South Africa, Ethiopia, Sweden, and the Netherlands. These events reached thousands of innovators, potential partners, and others interested in the nexus of water for food security.

SWFF Founding Partners remained committed to a consensus driven process and were involved in all major SWFF decisions through email, weekly calls, and periodic in-person meetings. USAID – who managed the day-to-day aspects of SWFF – shared all programmatic and budget documentation with the other Founding Partners and encouraged partner engagement in all key decisions.

SWFF 2015 ACHIEVEMENTS

1000+

applications from 90+ countries over the last 2 years across all SWFF calls for innovations

300,000+

customers or beneficiaries for SWFF-supported innovations in 20+ countries

\$3.7+ million

leveraged by SWFF awardees in 30+ additional partnerships

250,000,000+

liters of water saved

962

hectares of land under improved practices as a result of SWFF innovations

4-29%

increase in crop yields because of SWFF innovations

1991 tons

of food produced with SWFF funds

\$150,000+

in sales of SWFF innovations with an average 30% profit margin

93%

An average of 93% repayment rate on loans to farmers from select SWFF innovations

15 of 16

SWFF innovators meeting all the requirements of the pre-award survey

28

acceleration work plans complete by Round 1 and Round 3 innovators and approved by USAID

41

support engagements delivered in Year 1 of award

\$300,000+

of support services delivered to SWFF innovators in Year 1 of (\$309,050 fee based; includes \$46,000 pro bono)

28

customer satisfaction surveys have been completed, providing feedback on the technical support received from the Consortium members. The overall satisfaction score is 4.125 out of a possible high score of 5, indicating most innovators were either somewhat satisfied or very satisfied

100%

of awardees reported the TA Facility support provided as "Timely/Very Timely"

83%

of awardees reported that the TA Facility's understanding of their needs was "Good/Very Good"

More than 75%

of SWFF innovators thought that the TA Facility was very understanding, responsive, and helpful (based on Quality of Service Surveys)

578,404,732

SWFF articles were circulated 578,404,732 times and shared 250,776 times (as measured by the publications)

SWFF Innovator Success Stories



aQysta

The SWFF program selects awardees that have demonstrated an ability to link their technology to the intended end-user (e.g., aQysta's experience piloting and modifying their water-powered pump). Early in their implementation, aQysta discovered that their pumps delivered too much water volume for farmers with small plots and no established means of water storage. They also experienced two setbacks when farmer groups allowed their pilot pumps to get damaged by both flooding and river debris.

In response to these problems, aQysta modified their pump design to deliver a lower volume, added flexible anchors to protect against floods, and trained farmers to install pumps in modified side-streams to protect the product from river debris. The SWFF program is currently providing technical design assistance, ensuring that their pumps have a standard method of interfacing with locally available irrigation systems. Milestone-based grant funding is pushing aQysta to scale up from pilots to significant realized sales in Year 2.

Adaptive Symbiotic Technologies

The SWFF program aims for grant funding to serve as a catalyst for outside funding and demand-driven growth. Adaptive Symbiotic Technologies, which produces a seed treatment that significantly increases crop-yields under water-deprived conditions, realized this goal of outside leverage by securing a partnership with Incotec a worldwide seed enhancement company. Incotec will give access to extensive international seed distribution channels and facilitate product testing and demonstrations in numerous new countries, a vital precursor to approval for widespread sales around the world.

The awardee was able to negotiate this arrangement (i.e., a pending \$2.9 million dollar deal) through the promise of their innovation and the credibility lent by their involvement in the SWFF program and with the U.S., Swedish, and Dutch governments.

World Hope

The SWFF program encourages awardees to respond to the needs of their end-users and adapt their business models to realities on the ground. In some cases, the SWFF program has allowed awardees to innovate in the field and respond to new needs that were unidentified at the program start. One such case is World Hope, whose low-cost greenhouses and field-trainings are providing sustainable livelihoods to farmers in Sierra Leone and Mozambique.

While the majority of farmers have used the greenhouses to grow substantial volumes of

produce, the new availability of climate-controlled growing environments has spurred a nascent market for seedlings, with local entrepreneurs drastically increasing the success rates of viable seedlings and selling them to local farmers. By serving these different customer segments, World Hope is broadening its impact down the value chain. The SWFF program continues to assist them in testing and refining their business model so that greenhouse payback payments sustain both the construction and training that enable this progress.







Reel Gardening

Reel Gardening has developed a unique seed system that can be grown into a vegetable or herb garden in nearly any climate. They prepackage a paper strip with seeds and fertilizers so it can be easily planted at the correct depth and maintained. It takes just 5 minutes to plant and uses 80% less water. Reel Gardening's SWFF Year 1 roll out focused on schools, which would serve as a marketing vehicle within communities. Using exposure to the product through the school, Reel Gardening would leverage local agent/trainers to sell into the community in which each school is located. In Year 1 the company saved over 19 million liters of water, grew over 1000 tons of produce, and reached over 330,000 beneficiaries with Reel Gardening products. They implemented 200 school gardens, 70 of which were through partnership with Unilever.

In year 2 of the SWFF award Reel Gardening seeks to expand the retail sales portion of the business internationally through a partnership with a Canadian sales and distribution company called Thane Direct. Reel Gardening will look to incorporate a buy one, donate one model into the retail portion of its business, with the donation component facilitating the sustainability of poor households in the communities in which they are working. A second focus is on local online sales, leveraging social media. Finally, Reel Gardening is seeking to get a better understanding of its lower income customer so that it can improve sales within that segment.

2

Summary of Key Programmatic Decisions

The Founding Partners took several key programmatic decisions in FY2015, including:

Releasing the third call for proposals at the Global Forum on Innovations in Agriculture in March 2015 with a focus on developing country innovators

The first SWFF call for proposals was successful at attracting innovations from around the world (520 applications from more than 90 countries; 70% developing country applicants), but winning innovations were primarily from Europe and the United States (70% of winners). The SWFF Founding Partners prioritized stronger outreach efforts to innovation “from” developing countries “for” developing countries,

and did applications workshops in Eastern and Southern Africa. Though the overall percentage of applicants from developing countries did not change between the first and third calls, the number of semi-finalist, finalist, and winning applications from developing countries significantly increased, with 60% of the winners coming from developing countries.

Application of results-based funding for innovators (with matching funds)

SWFF was the first GCD to introduce tranching, which requires innovators to achieve milestones before receiving future funding from the program. In addition to tranching, the Founding Partners believed

that matching funds were an important signal of the innovator’s commitment to the program and required SWFF awardees to have 25% in-kind resources from Stage 1 innovators and 25% cash/cash equivalents from Stage 2 innovators. Only one SWFF innovator did not meet the matching funds requirement.

Changing the weighting technical, financial, and sustainability criteria depending on the stage of the innovation

After discussions and consultations with the IIAC, it was determined that Stage 1 innovations would be weighted more heavily towards innovation/technical viability over financial viability and sustainability (50%, 25%, 25% respectively) in the reviews

for the third call for proposals. Stage 2 innovations would be weighted more heavily towards business/financial viability over technical/innovation viability and sustainability (50%, 25%, 25% respectively).

Continuing with the use of the outside advisory committee to provide recommendations to the Founding Partners and guidance to the innovators

The Innovation Investment Advisory Committee (IIAC) is a standing panel of technical experts, business specialists, sustainable development experts, and researchers with extensive experience in water and agriculture innovation. SWFF added a gender specialist and technical experts from South Africa to improve the representative nature of the IIAC. The IIAC played a critical role in reviewing applications, making recommendations to the Founding Partners, providing advice on how SWFF could reach more applicants to get a stronger applicant pool. As noted previously, the IIAC also helped SWFF determine which awardees met the requirements of the milestone-based funding.

Making the provision of acceleration services to the awardees a customer service function

The Founding Partners set aside funding for a Technical Assistance Facility (TA Facility) to provide much-needed technical support to innovators. However, as is the case with any startup, initially the TA Facility was focused on delivering results.

This led to some issues around customer service being identified. With the leadership of the SWFF TA Facility COP, the TA Facility changed its focus and tone to become a customer service organization and is working to ensure that a customer service orientation drives all technical assistance provided by the TA Facility consortium and voucher system vendors.

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Changing the structure of SWFF awards between the first and third calls for innovation

Taking lessons learned from the Acceleration Workplan (AWP) experience with winners from the first call for innovation, the AWP process for the Round 3 innovators was significantly altered. First, the milestones and targets definition component of the AWP occurred prior to the actual contractual award.

The application the Round 3 innovators submitted included a section asking which milestones and targets they wanted to be held accountable for. The TA Facility reviewed the applications, as well as applicant interview notes to validate the milestones and targets the innovator was proposing. SWFF then held a phone conversation to push the innovator to stretch the targets, and in cases where we believed they were too ambitious, pulled them back.

Second, the Round 3 innovators took the Innovator Needs Diagnostic which will help the TA Facility more systematically understand their innovator organizations' strengths and weaknesses and better advise potential support opportunities. Third, grant money is tied to completion of components of the AWP, increasing the incentive for the innovator to push forward with completion of these tasks.

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Maintaining public engagement through a sustained social media and outreach campaign

Throughout the last year, SWFF continued its aggressive communication and outreach efforts designed to raise the profile of the Securing Water for Food: Grand Challenge for Development and the overall USAID Grand Challenges initiative to attract future potential Grand Challenge funding partners.

Efforts are also being made to shift focus on partner engagement and to better support the TA Facility's efforts to accelerate innovations. SWFF was successful in bringing DST in South Africa on board as a Founding Partner.





Supporting the creation of early-stage brackish water desalination technology for developing countries through the Desal Prize

The Desal Prize, combining ideation, competition and piloting, incentivized the creation of small-scale brackish water desalination technologies that can provide potable water for humans, as well as water appropriate for crops in developing countries. The competition stimulated advances in the state of desalination technology, engaged new solvers and generated significant public awareness and outreach around the issue of desalination. Through a rigorous and targeted communication campaign, more than 60 multi-partner international teams applied for the Desal Prize, with 5 moving on to the finals.

On April 2015, five finalist teams competed head-to-head at the US Bureau of Reclamation Brackish Groundwater National Desalination Research Facility in New Mexico to win the \$200,000 Desal Prize award. MIT/Jain Irrigation Systems was awarded first place (\$140,000) by designing a photovoltaic-powered electrodiolysis reversal (EDR) system that desalinates water using electricity to pull charged particles out of the water and further disinfects using ultraviolet rays. The system was designed for low energy consumption, limiting costs especially in off-grid areas. The University of Texas El Paso came in second place (\$60,000) designed a Zero Discharge Desalination (ZDD) technology that reduces water waste in the desalination of groundwater by conventional processes. Electrodiolysis uses voltage to remove undesirable ions from water.

The winning team MIT/Jain Irrigation Systems is now piloting their technology in India. UTEP may pilot its technology in Honduras. Communication and outreach around the Desal Prize resulted in more than 600k impressions on social media during the week of the competition; more than 30 press placements with a total circulation (online and print) of 670 million; over 210,000 shares of press placements; and more than 5,000 unique pageviews of the Desal Prize website and related content during the month of April.



3

Major Activities and Events

Amsterdam International Water Week

SWFF's seminal event of the last year was our acceleration workshops at Amsterdam International Water Week (AIWW). SWFF leadership also publicly announced the 12 new game-changing solutions (Round 3) in Amsterdam, in addition to facilitating the "Pitch and Picture" session, which featured 10 SWFF innovators highlighting their innovation, what problem their technology solved and details on how partners could engage with the organization.

More than 60 people, including the SWFF innovators, the TA Facility team, DAI communication staff, USAID interns, Founding Partners, speakers, special guests,

dignitaries, and social impact investors attended the broader SWFF workshop.

The event featured acceleration workshops on metrics and milestones, partnerships, business model development, gender, legal, investment, and a dynamic matchmaking session with social impact investors.

One innovator said it best, "These sessions get better every time, and Amsterdam was the best yet. I cannot stress enough the importance of the time given for awardee interaction. I always learn a tremendous amount from my colleagues in the cohort. Additionally, this time I was

also able to spend informal time with Ku and the Kaizen team which was valuable for better understanding the mechanics of the program."

Communication support was touted as one of the greatest value adds of the program according to a survey completed by all innovators during the event. At AIWW, DAI's communication team led "share your story" sessions with awardees to ensure that SWFF was better capturing the impact stories behind the numbers.

In addition to capturing these stories, DAI worked to ensure that the event was captured both in the news media



and on social media. Eleven media outlets featured SWFF domestically and internationally, including deVolkskrant, Reuters, Grist, and the Water Channel. Through daily live tweeting and influencer outreach by DAI and the TA Facility's Chief of Party, SWFF received 2.5 million social media impressions, increased website traffic, and higher than average email opens. SWFF received social media support from The Water Channel, XPrize, Agri-ProFocus, IFC Africa (World Bank), UNESO-IHE, UN Water, and more.

Ag Innovation Cluster

SWFF has been in consultation with the Powering Agriculture Energy Grand Challenge and the Partnering for Innovation program from the USAID Bureau for Food Security around an agriculture innovations cluster. The objective of this group is to meet quarterly to share lessons learned and best practices, highlight ongoing challenges and brainstorm on new ways forward.

As a result of the activities of this group, the cluster was able to host a session at the Ag Innovation Showcase in St. Louis, and plans to host a USAID version of the event in June 2016.





Ag Innovation Showcase

Securing Water for Food innovators, Reel Gardening (Kate Gardener) and Adaptive Symbiotic Technologies (Zachery Gray) featured prominently at the Ag Innovation Showcase's well attended, standing-room only, special content session *A Billion Smallholders: Bringing AgTech into New Markets*. Organized in partnership with the USAID Global Development Lab, Omnivore Partners,

technology and innovation and detailed the Agency's efforts in developing markets, sustainable strategies, access to capital and partnerships.

In preparation for the event, the two SWFF innovators received high-level presentation coaching from Imagine H2O, a SWFF TA Facility Consortium member. Both the SWFF innovators and the

corporate leaders, investors and venture capitalists, and other organizations concerned with the profound global challenges facing agriculture productivity and sustainability.

Securing Water for Food Technical Assistance Facility Chief of Party, Dr. Donna Vincent Roa, and Dr. Ryan Shelby, Energy Engineering Advisor, Office of Energy and Infrastructure also attended the event.

While DAI, was not on the ground to support the event, the communication team provided social media and email support remotely. A lesson learned from this event is that for effective communication effort, there needs to be a communication representative on the ground. This event saw about 100,000 social media impressions, in comparison to 2.5 million seen around AIWW, where communication staff was present.

In a room that held 50, over 80 people came to hear about successful innovations and businesses operating in emerging market economies and working with smallholder farmers.

Feed the Future, and Larta Institute, the session also included a keynote by Dr. Ku McMahan, Team Lead, Securing Water for Food. He highlighted USAID's role in supporting science,

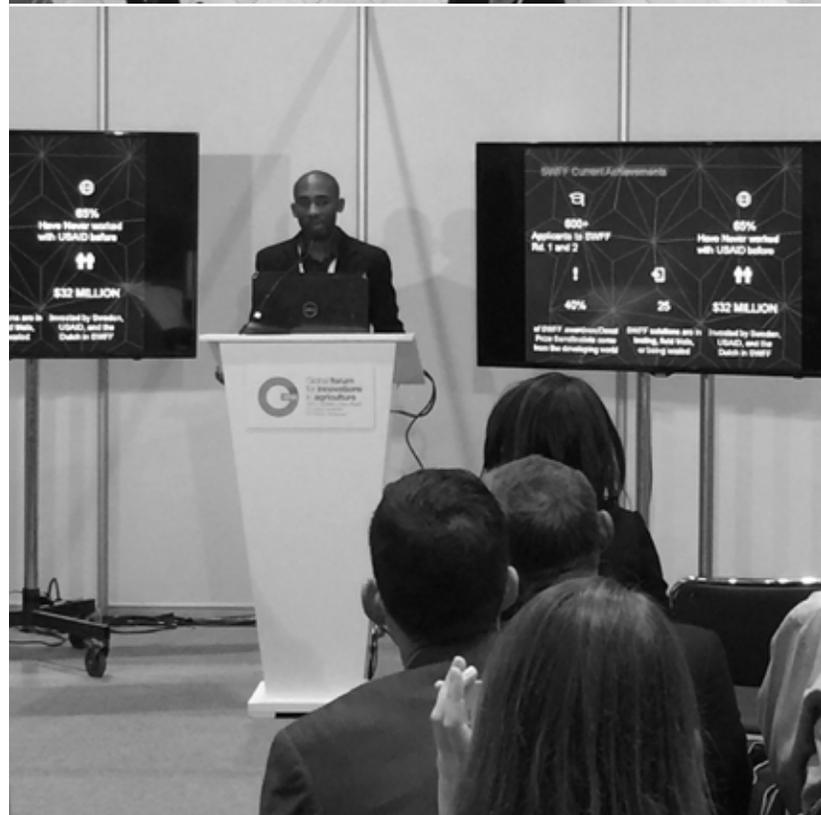
SWFF team identified several strategic and/or investment partners and potential pro bono service providers for the program. SWFF attendees benefited from the opportunity to connect with

The Global Forum for Innovation in Agriculture

The Abu Dhabi Global Forum for Innovation in Agriculture served as an opportunity for SWFF Round 1 awardees to convene with one another and meet potential investors, receive demand-based business and finance capacity building as a group, meet with the TA Facility staff for the first time, finalize their intake into TA Facility activities (AWP discussions/pre-award survey clarifications), and receive publicity in a conference setting.

Overall, it was a success with 83% of awardees rating the quality of their experience as "Very Good" or "Excellent," and 17% rating it as "Good." Topics included: "Marketing to Smallholder Farmers: Implementing What Works," "Business Models: Creating Value for Your Customers," "Developing the Right Influencer Network: Partners, Allies, and Mentors," "Financing Demystified: Sources of Funding and Frameworks to Aid Capital Decision-Making," and "Basic Gender Analysis."

A key concern of awardees was that they made investment pitches with no investors in the audience. SWFF noted this fact and determined that GFIA will not be attended by SWFF for the foreseeable future, and future SWFF events would increase focus on making sure investors were present.



4

The SWFF TA Facility – Overview and Context

During this project year, the TA Facility has completed 96 of the 117 work deliverables. Three are classified as still “in progress,” 6 are in an “ongoing” status, and 12 activities were cancelled. Of the remaining activities, 100% were completed. Twenty-two of the Y1 categories will be in the TA Facility’s Y2 Workplan. Categories of deliverables include: USAID reporting

compliance; engagement with USAID; raising awardee knowledge; promoting SWFF, expanding the network, building the brand, and facilitating partnership; onboarding awardees to the TA Facility; managing milestone-based funding; founding partner relationship building; effective management of acceleration services; awardee milestone management;

consortium management and consortium relations; and developing relationships with the innovators. Twelve activities were cancelled (e.g., World Water Week in Korea, quarterly webinars, SWFF website awardee knowledge management section, help desk, FAQ document, mentor network development).

Technical Assistance Facility Performance Monitoring Overview

As a learning organization, the TA facility has captured lessons learned that are valuable to external audiences, implementing 22 of them in the first reporting

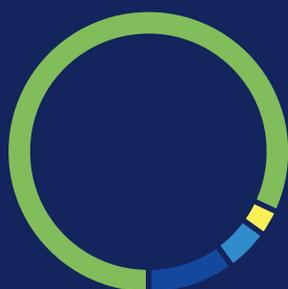
period. The TA Facility has also captured lessons learned in 100% of internal Consortium meetings, and completed three of four planned internal top-down reviews. In 83%

(five of six) of awardee-provider engagements, both the awardee and provider have been surveyed to improve the quality of service and capture good practices.

TA Facility Indicator Detail

INDICATOR	RESULTS TO DATE	ANNUAL TARGET	TARGET MET
1 # of Lessons Learned (LL) incorporated into TA Facility project	22	16	YES
2 # of partnerships formed	3	2	YES
3 # facilitated introductions to potential partners	24	10	YES
4 # facilitated introductions with organizations that engage farmers	1	6	NO
5 # task orders provided to awardees by USAID	5	8	NO
6 \$ value of services provided by USAID task orders	\$22,000	\$28,750	NO
7 % of awardees that rate average quality of service at 6 on a 7-point scale in Quality of Services Survey (QSS-O)	73-77% of awardees (6.1 average score)	80%	NO
8 Average score on QSS-O for "understanding of innovator needs"	5.9	6/7	NO
9 Average score on QSS-O for "helpfulness of TAF towards awardee goals"	5.9 average score (79-82% of awardees)	6 out of 7	NO
10 Average score on QoSS-O for "team responsiveness"	6.5 average score (95% of awardees)	6/7	YES
11 % AWP's "critical" needs mapped to task orders	100%	90%	YES
12 % of agreed upon services that are delivered	100%	100%	YES
13 \$ of total budgeted awardee assistance budget utilized	\$310,865	\$310,865	YES
14 % of awardees who engage the services of the facility every 6 months	100%	100%	YES
15 # of awardees who were removed from SWFF due to contractual non-compliance, after implementing TA Facility contractual recommendations	0	0	YES
16 % high-risk awardees receiving action plans to mitigate risks identified	100%	100%	YES
17 % on-time DevResults submissions	92%	70% by year end	YES
18 % acceptable DevResults submissions	79%	70% by year end	YES
19 % task orders with both awardee surveys/provider debriefs complete	65%	80%	NO
20 % Consortium conference call notes captured with lessons learned	100%	80%	YES
21 # TA Facility internal LL reviews and goal-setting meetings	3	4	NO

WORK PLAN DELIVERABLE STATUS



117 Deliverables

96 Completed

3 In progress

6 Ongoing

12 Cancelled

Data Quality/ Collection

The TA Facility has worked to ensure high data quality by educating staff on the definitions and standards around which indicators were built, building data collection into daily project activities, and rigorously documenting reported results through primary evidence.

In particular, the fact that the Podio project management tool is deeply integrated into all staff activities, serving as a capture tool for meeting notes, record of service deliveries, and work plan tracking tool has allowed staff to interact with and update performance data continuously.

The Podio tool tracks all changes, and staff have clearly designated roles to maintain up-to-date data in the various Podio “apps.”



TA Facility Consortium of Support Providers and Key Year 1 Accomplishments

IMAGINE | H₂O

San Francisco-based Imagine H₂O is the leading path-to-market resource for water-sector entrepreneurs. Imagine H₂O provided support services to SWFF innovators in the forms of exploring and making investor connections, reviewing and advising on sustainable business models, and preparing innovators for investor pitch sessions.

In Year 1, Imagine H₂O worked with seven different SWFF innovators delivering nine scopes of work. The support provided by Imagine H₂O was well received by the innovators with whom they have engaged.

Per the customer satisfaction surveys sent after each engagement ends, Imagine H₂O's overall satisfaction score was 3.8 out of 5. Their score for likely to be recommended to others was 6.2 out of 10.

Imagine H₂O prepared Adaptive Symbiotic Technologies and Reel Gardening to present at the Ag Showcase in St. Louis, Missouri, in September.

Both innovators were widely recognized as the best presenters of that session.



MRIGlobal, an internationally recognized accelerator of scalable technology innovations and supporting business models, provides a full suite of support services including technology demonstration, data analysis, monitoring, performance assessment, marketing, and technical design reviews and recommendations. MRIGlobal is providing support services to innovators in the forms of product technical specification reviews, customer segmenting and sales strategies, business modeling, and value chain development.

In Year 1, MRIGlobal worked with three innovators delivering four scopes of work. At the publication of this Annual Report only one customer satisfaction survey had been returned. However, the innovator reported being very satisfied with the overall engagement and scored likelihood to recommend to others as 9 out of 10.



SNV has extensive experience accelerating innovations in developing economies and has a network of 1,000 service providers spanning 39 countries. It integrates local knowledge and understanding with market intelligence and opportunity identification, business design and readiness, management and technical consulting, and match-making (financial and market) and knowledge management.

SNV provided support services to SWFF innovators primarily in areas of business model reviews and recommendations for sustainability, connections to local markets, market assessments, and legal structuring.

In Year 1, SNV worked with six different SWFF innovators delivering seven scopes of work. SNV's overall customer satisfaction rating is 4.5 out of 5 and a likelihood to recommend of 6 out of 10. They received high scores for their timeliness, responsiveness, and their eagerness to serve.

SUPPORT PROVIDER	SUPPORT TYPE	INNOVATORS SUPPORTED
IMAGINE H2O	Connections to investors / funders	Adaptive Symbiotic Technologies aQysta ARCADIS Deutsche Welthungerhilfe Driptech
	Investor pitch preparation	Adaptive Symbiotic Technologies Reel Gardening
	Business model and strategy development	Deutsche Welthungerhilfe Aybar
	Financing models	aQysta
MRIGLOBAL	Business model and strategy development	International Center Biosaline Agriculture
	Sales and marketing strategy	Reel Gardening
	Technical advisory and engineering support (through the Voucher System)	aQysta
SNV	Business model and strategy development	aQysta Practical Action TAHMO World Hope
	Legal advisory	FutureWater
	Value chain development	Wageningen
	Partner identification and introduction	aQysta
USAID	Monitoring and evaluation	FutureWater Practical Action World Hope
	Partner identification and introduction	aQysta MyRain
TA FACILITY	Financial/grants management	Aybar Reel Gardening
SIDLEY AUSTIN*	Legal advisory	MetaMeta TAHMO
ENNOVENT (VOUCHER)	Banking industry analysis and partnership negotiation	MyRain
OPEN CAPITAL (VOUCHER)	Sales and marketing strategy	Aybar

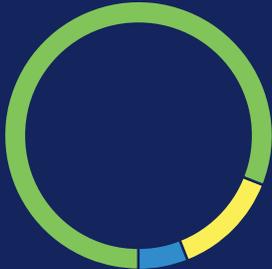
There were an additional five scopes of work that the TA Facility put out for bid through the Voucher System, but none of the pre-approved

vendors bid on them. The TA Facility will be soliciting additional vendors in early 2016 to expand the support offerings with the goal of

covering these remaining scopes, as well as increasing in-country based providers.

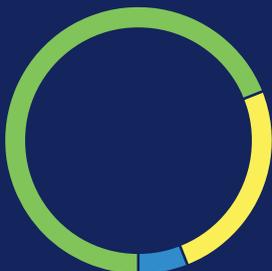
KEY TA FACILITY CUSTOMER SERVICE METRICS

UNDERSTANDING OF AWARDEE NEEDS



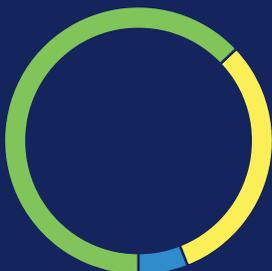
13 Very understanding
2 Understanding
1 Somewhat understanding

HELPFUL SUPPORT OF AWARDEE GOALS



11 Very helpful
4 Helpful
1 Somewhat helpful

OVERALL TEAM RESPONSIVENESS



10 Very responsive
5 Responsive
1 Somewhat responsive

Innovator Satisfaction with TA Facility Acceleration Support Services

After an acceleration support provider – either a member of the TA Facility Consortium or a vendor from the voucher system – completes an engagement with a SWFF innovator, the TA Facility asks the innovator to complete a brief customer satisfaction survey to ensure our support is meeting their expectations. Results of the survey are discussed with the Consortium members, and in a collaborative manner, the TA Facility works with them to identify and implement any improvements or course corrections that are required to more fully meet innovator expectations of support value.

The survey covers seven areas: overall satisfaction with support; support provider expertise, responsiveness and timeliness, and eagerness; degree to which expectations were met; and the innovator's willingness to recommend the support provider to others.

At the time of the writing of this report, eleven of a possible 17 surveys have been completed. All of the support engagements have been completed by a Consortium member to date. The Voucher System has just been launched and two support engagements are currently being delivered by providers in that system. The results below represent the findings from those nine survey responses.

Overall satisfaction with the services provided was high with an average score of 4.11 out of a possible score of 5.0. Individual support provider scores varied with MRIGlobal scoring the highest and Imagine H2O the lowest. It should be noted that to date we had received just one response related to services provided by MRIGlobal. The lower score for Imagine H2O was due to a lack of clear expectations set at the outset of the support engagement related to the reality of investor matchmaking.

While an innovator receiving “investor connection” support from Imagine H2O may expect direct introductions and meetings with potential investors, the potential to realize that outcome depends on the innovator’s readiness to be put in front of investors and the willingness of the investors to follow up an introduction to innovator with an actual meeting and further discussions.

SWFF innovators were very pleased with the level of expertise the support providers brought and their responsiveness and timeliness throughout their engagements, scoring 4.22 out of 5.0, and 4.44 out of 5.0, respectively. All support providers scored at least a 4.0 for both of these indicators. These are important indicators for the TA Facility, and we were pleased with these responses.

Degree of expertise indicates that we are bringing support providers with the right

background and knowledge to complete these consulting engagements. The positive responses for timeliness and responsiveness indicate that TA Facility support providers are carrying forward the customer service mentality that is so important to us with regards to our engagement with the SWFF innovators.

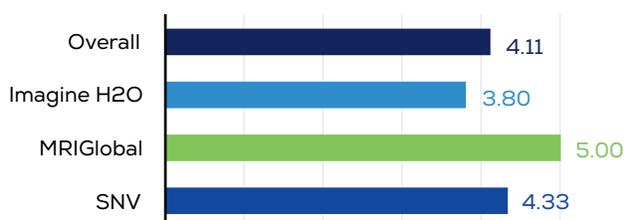
However, when asked to score the support providers on “eagerness to support,” innovators were slightly less satisfied. The overall score for eagerness was 3.89 out of 5.0. Because Imagine H2O’s score of 3.80 was the primary contributor to the lower average, we believe this result is related to the expectations set at the start of each engagement. While an innovator’s wish might have been to get in front of investors and close funding deals, the reality in many cases was that the financial and business model foundations were not solid enough to meet that wish.

Innovators indicated that on average the support they received was about what they expected, not better and not worse. While this is a positive response, the TA Facility sought to beat their expectations and provide them a level of support that significantly impressed and delighted them.

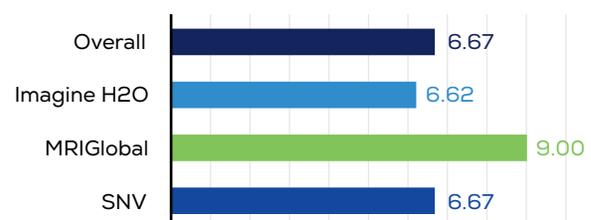
Finally, we asked the innovators to tell us how likely it is that they would recommend the support provider to other SWFF innovators. The scoring was on a scale of 1 to 10 with 1 indicating “not at all” and 10 indicating “extremely.” The average score was 6.67, which while positive, was not as high as we wanted to see. Our goal is to see this indicator at an 8.0 or above.

In discussions with both the innovators and the support providers, we identified areas that we can jointly address in Year 2 to increase the value of the support delivered.

OVERALL HOW SATISFIED OR DISSATISFIED WERE YOU WITH THE SUPPORT YOU RECEIVED?



HOW LIKELY IS IT THAT YOU WOULD RECOMMEND THIS SUPPORT PROVIDER TO OTHER SWFF INNOVATORS?



- Expectations need to be addressed fully in the development of the scope of work that defines the blueprint for the support that will be delivered. We will ensure the support provider develops a scope that is more detailed in the outcomes of an engagement and lays out both what will be delivered and what will not be delivered.
- The scope of work will also be very clear in defining the expectations for the level of effort and time commitment required of the innovators' staff to cooperate during the engagement.
- The TA Facility will place a priority on identifying a support provider on the ground in the country in which the innovator is working when necessary. While theoretical and strategic support is valuable in some circumstances, in others specific knowledge of the commercial landscape, cultural norms and context, and local industry networks may be required to address an innovator need. The voucher system provides the channel through which to identify local, in-country support providers when necessary.

- We will focus in Year 2 on providing as much innovator background material as is helpful in getting vendors and support providers up to speed to ask informed questions at the engagement kickoff. In many instances the support provider was asking questions that the innovator believed should have known as a foundational level of knowledge prior to the kickoff.

Results, scopes of work from prior engagements and associated deliverables, contact information for any other support providers that have worked with that innovator, and a schedule of future support engagements with the innovator. Our goal is to create the transparency necessary to help build the support provider's body of knowledge heading into an engagement, as

Our goal is to create the transparency necessary to help build the support provider's body of knowledge heading into an engagement, as well as encourage collaboration across providers so that conflicting advice is avoided and pieces of information are shared that could inform and improve the value of any given support engagement.

- We will set up a Google Drive system that all providers can access that will contain a folder for each innovator. In those folders the support providers will be able to find an innovators Needs Diagnostic

well as encourage collaboration across providers so that conflicting advice is avoided and pieces of information are shared that could inform and improve the value of any given support engagement.

Participatory Evaluation

During the most recent convening of SWFF awardees in Amsterdam, a participatory feedback session was conducted in order to discuss with awardees what is going well in the SWFF program, where they experience pain points, and what new areas of support the SWFF program might provide. The session was facilitated by both the SWFF Team Lead and M&E Coordinator. Feedback was collected in both written and discussion formats.

Awardees were guided through a “Rose/Thorn/Bud” activity where they individually captured positive and negative feedback on worksheets. Awardees then voted on overall issue areas to guide the open discussion, with the facilitators using a set of pre-planned questions, along with probing questions.

This discussion was captured in a transcript and key takeaways of both the worksheets and discussion are detailed below. While there are 30 awardees total, most of the feedback that follows highlights smaller groups of awardees that specifically mentioned areas of interest. In many cases, these opinions were reflected

by larger segments of the room, but that support was not captured in the notes.

The awardees nearly unanimously felt that the SWFF application process could be improved by making the process and expectations clearer to applicants at the start of the call for innovations. Six awardees specifically called out the process as lengthy, but in the overall discussion, it became clear that the SWFF process is in fact a faster one than what many experience in other programs.

Data collection was a pain point with four awardees asking for clearer expectations in target creation and data collection planning. Eight awardees highlighted the overly intensive time investment of reporting on their metrics, with five specifically highlighting the lack of staffing resources to carry out the monitoring.

The DevResults platform was also singled out for being unintuitive and confusing by three awardees specifically, in a general poll of the room, and in many one-on-one conversations with the M&E Coordinator and SWFF Team Lead.

Another key pain point was contract/award compliance. Three awardees specifically requested a shift from monthly to quarterly financial reporting, due to the administrative burden on their organizations. Three others call out budget inflexibility in out-years as restricting their ability to innovate and adapt as they learn more about their target markets and customers.

The final area singled out for improvement centered on timing, with three awardees detailing how the delay in awarding the TA Facility contract delayed their receipt of technical assistance. Three other awardees stated that the SWFF program was expecting too much too soon, particularly in the area of getting their companies registered to sell in their target countries (an area they felt they had limited influence).

SWFF awardees highlighted many positive aspects of the program during the feedback session. Six stated that an association with the program had increased their outside credibility with outside investors/funders and five awardees stated that the program and pre-award assistance had increased



their organizational readiness moving forward. Eight awardees called out positive attributes of the SWFF team, such as being helpful, friendly, and accessible. Regarding the conference itself, six awardees expressed appreciation for the focus on awardee-awardee networking, and five mentioned that the workshops were highly relevant to their businesses.

In many cases, the insights above reflected the information gained by the SWFF team in one-on-one conversations with awardees. The list below highlights areas where

pivoting and improvement has already begun or will be newly emphasized moving forward:

- 1.** Improving early communication with potential Round 4 applicants, with a clear roadmap of the application process and improved time estimates for completing various steps
- 2.** Building in a more robust discussion of data collection expectations into yearly acceleration work planning
- 3.** Decreasing data collection burden through a simpler

survey tool that will replace DevResults as an awardee point of data entry, and decreasing the information demands for verification in a subset of milestones

- 4.** Planning for M&E technical assistance and more pro-active guidance on technical indicator measurements for awardees who request assistance
- 5.** Working with OAA to explore less burdensome financial reporting schedules.

Acceleration Support Overview and Activities

The TA Facility worked to apply the latest thinking and industry best and next practices to deliver acceleration support that would most contribute to our innovators' overall business effectiveness, organizational capacity and end-user impact. Our mandate includes:

- Helping innovators advance the development of their innovations and business models, enable penetration of new markets, expand access to capital, build partnerships, and attract more customers
- Working directly with innovators to deliver concrete progress

towards the indicators that they have set up in their acceleration work plans and M&E portfolios

- Documenting lessons learned to provide insights into the success of the innovators, the operation of the TA Facility, and where possible contribute to the growing evidence that entrepreneurship, economic growth and poverty reduction has a causal relationship
- Applying effectiveness measures across our operation to ensure effective and efficient delivery of services

Through its acceleration work planning and needs-based assessment process and the use of a diagnostic tool, the TA Facility identified and delivered integrated packages of support services (e.g., technical support, one-on-one mentoring, training, and access to specialist service providers) to help innovators achieve their milestone targets and overcome economic, financial, and institutional barriers to scale. Over the past year, the TA Facility identified 40+ scopes of work that included both supply-side and demand-side interventions.



The most frequently requested types of support to date included business model and strategy development, connections to potential investors and funding sources, and sales and marketing strategy design.

The Acceleration Work Planning Process

The Acceleration Work Planning process was multi-step and designed to work in collaboration with the innovator. Through the process the TA Facility, SWFF Team Lead and the awardees defined the milestone targets to which the innovator would be held accountable for continuation in the SWFF program, clarified the evidence to be gathered to demonstrate achievement of those targets, and identified organizational strengths and weaknesses through the Innovator Needs Diagnostic.

Each of these processes were inputs in the definition of mutually-agreed upon set of support services provided by the TA Facility in the coming award year. These acceleration services were deemed to be most effective in helping the innovator hit their targets and overcome barriers to scale.

The TA Facility conducted phone consultations with each innovator to gain a high level understanding of their specific challenges to scale and the type and timing of support that would be most valuable in helping them overcome those challenges. The most frequently requested types of support to date included business model and strategy development, connections to potential investors and funding sources, and sales and marketing strategy design.

SWFF TA Facility Voucher System

Recognizing that there are services that the SWFF TA Facility and its three consortium partners, MRIGlobal, Imagine H2O and SNV USA, cannot provide to the SWFF Innovators, the SWFF team developed a Voucher System, which allows the TA Facility to rapidly procure services for the innovators on an as-needed basis in a manner compliant with USAID regulations.

The approved service categories include:

- Business development
- Business mentorship
- Business modeling
- Gender
- Graphic design, branding and website development
- Human resources management
- Legal services
- Market research and market analysis
- Materials science
- Media training and presentation coaching
- Organizational capacity building
- Partnership identification and partnerships

- Policy and advocacy
- Product development, refinement, and diversification
- Public relations and communication; smallholder farmer marketing and sales
- Supply chain development
- Technical writing and scope of work development
- Travel services

In September, 17 vendors were selected through a rigorous selection process to serve under the first BPA to provide services to SWFF innovators under one or more of the 19 approved service categories (See Annex B).

The system was operational in August 2015 for the first eight call orders issued in early October 2015, with work still ongoing. The Voucher System prevents duplication or substitution of services already covered by the procurement options stated in the contract: the SWFF TA Facility team, USAID and the USAID network, and the consortium of subcontractors.

Early results have shown that the Voucher System has been effective, with positive reviews from innovators that have

used the system and from the Voucher System vendors. An area that will need improvement in Y2 is making sure that Voucher System providers have significant background information before they bid on a SOW.

The SWFF team has modified standard operating procedures to make sure that there will be an introductory call with the innovator, the TA Facility Acceleration Facilitator, and the vendor going forward. In addition, Voucher System vendors requested more specificity in each SOW, and the SWFF TA Facility team has added additional information to each SOW to address this concern.

With the Round 3 innovators, the TA Facility introduced the Innovator Needs Diagnostic. This Diagnostic assesses various aspects of the innovator's business model, including knowledge of its customer, key partnerships, sales and marketing strategies, legal and regulatory compliance capabilities, and internal management capabilities.

The Diagnostic results provide critical insights and help the Acceleration Facilitator determine

what scaling challenges the innovator is most likely to face and what set of integrated support services can close performance gaps.

Once an innovator's support needs are clarified, the TA Facility identified the most relevant and cost effective resource available to address the need. Resources for the innovators are available through four lines of support. The first line of support is the TA Facility itself. The second line is USAID and its relevant partnerships. The third line is the consortium of supporting organizations that are contracted to deliver services on a fee basis. The fourth line is a Voucher System enabling out-of-network support if a need cannot be addressed by one of the first three lines.

The TA Facility then worked with the appropriate support provider to draft and agree on detailed scopes of work and ensure that the deliverables and objectives as defined in that scope of work are met. The TA Facility checked in with the innovators to ensure a high level of customer service and satisfaction with the service provider engaging with them.

During the past year, SWFF completed acceleration workplans with the 28 Round 1 and Round 3 SWFF innovators. An Acceleration Work Plan template created by the TA Facility helps the innovators think through the activities that will be required to ensure they hit their milestone targets and to highlight any roadblocks to executing those activities where TA Facility support services would add value.

Based on the acceleration work plans the innovators completed and their responses to a survey of their support needs, the TA Facility was able to gain a high level understanding of their support requests. Forty-one support requests were documented for Year 1 delivery to the Round 1 innovators. The TA Facility is in the process now of defining support services with Round 1 innovators for Year 2 of their awards and with Round 3 innovators for Year 1 of their awards.



Technical Assistance Workshops

In addition to direct support engagements, the TA Facility held technical assistance workshops in conjunction with the Global Forum for Innovation in Agriculture in Abu Dhabi in March and the Amsterdam International Water Week (AIWW) in November. At each event the TA Facility programmed a series of workshops designed to meet shared interests and learning needs across all SWFF innovators. The focus of each of the workshops was determined in large part by the direct input through surveys and conversations with innovators.

At GFIA, SWFF innovators participated in workshops focused on business modeling and value proposition definition, selling to the smallholder farmer, and integrating gender equality considerations into business plans and implementation. The AIWW workshops focused on the lean startup methodology and approaches to increasing knowledge of the customer, creating dynamic and effective partnerships, identifying and overcoming legal barriers to scale, and a second workshop on integrating gender considerations into business planning and execution.



M&E Awardee Performance Monitoring Overview and Activities

SWFF M&E support is grouped into two portfolios:

- 1) Building the performance monitoring capacity of SWFF awardees and to assist SWFF Team Lead Dr. Ku McMahan in evaluating the data quality and progress reported by SWFF awardees, and
- 2) TA Facility performance monitoring, which is discussed in TA Facility Performance Monitoring Summary.

Overall, significant progress has been made in building the capacity of SWFF awardees

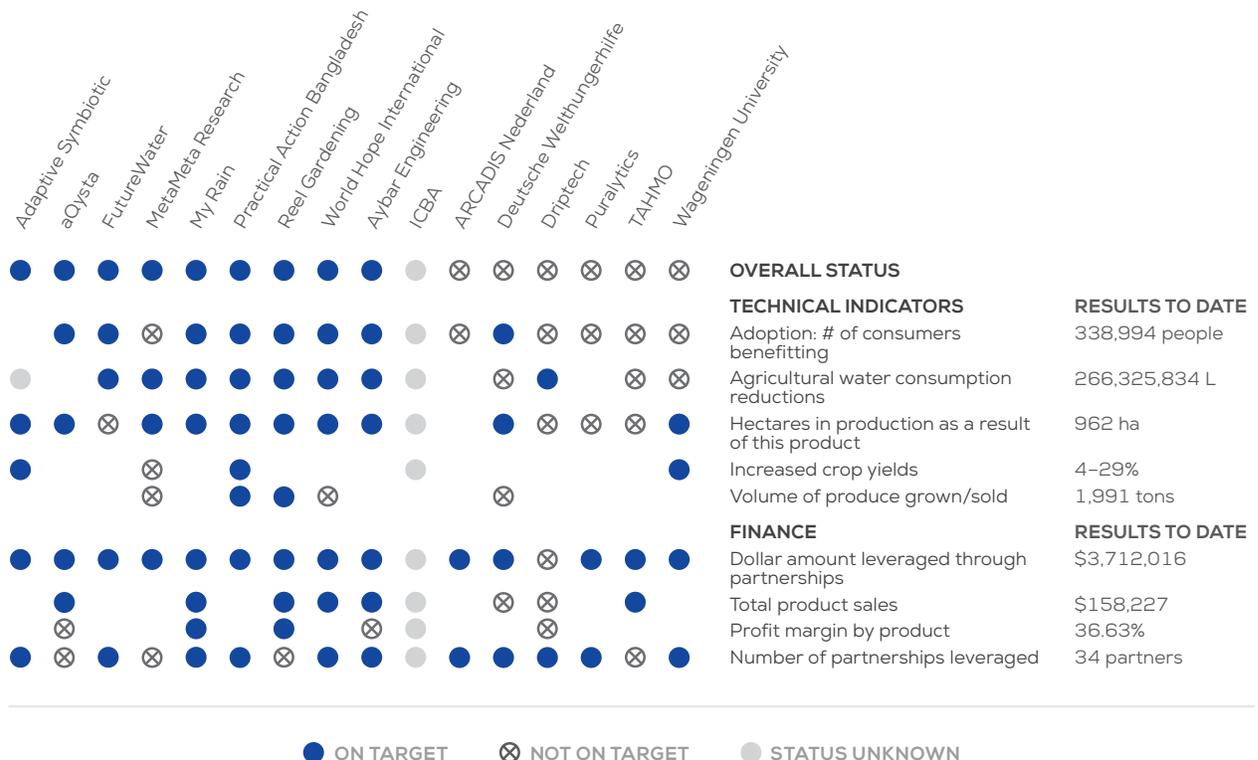
to report results through the DevResults platform, and as of December 31st, 2015, 15 SWFF awardees have undergone an annual review, and either continued into Year 2 of funding or exited the grant funding portion of the program. One awardee is awaiting final review. Of the 15 awardees that have completed their review, nine awardees continued to Year 2, and six awardees did not.

After the first year of the TA Facility's operation, the team

is on track to meet all targets set in the performance-monitoring plan. As a customer service provider, the TA Facility had 72% of awardees rating the overall quality of service at 6 or 7 on a 7-point scale.

Responsiveness to awardees exceeded the target, with only 3-5% of awardee requests taking longer than two business days to respond. The three most important customer service metrics are summarized below. The TA Facility also collects feedback on

INNOVATOR MILESTONE PROGRESS



engagements with the Consortium that is providing the bulk of technical assistance.

A summary of major activities follows, grouped according to the SWFF awardee-facing responsibilities of the SWFF TA Facility M&E Coordinator, as stated in the SWFF TA Facility M&E Operational Plan.

1. Work with SWFF-level M&E Advisor to develop targets, if applicable, for select indicators

The Acceleration Facilitator, USAID Team Lead, and the M&E Coordinator finalized Year 2 targets for all continuing Round 1 awardees and new Round 3 awardees in AWP calls in October 2015.

2. Verify SWFF awardee reporting

All awardee performance monitoring data was reported into the DevResults web-platform by awardees. The SWFF M&E Coordinator invested significant time (more than 100 hours) in data quality checks, requests for supporting documentation, and training of awardees to correctly utilize the DevResults system. With this data assembled, the SWFF team conducted phone calls with awardees to present the SWFF program's assessment of their progress,

with an opportunity for awardees to provide feedback and additional information.

All milestones were scored as either a "pass" or a "fail" according to whether an awardee was within 90% of their Year 1 target. These scores were summarized in data sheets that were presented in two different Q&A sessions to the IIAC. The IIAC voted for awardees to either continue to Year 2 or become SWFF alumni, based on their objective progress towards milestones and the accompanying narratives and feedback provided during the awardee phone calls.

The following is a summary of awardee progress against their milestone indicators, taking into account uncertainty arising from the ongoing review of one awardee as of the time of writing this report. Those innovators on the left side of the chart (Adaptive Symbiotic through World Hope) met their Year 1 milestones and moved on to Year 2. Those on the right side of the chart (ARCADIS through Wageningen University) did not meet their Year 1 milestones and are now considered SWFF alumni. Those greyed out in the middle of the chart have not yet completed Y1 and have not been reviewed.

3. Build capacity of SWFF awardees to report M&E data accurately and on-time and develop training guides (online, offline) for awardees

There has been substantial effort in the first year of the TA Facility contract to develop training materials and build the capacity of SWFF awardees to utilize DevResults. Materials developed include a DevResults Partner Manual, one-hour DevResults webinar, and a "DevResults Checklist" one-page roadmap. Significantly, the SWFF M&E Coordinator provided multiple rounds of feedback at both the 6-month and 11-month points of awardee progress reporting.

Two key pain points have emerged and been validated over numerous awardee interactions:

- 1.** While DevResults fulfills the program's need to systematically capture data, it is not user-friendly or intuitive to new users.
- 2.** Documentation requirements were at times unclear to awardees at the start of the project, and almost universally viewed to be overly burdensome.

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1. While DevResults fulfills the program's need to systematically capture data, it is not user-friendly or intuitive to new users.

2. Documentation requirements were at times unclear to awardees at the start of the project, and almost universally viewed to be overly burdensome.

To resolve the awardees' difficulties with DevResults, the SWFF M&E Coordinator has developed a simple web form that is customized to each awardee's milestone requirements, allows for easier documentation management, and incorporates prompts and reminders around common mistakes to reduce the number of revisions requested during the review process. The system will be provided to awardees for feedback, incorporate suggested changes, and be utilized during the next round of semi-annual reporting.

To resolve awardees' difficulties with documentation requirements, the SWFF program is also reducing documentation requests where possible during the semi-annual and annual reports, is moving written requests for reporting revisions to interactive and recorded quarterly telephone conversations, and will be providing written guidance to explicitly guide awardees to systematically collect data for each milestone.

4. Assist in developing awardee technical indicators, as needed, for Securing Water for Food metrics

All current SWFF indicators were developed during the intake process of Round 1 and Round 3 awardees. During the application process, Lab-specific metrics were proposed and input was gathered from awardees to inform custom indicators. Round 1 awardees expressed some confusion about how program and custom indicators were supposed to be measured during the first year of the SWFF Program. The SWFF team pivoted in the intake of Round 3 awardees by dedicating a larger part of the Acceleration Work Planning call to explicit conversations about measurement, and the Acceleration Work Plan document itself was expanded to require extra detail from awardees regarding their data collection procedures. With this information, the SWFF program will be better able to identify potential shortfalls in awardee M&E much earlier in their awards. The Performance Indicator Reference Sheets (PIRS) for SWFF-specific indicators still need to be fully developed, and the research and finalization of the PIRSs remains a priority moving into Year 2.

Grants Management Overview

Grants Management refers to assistance and support functions provided to SWFF innovators to help them comply with USAID standard rules and regulations (USAID operational policies and procedures).

Capacity building methods included: 1) Kick-off virtual webinar for all SWFF innovators; 2) Specialized optional webinar for all SWFF innovators; and 3) Ongoing one-on-one support to answer SWFF innovators' inquiries and provide assistance.

Grants and compliance functions included:

1. Pre-award survey

The goal of the pre-award survey is to assess the financial and organizational strength in the following areas: organization structure and legal status, internal controls and segregation of duties, standard written, policies and procedures, current financial and accounting systems, budgeting, annual audits, and staff general experience and knowledge of USAID policies and procedures. The narrative consisted of explanation of the pre-award survey requirements, areas to be assessed, process of administering the assessment, outcome and decision making process.

The grants administrator shared the pre-award survey requirements with the SWFF innovators and was available to answer any questions that they had.

SWFF innovators were then provided with the necessary documentation to facilitate their completing the pre-award survey.

Remaining SWFF innovators pre-award surveys were conducted on the phone or a Skype call. Scoring the pre-award survey resulted in assigning high, medium, or low risk to each of the SWFF innovators. The scores are correlated with qualitative data collected.

PRE-AWARD SURVEY RESULTS

Exempt

ROUND 1	ROUND 3
Practical Action	Waterpad
World Hope International	

Pass

ROUND 1	ROUND 3
ARCADIS	Islamic Relief Kenya
Deutsche Welthungerhilfe	
ICBA	
Puralytics	
Reel Gardening	
Wageningen	

Pass with Conditions

ROUND 1	ROUND 3
Adaptive Symbiotic	ICU Jordan
Aybar Engineering	ICU Tunisia
FutureWater	ICU Peru
aQysta	Conservation South Africa
MetaMeta	CSDS – University of Nairobi
MyRain	Centre for Environment Concerns
TAHMO	Green Heat Uganda Ltd
Driptech	Ignitia AB
	Si Technologies International B.V.
	Water Governance Institute

The outcome of each were discussed and cleared by the AOR and AO. Scoring resulting in a recommended action plan that consisted of correction actions to be implemented by the SWFF innovator and TA Facility engagement in capacity building activities. As of Dec. 31st, 2015, all but one Round One SWFF awardees had met all of their pre-award survey requirements.

2. Innovators grants capacity building

During the first six months of the TA Facility, awardees received support and assistance. The Grants & Financial Manager responded to ad hoc questions raised by awardees and also established standard forms or templates to ensure compliance with pre-award survey requirements. He also provided assistance in developing solutions to address current weaknesses in awardees' systems, and provided instructions and guidance to assist innovators understanding their award requirements and how to comply with standards USAID operations procedures and financial reporting. The SWFF help guide has also been finalized and shared with all innovators.

Round 1 SWFF innovators signed Cooperative

Agreements with USAID. Their awards specified funds disbursements requirements in two ways by: 1) advancing funds, or 2) reimbursement for expenses after they have been incurred. To request funds, all innovators are required to submit form SF-270 on a monthly basis. All are also required to submit Quarterly Financial Performance form SF-425 based on the USG's fiscal year (October 1–September 30).

Support activities to SWFF innovators included: 1) conducting an information and instructional webinar to familiarize innovators with financial reporting requirements and standard USAID process; 2) one-one-one training sessions over conference calls and Skype; 3) providing innovators with guidance materials, instructional guide, and explanations to specific requirements; 4) responding to ad hoc inquiries.

To reduce administrative burden on USAID, the Chief Financial Office Representative and the innovator, a standard cash flow management worksheet was developed as an innovative solution to help document and manage awardee cash flow. This worksheet helped to: 1) streamline the process of completing both the monthly

SF-270 and quarterly financial reporting SF-425 forms; 2) increased timely submissions; and 3) streamlined tracking USAID disbursements and innovator's cost share.

The tool has been distributed to the majority of Round 1 innovators, and they have received one-on-one training on how to maintain it. Innovators also received training on how to complete and submit both required forms. As a result, 90% of Round 1 innovators are submitting timely accurate reports to CFOR, and back-and-forth email traffic between CFOR and innovators was significantly reduced.

Partnerships and Mentor Network Activity

The TA Facility's goal for partnering is to expand the ecosystem that SWFF innovators have at their disposal and to be able to connect with subject matter experts, develop potential partner leads, leverage practical tools and resources, and identify investor groups with complementary funding initiatives.

In addition to drafting and finalizing the Partnership Strategy, the TA Facility has been conducting a systematic evaluation of potential partners.

The team developed the tool below to evaluate potential partners around the following criteria: one-to-one leverage of resources, common goals for all partners, jointly defined solution to a social or economic development problem, non-traditional resource partner, shared resources, risks and results. They must also offer an innovative and sustainable approach to development.

The partnership team will be thoughtful in the expansion of the portfolio. The team developed the tool below to evaluate potential partners: strategy, buy-in, branding, necessity, resources, targets, stability, openness and

development context. Each potential partnership will be evaluated using this tool to help us ensure that the level of effort required to secure and maintain a partnership will lead to a partnership that is meaningful to both the SWFF innovators and the TA Facility.

The TA Facility will work with six distinct partner types including other accelerators, investors, mentors, influencers, private sector firms, and foundations. Our long-term goal is to enter into partnering agreements with about three organizations within each category, with the exception of mentors for which we will identify on an as-needed basis.

The following partnerships were executed in the past year:

- Sidley Austin, an international law firm with a significant pro bono arm, has signed an agreement to engage with TAHMO to create boilerplate contracts that will smooth their expansion into different countries. We will also propose up to three other innovators for a lifetime engagement with them.

- Johns Hopkins University has engaged with the SWFF program to deliver pro bono public relations advisory services (e.g., writing and messaging) worth over \$9,000.
- Though not partnerships, we have also had informal conversations with MSL Group (communication and branding pro bono work), the Water Environment Federation (connecting our innovators to the broader WEF community), Export-Import Bank (connecting Puralytics to the Export-Import Bank US-based operations and value adds), the International Potato Center, and Sodexo (introduction to the Securing Water for Food Program).

Execution of the Partnership Strategy will be a focus in FY2016.

SECURING WATER FOR FOOD TA FACILITY PARTNERSHIP EVALUATION MATRIX

EVALUATION CRITERIA	WEIGHT	PARTNER A	PARTNER B	PARTNER C
Strategy – Strategic plans and goals fully aligned. Value proposition is clear. Business plan makes sense.	20%	6	6	7
Buy-in – Strong commitment from senior management and all levels of the organization.	10%	6	9	8
Branding – Strong brand positioning, high standards, well-respected in respective industry or market sector	15%	5	7	8
Necessity – The partnership is necessary to deliver benefits that neither organization can deliver alone.	10%	7	9	8
Resources – Requirements specific and well-documented. Partners can deliver on said requirements.	20%	6	10	6
Targets – Clear and concise targets have been discussed and are attainable.	5%	8	10	6
Stability – All parties are in a stable position.	10%	9	9	9
Openness – Business strategy known. Areas of potential competition have been identified and discussed.	5%	8	9	9
Development Context – Partner is interested in operating in and creating benefits in a development context.	5%	7	9	7
Weighted Totals	100%	6.5	8.4	7.4

TA Facility Communication Overview – The Chief of Party Communiqué

“When they rack up the most significant achievements of USAID, SWFF will definitely be one of them.”

The Chief of Party Communiqué innovator and stakeholder outreach tool, which was initiated in February 2015 to consolidate innovator-specific communication, features program news and portfolio updates, requirements and action items; event details; innovator achievements; relevant USAID updates; a resource section; and a featured photograph. The newsletter allows us to streamline and consolidate relevant messages and information specifically for the innovators.

The TA Facility has received feedback from the innovators and from others about the high utility of the newsletter, how they have drawn inspiration from its contents, and how they rely on the newsletter to stay connected to all of the program requirements.

5

Forthcoming Activities (Year 2) for the TA Facility

1. Year 2 Work Planning
2. Intake for Round 3
3. Acceleration Work Planning for Round 1, 2, 3 and 4
4. Grants and Financial Management Portfolio Development and Assistance
5. M&E and DevResults Portfolio Development and Assistance
6. Acceleration Portfolio Development and Assistance
7. Partnership Strategy Execution
8. Round 4 Securing Water for Food Grand Challenge Preparations
9. Field Visits for Acceleration, M&E, Grants and Financial Management and Outreach Support
10. Events and Travel
11. June 2016 USAID Ag Innovation Showcase
12. SWFF Broader Program Support
13. Project Administration & Ongoing Activities
14. Thought Leadership, Outreach, Communication and SWFF Program Branding
15. Project Reporting



Mission Co-Funding

This activity will take place during FY2016. SWFF will work with missions to find areas of mutual relevance for collaboration and will determine how, through our combined efforts, SWFF and Missions/ Embassies can support the growth and expansion of SWFF innovators.

6

DAI Communication & Platform Support

Since the launch of SWFF, DAI provided hands-on implementation support on communication and outreach and platform development. Through this support, DAI helped to raise awareness about the three open calls for innovation, the innovators, and the Challenge approach. In addition, DAI managed the application intake platform.

DAI's communication model helped to attract nearly 1,000 applicants to SWFF over the course of the first three rounds. Throughout the year, DAI implemented a strategic communication calendar organized by themes and activities relevant to water and food innovators.

SWFF's on-going campaign incorporated an email newsletter and social media

outreach, supplemented during open-call periods or announcement periods by influencer outreach, Twitter and expert chats, social media contests, Google AdWords promotion and strategic blog and article placement.

DAI also provided strategic advisory support and guidance and supported messaging, website and collateral updates, and managed the press and media contract with Melwood Global.

DAI worked to ensure there was a continued and growing drumbeat around the Challenge. One particular area of learning for SWFF was around social media. In order to more effectively leverage social media tools such as Twitter, DAI embarked on a learning and research project led by

Dr. Craig Jolley from the USAID Global Development Lab. With Craig's support, DAI tweaked its social media efforts to focus more deeply on supporting grantee business development (especially social marketing), and improving SWFF's social messaging so that SWFF was seen as a thought leader on technology innovation for the water/ag nexus.

SWFF saw some major successes around social media. By targeting major water and agriculture influencers, SWFF reached out to more than 200 organizations and was able to achieve more than 2 million social media impressions in one week. SWFF saw similar numbers during the week DAI hosted a #WaterAgWomen twitter chat, which also had over 2 million impressions.

Overall, this novel technique allows SWFF to expand its outreach and communication activities and share information on SWFF innovators and activities with a much larger audience.



Major Findings

Reel Gardening is a SWFF grantee with a fairly strong social presence, so DAI explored what a stronger social campaign for Reel Gardening could look like. Most of Reel Gardening's existing social media visibility focused around their SWFF funding and media coverage of their CEO – good publicity, but not strong customer interactions.

Looking for similar companies, we identified Seeds of Change, a US-based organic seed company (owned by Mars, Inc.), as a "social media role model" for Reel Gardening. Seeds of Change engages their customers on social media through frequent tweekchats, prize drawings, contests, and giveaways. In recent years, they have started to integrate live and

social-media events, for example by giving out sample seed packets using a Twitter-enabled vending machine.

About 50% of the broader Twitter conversation around water and agriculture comes from the US, with an emphasis on the CA drought. Another 14% comes from India – a very high number, given India's lower overall rate of



Twitter usage. Social network analysis shows a diverse set of key influencers, including major corporations, environmental activists, media outlets, and politicians.

For this project, the following research techniques were used: 1) Affinity analysis (to find overlapping interests); 2) Social network analysis (to find key influencers); 3) Topic modeling (to pick

out major discussion topics); 4) Custom sentiment classification (to distinguish closely-related conversations); and 5) Mapping.

Overall, this novel technique allows SWFF to expand its outreach and communication activities and share information on SWFF innovators and activities with a much larger audience.

7

Annexes

ANNEX A – INNOVATOR SUMMARIES

ANNEX B – THE VOUCHER SYSTEM

**ANNEX C – SWFF TA FACILITY VOUCHER
PROCESS – DETAILED**

ANNEX D – TA FACILITY STATUS REPORT

A

Annex A – Innovator Summaries

FLYING SENSORS

RAINMAKER

AFFORDABLE GREENHOUSES

BARSHA PUMPS

BIOENSURE

SANDBAR CROPPING

REEL GARDENING

BROAD BED AND FURROW
MAKER (BBM)

SALT TOLERANT POTATO

SUBSURFACE WATER
TECHNOLOGIES

SALT-TOLERANT AND RESILIENT
CROPS

MIT AND JAIN IRRIGATION
SYSTEMS

UNIVERSITY OF TEXAS AT
EL PASO (UTEP) CENTER
FOR INLAND DESALINATION
SYSTEMS (CIDS)

MOBILE WEATHER FORECASTS

AQUAPONICS FOR
SMALLHOLDER FARMING

AGROSOLAR IRRIGATION
TECHNOLOGY

ECORANGERS AND MEAT
NATURALLY: COMMUNAL
GRAZING SYSTEM

NEWSIL

M-FODDER: LESS WATER MORE
FODDER

SWAR: SUBSURFACE DRIP
IRRIGATION SYSTEM

SLURRY-SEPARATION SYSTEM

THE BURIED DIFFUSER: AN
UNDERGROUND IRRIGATION
SYSTEM

GROASIS WATERBOX

IRRIGATION SCHEDULING
SYSTEM

WATERPADS



FLYING SENSORS

FUTUREWATER

WHERE WE WORK

Mozambique

WEBSITE

www.futurewater.nl

POINT OF CONTACT

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THE CHALLENGE

In Mozambique some of the most common crops—maize, cassava, and sorghum—have very low yields per hectare. Most farmers do not have access to reliable information on the status of their crops and are afraid to risk using costly inputs such as high-quality seeds, on-time irrigation, and fertilizer for fear of wasting these precious resources.

THE SOLUTION

FutureWater provides smallholder farmers with insights that are critical to improving their application of limited resources such as water, seed, and fertilizer. Its Flying Sensor provides high-resolution spatial information beyond the visual spectrum. Flying Sensors are equipped with near-infrared sensors that detect crop stress up to two weeks before it is observable by the human eye.

MILESTONES AND ACHIEVEMENTS

The first year of FutureWater's project had promising results. In Year 1, the Flying Sensor benefitted approximately 2,000 households and conducted flyovers on 660 hectares of land. A subset of beneficiaries reported that using the Flying Sensor resulted in a 39% water reduction.

This year also saw the innovator focused on navigating Mozambique government regulations, increasing public visibility, and resolving a few remaining technical issues with the Flying Sensor. The innovator has now obtained the necessary clearance from the Ministry of Defense and has learned from the Civil Aviation Authority that there are no regulations applicable to their product.

HOW YOU CAN HELP

1. Support to navigate and accelerate the Mozambique government's approval process so that in-country sales can begin
2. Create a marketing and communications strategy, which includes channel identification, corporate messaging, customer research, and partner research
3. Help to establish baseline metrics for water consumption reduction and productivity



RAINMAKER

MYRAIN LLC

WHERE WE WORK

India

WEBSITE

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POINT OF CONTACT

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THE CHALLENGE

In India, 41 million small-plot farmers rely on flood irrigation, a method that stunts crops and washes away valuable soil nutrients. Drip irrigation increases efficiency of water and fertilizer by 20% to 50% and increases yields by 30% to-100%. Drip irrigation also preserves nutrients in the soil and increases land longevity. Due to weak distribution chains and product complexity, drip technology has proliferated to only 5% of these farmers.

THE SOLUTION

MyRain is a wholesaler of drip irrigation products. MyRain's Rainmaker (patent-pending) is a point-of-sale and design application that makes it easy for retailers to customize drip irrigation systems for small-plot farmers based on entering a few parameters. This intuitive app removes the barrier of retailer engineering expertise and increases the ease and opportunity to advise, sell, and order drip irrigation components.

MILESTONES AND ACHIEVEMENTS

In year one, MyRain has focused on increasing access and usage of micro irrigation in India. To date, the innovator has seen over 235 million liters of water savings and reached 660 beneficiaries. Farmers have used MyRain-supplied irrigation products on 162 hectares of fields. Additionally, sales have been good. MyRain sold more than \$80,000 worth of irrigation and hardware products at a gross profit margin of more than 21%.

HOW YOU CAN HELP

1. Support to better understand the agricultural retailer market in the Indian states of Tamil, Karnataka, Andhra Pradesh, and Telangana.
2. Assist in making connections with local Indian banks to link MyRain's retailer network to working capital and financing.
3. Introductions to potential investors.



AFFORDABLE GREENHOUSES

WORLD HOPE INTERNATIONAL

WHERE WE WORK

Mozambique, Sierra Leone

WEBSITE

www.worldhope.org

POINT OF CONTACT

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THE CHALLENGE

Approximately 70% of Sierra Leone and Mozambique's populations are employed in the agricultural sector, growing, selling, buying, and preparing food for their families. However, with global climate change affecting water availability, agriculture is not always a reliable source of income.

THE SOLUTION

In partnership with Penn State, World Hope is producing and distributing Affordable Greenhouses that enable a year-round growing season and reduction in water consumption. These greenhouses can be constructed in just two days at a price point of \$500. The greenhouses are durable and last over five years.

MILESTONES AND ACHIEVEMENTS

World Hope's Greenhouses Revolutionizing Output (GRO) project was able to install dozens of greenhouses in Mozambique and Sierra Leone in Year 1. These greenhouses are actively growing produce and within the next several months, the innovator expects to have nearly 3 tons of crops. The affordable greenhouses have reached almost 2,000 beneficiaries and resulted in more than 770,000 liters of water savings. Based on their first harvest, World Hope estimates that farmers will see a full payback in the cost of greenhouse expenditures in 2-3 growing cycles. Additionally, the innovator is seeing an unexpected fledgling industry of seedling production that is rapidly growing.

HOW YOU CAN HELP

1. Support in simplifying highly scientific and complex calculation methods for tracking and reporting on water consumption and reduction results.
2. Review of the innovator's business model to ensure sustainability and viability going forward. Key questions include identifying the most appropriate customer bases, sales and marketing approaches to reach rural farmers, and how to evaluate and select potential partners.
3. Guidance on best practices in marketing to bottom-of-the-pyramid consumers.



BARSHA PUMPS

AQYSTA

WHERE WE WORK

Nepal

WEBSITE

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POINT OF CONTACT

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THE CHALLENGE

For small and medium-sized farmers in the Himalayan Mountains of Nepal, watering crops can be a challenge. Irrigation solutions such as diesel and solar-powered pumping exist, but are not sustainable, requiring constant repairs, re-fueling, or large upfront investments. Simple solutions are needed to help farmers keep crops watered.

THE SOLUTION

aQysta's Barsha pump is a low-cost, innovative solution for smallholder farmers to irrigate their fields without using any fuel or electricity. The hydro-powered pump is easily implemented anywhere there is flowing water nearby and requires little maintenance.

MILESTONES AND ACHIEVEMENTS

To date, aQysta has reached 241 beneficiaries with its hydro-pump technology. The innovator has installed 5 Barsha pumps across Nepal in diverse socioeconomic conditions. In Year 2, aQysta hopes to install 40 new pumps. Additionally, the innovator has leveraged more than \$200,000 in outside funding, and has seen a profit margin of 21%.

HOW YOU CAN HELP

1. Counsel on aQysta's overall business model in order to identify the most optimal path to scale.
2. Help collaborating with USAID's Nepal projects and help positioning the pump technology to local farmers.
3. Recommendations on connecting with relevant investor audiences such as venture funds, impact funds, and family foundations.
4. Support in developing a micro-financing option model to approach micro-financing institutions.
5. Help in designing a complete irrigation and pump system for packaged sales.



BIOENSURE

ADAPTIVE SYMBIOTIC TECHNOLOGIES

WHERE WE WORK

United States, India, Kenya,
South Africa, Uruguay, Chile

WEBSITE

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POINT OF CONTACT

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THE CHALLENGE

Some of the greatest threats facing agricultural sustainability are abiotic stresses including drought, rising salinity, and poor water quality, all of which are exacerbated by climate change. Simultaneously, increasing populations, urbanization, soil degradation, and the reduction of arable farmland are decreasing global agricultural growing capacity.

THE SOLUTION

Adaptive Symbiotic Technologies' BioEnsure is a fungal seed and plant treatment that, when sprayed onto seeds, helps the plants to adapt to water-related stress. By applying BioEnsure, crops can grow in suboptimal conditions and use 50% less water. BioEnsure is the only product on or soon to be on the market that can confer stress tolerance.

MILESTONES AND ACHIEVEMENTS

Adaptive Symbiotic Technologies is hard at work. In the first year, BioEnsure users in India saw a 29% increase in crop yields. Even those farming in difficult growing conditions are seeing an increase in plant resiliency. Currently, BioEnsure is being applied to 4 food crops—okra, maize, wheat, and millet. Securing Water for Food isn't the only program that believes in Adaptive Symbiotic Technologies' innovation. The innovator has leverage more than \$2 million in outside funding in the first year.

HOW YOU CAN HELP

1. Support in expanding their funding sources and in making connections with potential investors.
2. Advice in navigating the Indian regulatory landscape to gain approvals to sell BioEnsure.
3. Help in understanding the business licensing and IP protection laws in India.
4. Support in identifying partners in target countries to set up in-country testing facilities and conduct seed tests.



SANDBAR CROPPING

PRACTICAL ACTION

WHERE WE WORK

Bangladesh

WEBSITE

www.practicalaction.org

POINT OF CONTACT

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THE CHALLENGE

After the rainy season ends each year in Bangladesh, large barren sandy islands appear in the main rivers. These sandbars usually disappear after 5 months and thus cannot be cultivated year-round. However, during the dry season these lands can be used by extremely poor farmers to grow high-nutrition crops.

THE SOLUTION

Practical Action's sandbar cropping technique enables landless families in Bangladesh to diversify their incomes by growing pumpkins and other crops on previously barren land. Farmers can overcome seasonal food shortages and reduce risks that threaten their livelihoods with sandbar cropping. Practical Action teaches farmers how to identify suitable sandbar cropping space, dig pits, fill them with compost, and add pumpkin seeds. Crops thrive and the pumpkins last for up to a year, enhancing food security and improving earning potential amongst extremely poor farmers.

MILESTONES AND ACHIEVEMENTS

In Year 1, Practical Action has reached 750 beneficiaries, 150 of which were families of female farmers. Their unique sandbar cropping technique has led to a 54% reduction in water usage and produced approximately 1 million kilograms of pumpkins. The innovator has made 30 hectares of land farmable and seen a 100% repayment rate from pumpkin farmer's to-date. The project team has identified five sandbar locations managed by 5 irrigation entrepreneurs in the Rangpur district.

HOW YOU CAN HELP

1. Support in water quality testing to ensure that water supplies downstream from the sandbar cropping are not adversely affected by the pumpkin growing process.
2. Assistance in creating a business and marketing strategy at the national and international level and identifying opportunities for pumpkin export to other countries.
3. Help in exploring the potential for growing and exporting other pumpkin varieties and vegetables using the sandbar approach.



REEL GARDENING

REEL GARDENING

WHERE WE WORK

South Africa

WEBSITE

www.reelgardening.co.za

POINT OF CONTACT

Claire Reed

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THE CHALLENGE

Planting a home garden can be a daunting task requiring access to large volumes of water, start-up capital, and at least some gardening knowledge. For many low-income communities, committing precious resources to seeds, fertilizer, and water just to have a garden fail can be a deterrent to growing your own produce, which can feed a family or be sold for extra income.

THE SOLUTION

Reel Gardening has developed a unique seed system that can be grown into a vegetable or herb garden in nearly any climate. The innovator pre-packages a paper strip with seeds and fertilizers so it can be easily planted at the correct depth and maintained. It takes just 5 minutes to plant, uses 80% less water and provides hours of joy and months of food.

MILESTONES AND ACHIEVEMENTS

Reel Gardening has manufactured and delivered over 300,000 household gardens. They have implemented their Garden in a Box technology in 200 schools and have secured the matching funds to meet their Year 1 Securing Water for Food obligations. Reel Gardening has saved 19.5 million liters of water, farmed 30 hectares of land, and produced approximately 1,000 tons of produce from their seed tape. The innovator has established two new partnerships and finalized their first international partnership with an organization based in Kenya.

HOW YOU CAN HELP

1. Support in developing and implementing an agent distribution model to roll out school gardens and in establishing a process for follow-on sales within a community.
2. Assistance in efficient and effective forecasting and cash flow management processes and help in finding tools to enable the capture and reporting of backup documentation that will support cost share obligations.
3. Aid in developing a buy-one-donate-one retail model to help Reel Gardening determine how this model could be marketed and implemented without overpricing the product and how they can size the market to assess potential uptake for this kind of model.



BROAD BED AND FURROW MAKER (BBM)

AYBAR ENGINEERING PLC

WHERE WE WORK

Ethiopia

WEBSITE

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THE CHALLENGE

Vertisols are important to Ethiopian agriculture. In the Ethiopian highlands alone, there are about 7.6 million hectares of vertisols out of which farmers use only 25% for crop production. In traditionally cultivated fields, farmers' crops are suffocated by water and yields are significantly reduced.

THE SOLUTION

Aybar's Broad Bed and Furrow Maker (BBM) is constructed at planting time in order to drain excess water away from crops. It is a multi-purpose ridger and bed maker used to drain excess water and conserve moisture in dry areas. The innovator is currently working primarily in Ethiopia, where only 25% of land is cultivated due to waterlogging. The BBM has been developed to build the optimum BBFs using lighter-weight materials appropriate for Ethiopian farmer needs. The use of their BBM has improved wheat yields from 0.5 tons per hectare to 3.8 tons per hectare.

MILESTONES AND ACHIEVEMENTS

In Year 1, Aybar has been busy manufacturing their BBMs. The innovator is working with farmers in both the wet and dry areas of Ethiopia to help local smallholders adopt their technology. Aybar seeks to train farmers on their BBMs, so that those farmers can, in turn, act as future trainers themselves.

HOW YOU CAN HELP

1. Advisory support in navigating the Ethiopian small-plot farmer market and agricultural economy.
2. Review of Aybar's business model with accompanying feedback that will help them solidify and expand their value proposition and operations.
3. Aid in communicating with local government officials to increase engagement with Aybar.



SALT TOLERANT POTATO

METAMETA & SALTFARM TEXEL

WHERE WE WORK

Pakistan

WEBSITE

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THE CHALLENGE

The UN estimates that at least 1 billion hectares of land is currently affected by salinity and the world loses at least 3 hectares of arable land every minute due to salinization. In Pakistan, 4.2 million hectares of land are affected by salt. With limited freshwater resources available, farmers are forced to use brackish groundwater to water their crops, reducing overall yields and quality.

THE SOLUTION

MetaMeta is a Netherlands-based development consultancy that partnered with SaltFarmTexel to introduce salt-tolerant potatoes to the Pakistani market. In Pakistan, floods and sea water intrusion wipe out crops with increasing regularity. Their salt-tolerant potato crop offers an alternative to 250 million people globally that live on salt-afflicted soil.

MILESTONES AND ACHIEVEMENTS

After the first year, MetaMeta has produced 16 tons of salt tolerant potatoes and saved nearly 10.3 million liters of water. The innovator successfully grew their crop in water with a salinity of 8.7 dS/m. In 2014, MetaMeta planted demonstration crops in Pakistan. The innovator held two “open days” this year, attended by USAID, Al Jazeera, the Dutch ambassador to Pakistan, local farmers, distributors, and sales representatives. The first potato crops were successfully harvested in April of 2015. MetaMeta is building a cohort of farmers interested in testing their potato varieties, and have 10 beneficiaries so far. Numerous restaurants and hotels have also expressed interest in testing the quality.

HOW YOU CAN HELP

1. Advice in creating a legal structure upon which the three partners in the innovator’s consortium can operate and conduct business.
2. Assistance in building brand awareness among potential growers of the salt-tolerant potato and promotion of partnership opportunities with local growers.



SUBSURFACE WATER TECHNOLOGIES

ARCADIS

WHERE WE WORK

Mexico

WEBSITE

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THE CHALLENGE

Water demands in coastal Mexico are on the rise while fresh water resources are increasingly becoming limited. Economic growth, growth in population, and climate change exacerbate existing freshwater shortages and increase pressure on shallow fresh groundwater reservoirs. Additionally, salt-water intrusion is making aquifers unsuitable for irrigating agricultural lands.

THE SOLUTION

Subsurface water technologies provide an innovative, practical approach to freshwater management in coastal areas. ARCADIS's Freshkeeper product stops and reverses salinization of aquifers and water wells by intercepting intruding brackish groundwater. Fresh and brackish water are pumped simultaneously from different depths, to control the fresh-brackish intercept.

MILESTONES AND ACHIEVEMENTS

ARCADIS is working on an analysis for a business case in Mexico that will highlight opportunities for their product in the Mexican market. The innovator is exploring a potential customer base of both farmers and municipalities. Their first working visit to Mexico entailed establishing a coordinated effort among local stakeholders and gathering information on the local geohydrology and salinization problems.

HOW YOU CAN HELP

1. ARCADIS is looking for a local agricultural partner in Veracruz and Yucatan, Mexico to test its freshwater management system.
2. Support in reviewing their investor pitch materials and providing feedback to improve investor readiness.
3. Aid in gaining introductions to investors and other funding sources whose objectives align with innovator's.



SALT-TOLERANT AND RESILIENT CROPS

INTERNATIONAL CENTER FOR BIOSALINE AGRICULTURE (ICBA)

WHERE WE WORK

Egypt, Yemen

WEBSITE

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POINT OF CONTACT

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THE CHALLENGE

The West Asia and North Africa region is one of the most water-scarce regions in the world with agriculture consuming over 75% of freshwater resources. Many of the groundwater-based agro-ecosystems and river-based irrigated agricultural lands in this region are affected by salinity and water logging, which is a major constraint to crop production.

THE SOLUTION

ICBA is working to establish salt-tolerant seed production and exchange chains in Yemen and Egypt, where freshwater is scarce. Specifically the innovator is looking at key crops such as barley, triticale, fodder beet, pearl millet, sorghum, safflower, and quinoa. They seek to improve the livelihoods of small-scale farmers.

MILESTONES AND ACHIEVEMENTS

The primary objective for ICBA in the first six months of their SWFF award is shifting their focus from production in the Sinai to scaling in the New Valley region of Egypt. Partner meetings took place in early May to ramp up activities in the New Valley. The innovator's efforts are now centered on recruiting farmers for seed production. In the second year of the award they intend to turn towards seed sales.

HOW YOU CAN HELP

1. Advisory support to help ICBA work through a business model that will be most successful in Egypt and Yemen.
2. Support in helping the innovator establish a better understanding of developing an integrated supply chain.
3. Consulting on sales and marketing to help ICBA clarify the value proposition to better engage and mobilize the private sector.



MIT AND JAIN IRRIGATION SYSTEMS

DESAL PRIZE WINNER

WHERE WE WORK

India

WEBSITE

www.jains.com

POINT OF CONTACT

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THE CHALLENGE

All too often, groundwater is brackish and not suitable for human consumption or crop irrigation. Irrigation with brackish water is not sustainable and ultimately leads to low crop yield and salinization of the soil. In India, 60% of the land is underlain by salty water. The nation is in need of freshwater supplies for crop, human, and animal consumption. Further, electric grids that can run conventional reverse-osmosis desalination plants are not widely available in India.

THE SOLUTION

MIT and Jain Irrigation Systems designed a photovoltaic-powered electrodesalination reversal (EDR) system that desalinates water. This system uses electricity to pull charged particles out of the water and further disinfect it by using ultraviolet rays. The system was designed for low energy consumption, limiting costs especially in off-grid areas.

HOW DOES IT WORK?

Photovoltaic-powered (PV) electrodesalination reversal (EDR) desalinates water through a simple, robust design that uses electricity to pull charged particles out of the water and then further disinfect with UV. The system has low energy consumption, leading to lower system costs and capital expenses, especially in off-grid areas. Jain Irrigation Systems' capabilities in large-scale manufacturing, marketing, distribution, and servicing in rural areas increase this innovation's potential.

As their test pilot period begins, MIT plans to automate their system with electronic valves, so it can automatically turn on and off. Additionally, this automated system would allow for reversal of the electrodesalination process, as well as automatic separation of potable from agricultural water.

Jain will roll out training activities for farmers during their test pilot period in India.



UNIVERSITY OF TEXAS AT EL PASO (UTEP) CENTER FOR INLAND DESALINATION SYSTEMS (CIDS)

DESAL PRIZE RUNNER-UP

WHERE WE WORK

Honduras

WEBSITE

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POINT OF CONTACT

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THE CHALLENGE

By 2050 water demand is projected to increase by 55% globally, meaning that the number of people impacted by water scarcity and stress will continue to rise. Importantly, more than 70% of global water use occurs in the food value chain. By 2025, two-thirds of the world's population could be living in severe water stress conditions and developing countries will see the impact on human health and food production. To satisfy future water demand, we must augment traditional water supplies with brackish groundwater.

THE SOLUTION

The University of Texas at El Paso (UTEP) Center for Inland Desalination Systems (CIDS) designed a zero discharge desalination (ZDD) technology that reduces water waste in the desalination process.

HOW DOES IT WORK?

Zero discharge desalination (ZDD) technology provides an order-of-magnitude reduction in the amount of water wasted in the desalination of groundwater by conventional processes. Electrodialysis metathesis uses a DC voltage to remove undesirable ions from water and strategically pairs them with other ions to produce a precipitate that can then be used by farmers for soil augmentation.

UTEP plans to optimize their technology primarily by simplifying their operational process to include control set points. The team plans to go to a single electrodialysis stack and to feed sodium chloride precipitated from their system back into the process, forming a closed loop.

The team plans to work with local agriculture extension agents affiliated with the university to provide farmer outreach and to coordinate farmer training at the pilot test location in Honduras.



MOBILE WEATHER FORECASTS

IGNITIA AB

WHERE WE WORK

Ghana

WEBSITE

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THE CHALLENGE

Extreme weather variability due to climate change hinders farmers from capitalizing on rainfall for crop production, especially in regions near the equator. Predicting the weather based on traditional forecasts is often insufficient for small-scale farmers living in these weather volatile regions. Of the estimated 1.4 billion hectares of cropland worldwide, around 80% is rainfed and accounts for about 60% of the global agricultural output. Reliable and accurate weather forecasts help farmers sow, fertilize and harvest at the ideal time to realize greater yields.

THE SOLUTION

Ignitia AB has developed a highly accurate weather model to help small-scale farmers in West Africa manage their daily activities to predict water availability and improve their yields to optimize food production. Working in partnership with major telecommunications firms, Ignitia sends daily, customized weather forecast to farmer's phones.

HOW DOES IT WORK?

Weather forecasts are delivered daily via text message to mobile phones and depict the predicted weather for the next 48 hours specific to the subscriber's location. Farmers receive updates on: likelihood of rain, timing of rainfall, and intensity of precipitation. Messages are low-cost at \$0.03/day and constructed to be user-friendly so that even low-literacy subscribers are able to extract useful information after very little training.

Current global weather forecast models all fail to provide accurate forecasts in the tropics. Ignitia's forecasts are accurate 84% of the time compared to its competitors, which are accurate only 39% of the time. Designed with end-users in mind, Ignitia delivers highly localized, accurate forecasts and a lightening-fast warning system to alert farmers in case of sudden storms.



AQUAPONICS FOR SMALLHOLDER FARMING

WATER GOVERNANCE INSTITUTE

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Uganda

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THE CHALLENGE

Declining water availability due to climate change paired with limited access to commercially viable farmland are just a few of the challenges facing growers in Uganda. Additionally, the food system in the nation faces hurdles with a declining fish eating culture resulting from dwindling fish supply in lakes, high local and international demand, and high costs. Without access to protein rich foods like fish, many Ugandans, especially children, cope with nutritional deficiencies.

THE SOLUTION

Water Governance Institute's Aquaponics system closes the loop between fish and horticultural crop farming to provide much needed nutritional supplements and alternative incomes to Ugandan citizens and farmers living in rural, urban or peri-urban household settings. The all-in-one system uses less water and allows for crop production and fish rearing at home.

HOW DOES IT WORK?

The Aquaponics system is an integrated technology that involves growing crops like sweet pepper and tomatoes in permeable tray. The tray is filled with a growth medium such as husks or loamy soil, and underneath is a water tank for rearing fish. Wastewater from the fish is routinely introduced to the growth medium via the tray through an irrigation process. Organics in the water decompose, releasing nutrients that are taken in by the crop, making it a closed loop system. The water in the tanks is recycled several times, so less water is needed to rear the fish and to grow crops. With enough water, farmers and system owners can grow crops all year round. The system is low-cost, gender and disability friendly and yields high value, premium price produce.



AGROSOLAR IRRIGATION TECHNOLOGY

ISLAMIC RELIEF KENYA (IRK)

WHERE WE WORK

Kenya

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THE CHALLENGE

There are 5.4 million hectares of arable land in Kenya, but 83% of that land is unsuitable for rain-fed agriculture leaving it in need of irrigation and water-pumping technology. Unfortunately, only 4% of the land is currently under irrigation, mainly using diesel, electric or treadle pumps for furrow irrigation. These processes are inefficient, environmentally unfriendly and costly. This trend is not isolated in Kenya, but persists across Africa.

THE SOLUTION

SunCulture is transforming the status quo with their affordable solar powered drip irrigation technology, AgroSolar Irrigation. This innovation is designed to meet the needs of smallholder farmers and improve productivity and profitability. AgroSolar Irrigation is both low-maintenance and long-lasting, providing farmers with high-value fruits and vegetables for just fraction of the cost of traditional irrigation technology.

HOW DOES IT WORK?

AgroSolar Irrigation is a solar powered drip irrigation system built to support the cooperatives in Kenya. SunCulture links potential users to training and financial service providers, who in turn offer loans to cooperative members to acquire the technology.

The system is ultra-efficient, saving about 80% of the water used in furrow irrigation, and delivering water and fertilizer directly to crop roots. Farmers can expect yield gains of over 300%. Utilizing clean energy services over current diesel water pumping practices results in a cost and labor saving of almost \$14,000 per acre. This unique business model takes a whole value chain approach to improve upon the fragmented value chain currently found in Kenya and ensures that barriers for smallholder farmers are removed.



ECORANGERS AND MEAT NATURALLY: COMMUNAL GRAZING SYSTEM

CONSERVATION SOUTH AFRICA

WHERE WE WORK

Botswana, Kenya, Lesotho,
Namibia, South Africa

WEBSITE

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THE CHALLENGE

Nearly 90% of South Africa's water for agriculture comes from surface catchment areas that are vulnerable to alien plant spread and bush encroachment, often triggered by communal livestock. Degradation of rangelands across Africa is destroying water catchment functions and driving poverty for livestock farmers. Restoring catchments infested by non-native species is a national priority in South Africa for efficient water management.

THE SOLUTION

Trained cattle herders and communal herding techniques minimize the negative impacts of climate change and alien plant invasions to wetlands and riparian zones. Conservation South Africa uses an innovative business model, Meat Naturally Pty, to implement communal grazing systems that result in improved water and food availability. The business model is based on training herders and supporting market access in a way that improves livestock condition, croplands, rangeland ecosystems, and, by working at scale, ensures sustainability in formal private sector markets.

HOW DOES IT WORK?

Meat Naturally Pty uses ecological science, a government job creation program, and market interest in sustainable meat to implement communal grazing systems that result in improved water and food security. The system provides a scalable vehicle for African communal farmers to enter into a growing niche markets for grassfed and sustainably-produced meat.

The enterprise will have two key revenue streams: one focusing on production and land restoration support by Ecorangers paid by government, and another focused on sales and auditing support paid by farmers and retailers. Using Ecorangers to intensely manage grazing will improve soil and allow for crop planning and fertilization to be integrated into resilient food systems. Once established in South Africa, this model can be the driver for development for much of Africa's drylands.



NEWSIL

SI TECHNOLOGIES INTERNATIONAL B.V.

WHERE WE WORK

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THE CHALLENGE

Worldwide droughts cause severe agricultural losses. Prolonged lack of rainfall from climate change inhibits the photosynthesis of plants, causes chlorophyll changes, and damages of the photosynthesis apparatus. Plants are inhibited from photochemical activities and see decreased enzyme activities.

THE SOLUTION

Si Technologies found a way to stabilize silicic acid to strengthen crop resilience against droughts and extreme weather. With their product, NewSil, food crops can absorb Silicon, resulting in a reduction of water consumption of 30-50%. Applying silicic acid to food crops is an affordable and environmentally friendly solution to reduce drought stress so crops can overcome periods of water shortages, which saves harvests.

HOW DOES IT WORK?

Silicic acid, an important element in plant growth, is highly unstable. In the creation of NewSil, Si Technologies stabilized silicic acid in its monomeric form and added the element boron—making it the first and only product that found a way to increase silicon uptake by plants. NewSil is simply sprayed over crops, allowing for rapid uptake of the product. Plants will have increased drought tolerance by maintaining proper water balance, photosynthetic activity, and erectness of leaves and structure of xylem vessels under high transpiration rates. The best part: NewSil is a completely safe and natural product, with ingredients found widely in nature.



M-FODDER: LESS WATER MORE FODDER

CENTER FOR SUSTAINABLE DRYLAND ECOSYSTEM AND SOCIETIES (CSDES)-UNIVERSITY OF NAIROBI

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Kenya, Tanzania, Uganda

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THE CHALLENGE

There is an urgent need for change in the agricultural and livestock systems of Africa. Livestock feed prices are escalating due to water scarcity caused by lack of space and the effects of climate change, and remain unaffordable to poor smallholder farmers. These farmers comprise 80% of the agricultural workforce in East Africa. With high feed prices, large-scale livestock and crop production is stunted.

THE SOLUTION

M-Fodder, a mobile phone application, connects smallholder livestock farmers to high quality fodder through SMS messages. This technology is game changing in two ways. First, it promotes production of high quality affordable hydroponic fodder, which utilizes about 10% less water than traditional fodder. Second, the production, technology dissemination, and marketing of the fodder utilizes the fastest and most affordable means of communication—mobile phone technology.

HOW DOES IT WORK?

M-Fodder's SMS system enables farmers to access a reliable source of low-cost, sustainable hydroponic fodder right through their phones. Livestock farmers send the distributor an SMS with the fodder quantity required and their location. The farmer will receive a call from the fodder producer within minutes and receive a delivery of hydroponic fodder within 7 days.

M-Fodder is capitalizing on the rapid uptake of mobile technology by farmers and creates a gateway for communication between growers and fodder producers. Hydroponic fodder is water efficient and sustainable and may help decrease the number of farmers out of work due to drought and feed prices.



SWAR: SUBSURFACE DRIP IRRIGATION SYSTEM

CENTRE FOR ENVIRONMENT CONCERNS

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Ethiopia, India

WEBSITE

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THE CHALLENGE

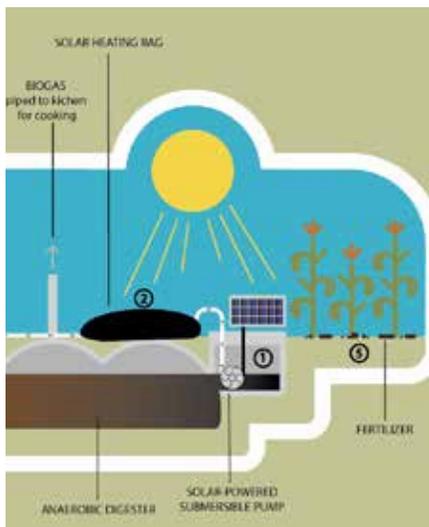
Half of the arable land in India is subject to low rainfall and prone to frequent drought. Risk derived from unfavorable weather patterns drives debts and leaves farmers vulnerable to financial and mental disrepair—farmer suicides are not uncommon. Irrigation sourced from canal and groundwater has a limited scope and current pressure on natural resources leaves irrigation practices in India in need of improvement.

THE SOLUTION

The Centre for Environment introduces SWAR: the world's first sub-surface drip irrigation system that release moisture when 'asked' for by the crop. This underground, gravity-based irrigation system provides moisture to plants at the root level. SWAR enhances soil nutrients, uses harvested or stored water, provides irrigation to low rainfall areas, and in turn, transforms the livelihoods of poor farmers to help them grow more food.

HOW DOES IT WORK?

SWAR technology consists of low-pressure drip irrigation components like overhead tanks and drip lines, but is extended with adapted and permeable clay pots. Pots are placed at the root zone and connected to drip lines. Water oozes out of the pots to wet the soil and then 'sweats' to maintain a favorable soil moisture condition. This method assures moisture is spread at the plant's root zone to cultivate vegetables, flowers, fruit and forestry trees using only one fifth of other drip irrigation systems in India. SWAR is automated but doesn't require electricity and results in huge water savings.



SLURRY-SEPARATION SYSTEM

GREEN HEAT UGANDA LTD.

WHERE WE WORK

Ethiopia, Rwanda, Uganda

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THE CHALLENGE

Anaerobic digestion transforms organic wastes into methane and fertilizer, which saves money while improving energy security, air quality, public sanitation, and crop yields. Unfortunately, in Uganda, 50% of digesters are abandoned within a year because farmers find the process unsustainable. Current designs require every kilogram of waste to be mixed with a kilogram of water for the system to function. Women and children must fetch more than 80 liters of freshwater a day to feed their digesters, wasting precious natural and labor resources.

THE SOLUTION

Green Heat Uganda Ltd.'s innovative slurry-separation system greatly reduces water demand. The system creates an easily managed fertilizer product while increasing gas production. Utilizing a solar-powered sewage pump and innovative heating process, slurry is dewatered and converted into solid fertilizer that can be packaged, stored, or applied directly to the fields. Water by-products are separated during the process and re-used to mix with organic wastes later in the system. Green Heat Uganda increases the potential of success by enabling all farmers to enjoy the benefits of digesters, regardless of their water access.

HOW DOES IT WORK?

A solar-powered submersible chop pump transfers slurry into a black bag that absorbs UV radiation. Heat is applied to kill pathogens and stimulate microbial activity to increase gas production. Solids are removed from the slurry using dewatering fabric, and can then be used or sold as fertilizer. The remaining liquid is mixed with wastes entering the digester, replacing freshwater. The system is eco and gender-friendly, efficient, and a true cost-saver.



THE BURIED DIFFUSER: AN UNDERGROUND IRRIGATION SYSTEM

INSTITUTE FOR UNIVERSITY COOPERATION (ICU)

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THE CHALLENGE

In Tunisia, 43% of the families are completely dependent on agriculture for their means of survival. Unfortunately, agriculture-based incomes can be unreliable as smallholder farmers are often affected by droughts, especially in disadvantaged rural areas. Drip-irrigation systems, currently the most efficient irrigation system spread on the market, can be costly and energy inefficient for smallholder farmers struggling to survive.

THE SOLUTION

The Buried Diffuser (BD) is a new underground irrigation technique for trees, shrubs, and vegetables in fields and green houses. This innovative technology allows for water and energy savings as well as drought mitigation. In center-south Tunisia, the BD can keep trees alive during dry periods and improve olive yields that constitute the main source of income for the farmers in the region—thus contributing to poverty reduction.

HOW DOES IT WORK?

The Buried Diffuser provides underground irrigation that delivers water to plants at the root level, and lessens the likelihood of water loss from evaporation. The system is comprised of diffusing parts, which facilitate water infiltration of the soil. A connection to a water distribution pipe helps regulate water flow to plants.

The Buried Diffuser works with gravity as well as conventional water pressure to ensure that crops are efficiently getting the water they need. This innovation performs better than currently widespread irrigation methods, and should allow farmers to decrease production costs up to 30%. Additionally, the BD uses 30% less water to produce the same weight of crop.



GROASIS WATERBOXX

ICU

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THE CHALLENGE

In MENA countries, a rising demand for agricultural products combined with a fragile natural environment is rapidly adding pressure on scarce land and water resources. This unsustainable balance between production limitations and demand calls for a meaningful change in water efficiency in the region.

THE SOLUTION

The Groasis Waterboxx (GW) is an integrated planting technology that allows fruits, trees and shrubs to grow in degraded farm and rangelands. The GW surrounds the bases of a plant to collect water necessary for crop survival. This innovative and inexpensive technology revitalizes degraded ecosystems, while simultaneously providing valuable nutrient sources of fruits and feed to both humans and animals.

HOW DOES IT WORK?

The GW is a 20-liter box that is placed around a young seedling at transplanting. The box builds up a water column under the plant by collecting dew and rainwater, and distributes it over a long period of time to avoid evaporation. In practice, the transplanted seedling will receive just enough water from the GW to survive while it searches for water deep in the soil to develop a strong taproot. The taproot developed in this way will make the whole plant resilient to prolonged drought periods.

The GW requires less inputs and management when compared to other water saving technologies such as drip irrigation—and farmers may see a 95% money saving per hectare over a period of ten years.



IRRIGATION SCHEDULING SYSTEM

ICU

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Peru

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THE CHALLENGE

In Peru, access to information about climate and weather patterns is both limited and expensive. Data that is collected and provided by the public authority covers only a small portion of the country. Marketing companies that sell climate stations exist, but only provide services to large farming institutions because of high costs.

THE SOLUTION

ICU offers Peruvian smallholder farmers an innovative technology that permits widespread sharing of information on climate and irrigation at an accessible cost. Their innovation consists of an irrigation scheduling system that helps farmers know when and how much to irrigate.

HOW DOES IT WORK?

The irrigation scheduling system provides farmers and agriculture technicians with direct indications on the best irrigation practices. Through a climate station, the system measures air temperature, humidity, wind speed and direction, intensity of solar radiation, and rain. These data points are then processed in a GIS platform. Additionally, this platform considers soil characteristics and the type of food produced, and finally provides recommendations directly to farmers through texts, e-mails or notifications to their tablet. This game changing solution permits farmers to switch from turn driven irrigation to a demand driven system.



WATERPADS

METAMETA RESEARCH B.V.

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THE CHALLENGE

Large inequity in water and food accessibility exists in Turkey. Farmers and refugees living in the arid regions of the southeast struggle to gain access to land and precious resources like freshwater. Currently, the region is home to 2 million Syrian refugees. With this demand for water and space, the pressure on groundwater sources during the 6 months dry period starting in April, is enormous.

THE SOLUTION

Waterpads, through the organization MetaMeta Research B.V., increase water efficiency in the international vegetable and fruit tree sector through their low-cost water buffering technology. This innovation is essential for water-deprived farmers who need to grow a lot of food with just a little bit of water. The low weight polymer pads are placed close to the roots of plants, avoiding evaporation and the loss of useful runoff water.

HOW DOES IT WORK?

Waterpads are a sandwich of paper and jute with an inner layer of granular polymers in dry form. The polymer absorbs 100 times its own weight of water, retaining water at binding tension. Placed at root level, the pads increase farmers' irrigation efficiency by 40%, while increasing yields between 10 and 25%. With this technology, young plants and trees are significantly more likely to survive the dry times. Costing about mere pennies per plant with lifetime of 5 years, Waterpads are low-cost, easy to produce and reliable for farmers in arid regions.



B

Annex B – The Voucher System

Development of The Voucher System

Since August 2015, the TA Facility conducted a 3-phase procurement process for the Voucher System:

- Phase 1 – Vendor Pool Selection
- Phase 2 – Call Order Awards
- Phase 3 – Additional Vendor Intake (Round 2 Call for Vendors)

Phase 1 refers to the selection of a “pool” of vendors who are qualified to provide technical assistance services to SWFF awardees (i.e., innovators receiving grant

funding through the Securing Water for Food: Grand Challenge for Development program managed by DAI).

Our approach is to first award the selected vendors blanket purchase agreements (BPA) (Phase 1) and then have them competitively bid on requests for call order proposals (Phase 2) to provide actual services. Later on, in order to respond to the need for additional vendors in specific service categories or the need to fill a new service category identified, we will (periodically) add additional vendors to the Voucher System’s vendor pool (Phase 3).

During the period under review, Phase 1 was completed and Kaizen received USAID approval to enter into an agreement with the 17 selected vendors. The Blanket Purchase Agreement (BPA) template was also approved by USAID. In late September 2015, Kaizen awarded BPAs to 16 vendors (one refusing the terms of the agreement) and in mid-October awarded four call orders as part of Phase 2 (Phase 2 is ongoing).

How Does the Voucher System Work?

Kaizen/the SWFF TA Facility team solicits vendors for advance approval based on an approved menu of services (see chart above). Innovators may refer vendors in the open competition phase, and they will be evaluated with the same evaluation criteria as all potential vendors of the vendor pool.

Once approved, vendors will sign a Blanket Purchase Agreement (BPA) agreeing to accept vouchers issued by SWFF TA Facility as payment for a specific set of services. This agreement will also set the pricing scheme for services rendered under the Voucher System, along with other necessary terms. Approved vendors will be

added to the pool from which qualified vendors can quickly be chosen to provide TA for an approved SOW.

- Based upon a mutually agreed upon SOW for specific TA needs, the SWFF TA Facility will issue a voucher to be used as payment for services provided by a selected vendor. The contents of the voucher will describe the SOW for the TA, expected cost (including rationale), and vendor (selected from approved list).
- Once the voucher is issued by the SWFF TA Facility, the vendor will supply the agreed upon services to the Innovator. When

the activity is completed satisfactorily, the Innovator will endorse the voucher and submit to the vendor as payment.

- The vendor will complete a simple report stating the services rendered and provide backup evidence (e.g., deliverables) to support the completion of work. The SWFF TA Facility Chief of Party will approve the endorsed voucher and report before submitting to Kaizen for final payment.
- If all is satisfactory, Kaizen will pay the vendor for services rendered directly, according to the terms agreed upon through the approval process.

Voucher System Features

Payment mechanism:

Innovators are not responsible for monetary transactions. Payments will be through a 'voucher' payment mechanism that represents an agreement between Kaizen and pre-approved vendors to provide a set of approved services for a specific amount of units. This

part of the Voucher System is still under development. Currently payments are made through Kaizen's Home Office invoice payment system.

Competitive procurement:

Once approved during a competitive solicitation

process, vendors are added to a pool for expedited procurement for Innovators.

Compliance and quality control:

The system maintains a necessary balance between flexibility, efficiency, and control, allowing minimal

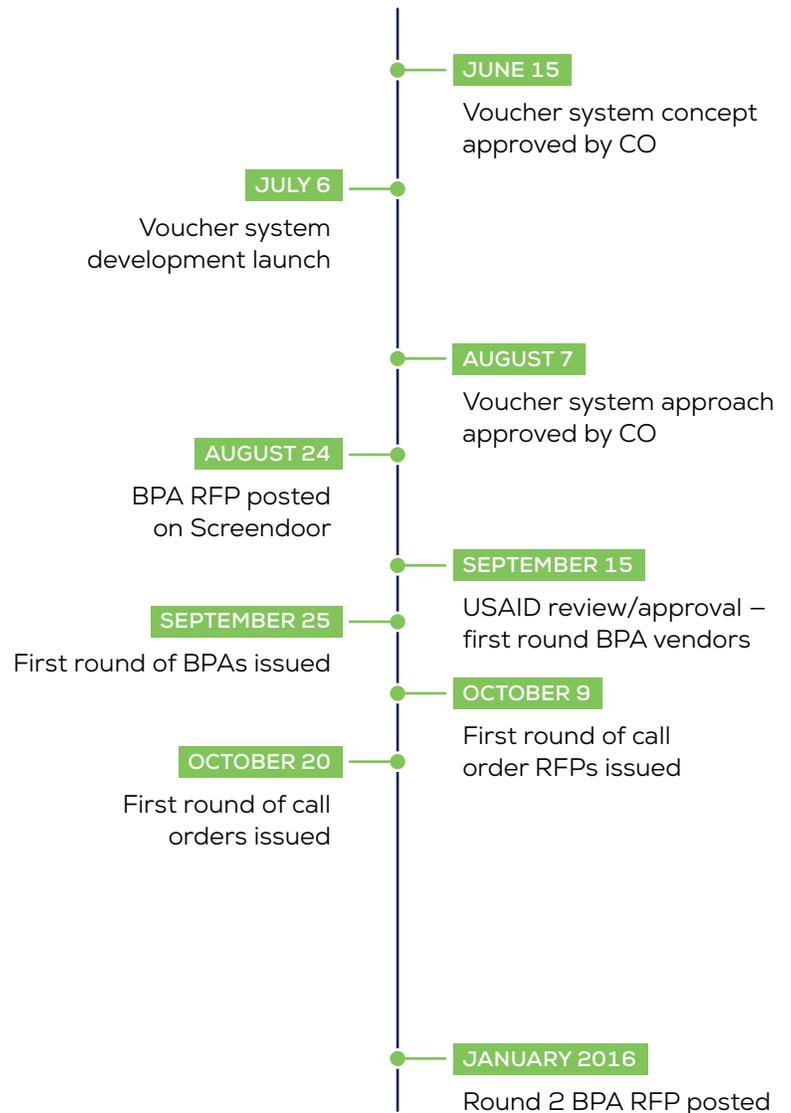
APPROVED MENU OF SERVICES

- Business Development
- Business Mentorship
- Business Modeling
- Gender
- Graphic Design, Branding, and Website Development
- Human Resources Management
- Legal Services
- Market Research and Market Analysis
- Materials Science
- Media Training and Presentation Coaching
- Organizational Capacity Building
- Partner Identification and Partnerships
- Policy and Advocacy
- Product Development, Refinement, and Diversification
- Public Relations and Communication
- Smallholder Farmer Marketing and Sales
- Supply Chain Development
- Technical Writing and Scope of Work Development
- Travel Services (Conferences/Investor Workshops/Meetings)

operational overhead from the project or Home Office, yet meeting USAID regulatory standards. Quality control will also be a central focus, built-in to multiple points throughout the system.

The system was operational in August 2015 for the first call orders that were issued in early October 2015. The mechanism to manage this escalation was developed by a consultant. During the period under review, the project received USAID's approval to hire an expert to fully develop and operationalize the SWFF TA Facility Voucher System.

2015 VOUCHER SYSTEM ACTIVITIES TIMELINE



Two Platforms to Manage the Voucher System

Screendoor was chosen to manage the intake of vendor proposals for both BPA RFPs and requests for call order proposals. The platform provides greater transparency and collaboration, both internally and externally. It is easy to set up and configure – full RFP was set up in less than 24 hours. It is easy to use for both the SWFF TA Facility and for vendors. We can scale the platform up/down based on needs – the

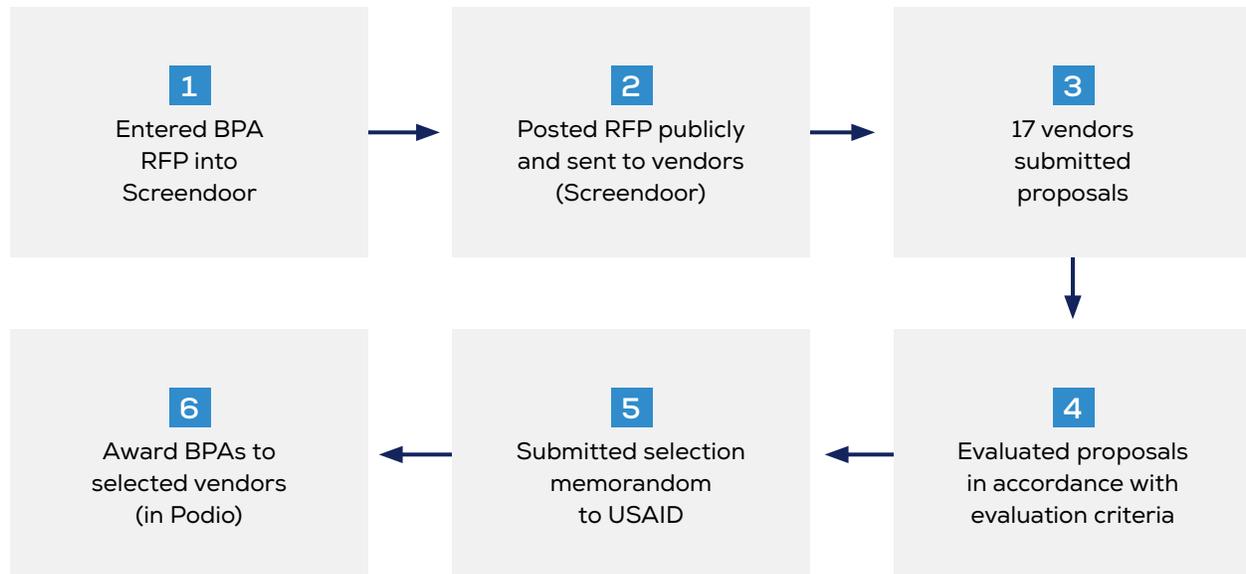
“form-builder” interface makes it highly adaptable. It is also cost effective at <\$5,000 / year. There are multiple uses beyond Voucher System (e.g., M&E, stand-alone RFPs).

Podio was chosen to manage the contract management front of the Voucher System. We chose Podio because off-the-shelf systems to manage the Voucher System, particularly on the contract management front, were too

complex, required customization, or were prohibitively expensive. The SWFF TA Facility team uses Podio for internal process / workflow management and as a CRM. Using Podio to manage the Voucher System requires some customization, but we determined that this could be done cheaply and that the total cost of a Podio solution over 4+ years would be significantly less than other options.

Voucher System Activities between October 1, 2014 and October 31, 2015

SCREENDOOR VENDOR INTAKE PROCESS



Vendors needed to receive a minimum score of 50 to be considered for an award and demonstrate acceptable past performance. Vendors were also vetted against USG terrorism and sanctions databases and are eligible to conduct business.

Selected Vendors for Round 1 BPA Vendors

Selection Process

Between August 17 and August 24, 2015, The Kai-zen Company released a request for proposals (RFP) # SOL-KZN-15-0001. The goal of this RFP was to seek vendors, both corporations and independent contractors, who could provide technical assistance services to

Innovators in the 19 approved technical service categories in the chart above. Seventeen vendors submitted proposals covering 18 areas of services.

Only one area, "Materials Science", did not receive any responses. All proposals were received and reviewed through the online solicitation management platform called

Screendoor. Two of the vendors are based outside of the US and two are independent contractors (highlighted below). The rest of the vendors are corporations based in the United States.

Two technical evaluation panels reviewed the 17 proposals. Each proposal was reviewed by at least two people.

#	PROPOSALS RECEIVED	TYPE	COUNTRY OF ORIGIN
1	3 Roads Communications	CORPORATE	USA
2	Connexus	CORPORATE	USA
3	Dmitriy Karfagenskiy	INDEPENDENT CONTRACTOR	USA
4	Ennovent	CORPORATE	INDIA
5	EnviroMedia	CORPORATE	USA
6	Hans Muzoora	INDEPENDENT CONTRACTOR	USA
7	KCA	CORPORATE	USA
8	Larta Institute	CORPORATE	USA
9	Moonshot	CORPORATE	USA
10	MRI Global	CORPORATE	USA
11	Open Capital	CORPORATE	KENYA
12	Oratorio	CORPORATE	USA
13	Outreach Strategies	CORPORATE	USA
14	SecondMuse	CORPORATE	USA
15	TM Design	CORPORATE	USA
16	Whitten & Roy Partnership	CORPORATE	USA
17	Womble Carlyle	CORPORATE	USA

Panel 1: SWFF TA Facility Acceleration Facilitator Kevan Hayes and Kaizen Home Office Project Management Coordinator, Ben Robbins

Panel 2: SWFF TA Facility Chief of Party, Donna Vincent Roa and SWFF TA Facility Project and M&E Coordinator, Stephen Simon.

Criteria for Evaluation

Per the RFP, offerors needed to receive a minimum score of 50 points to be considered for award. In addition, offerors had to demonstrate acceptable past performance in order to be considered for award. Kaizen reserved the right to obtain information for use in the evaluation of past performance from any and all sources available (e.g., previous work and deliverables of contractors that have engaged with the TA Facility).

Cost Evaluation

Evaluation points were not awarded for cost. Cost was primarily evaluated for realism and reasonableness.

Comments on the cost proposals submitted by the offerors:

1. These prices are in line with the vendor’s or industry-standard commercial prices, either

EVALUATION CRITERIA / SUB-CRITERIA	MAXIMUM POINTS
MANAGEMENT CAPACITY <ol style="list-style-type: none"> a. The extent to which the Offeror demonstrates their ability to manage and execute technical assistance services to SWFF awardees. b. The extent to which the Offeror demonstrates their ability to quickly deploy technical expertise to client sites and/or respond to client technical assistance service requests 	20 points
TECHNICAL CAPACITY <ol style="list-style-type: none"> a. The extent to which the Offeror demonstrates their overall understanding of the technical requirements b. The extent to which the Offeror demonstrates their technical expertise and corporate / individual capability in each of the SWFF TA Facility service categories for which it is submitting a proposal c. The extent to which the Offeror demonstrates acceptable technical capacity across multiple technical service categories 	30 points
PAST PERFORMANCE <ol style="list-style-type: none"> a. The extent to which the Offeror demonstrates exceptional past performance in delivering technical assistance services to at least 3 clients in one or more SWFF TA Facility service categories (especially quality and timeliness of service) 	30 points
ILLUSTRATIVE EXPERTISE <ol style="list-style-type: none"> a. The extent to which the Offeror provides qualified experts in the SWFF TA Facility service categories for which it is submitting a proposal 	20 points
TOTAL	100 points

- obtained from the vendor’s publicly available price schedule or based on commercial price research.
2. Vendors’ proposed fixed daily rates represent the maximum rates that we will accept under their BPA.
 3. All vendors will be required to compete at the call order stage, and will

- be encouraged to offer discounts on their BPA rates.
4. Price reasonableness is only established at the call order stage - based on the competitive cost proposals that will be submitted at the call order stage.

Results Summary

The panelists used strict evaluation criteria (see above) to evaluate the proposals. The panelists rated offerors' responses within the Screendoor platform.

	BUSINESS MENTORSHIP	BUSINESS DEVELOPMENT	BUSINESS MODELING	PARTNER IDENTIFICATION & PARTNERSHIP	ORGANIZATIONAL CAPACITY BUILDING	GRAPHIC DESIGN, BRANDING, AND WEBSITE DEVELOPMENT	MARKET RESEARCH & MARKET ANALYSIS	MEDIA TRAINING & PRESENTATION COACHING	PUBLIC RELATIONS AND COMMUNICATION	POLICY & ADVOCACY
3 Roads Communications (USA)/Firm – 3 cat.						■		■	■	
Connexus (USA)/Firm – 7 cat.		■		■	■		■			
Dmitriy Karfagenskiy (USA)/Consultant – 1 cat.						■				
Ennovent (India)/Firm – 6 cat.	■	■	■	■	■		■			
EnviroMedia (USA)/Firm – 3 cat.	■							■	■	
Hans Muzoora (USA)/Consultant – 3 cat.							■			
KCA (USA)/Firm – 1 cat.										
Larta Institute (USA)/Firm – 6 cat.	■	■	■	■				■		■
Moonshot (USA)/Firm – 8 cat.	■		■	■	■	■			■	■
MRI Global (USA)/Firm – 6 cat.		■	■							
Open Capital (Kenya)/Firm – 11 cat.	■	■	■	■	■		■			■
Oratorio (USA)/Firm – 1 cat.								■		
Outreach Strategies (USA)/Firm – 1 cat.									■	
SecondMuse (USA)/Firm – 1 cat.				■						
TM Design (USA)/Firm – 1 cat.						■				
Whitten & Roy Partnership (USA)/Firm – 6 cat.	■	■	■		■					
Womble Carlyle (USA)/Firm – 2 cat.	■									
Number of Vendors in Service Category	7	6	6	6	5	4	4	4	4	3

PRODUCT DEVELOPMENT, REFINEMENT, & SMALLHOLDER FARMER MARKETING & SALES	SUPPLY CHAIN DEVELOPMENT	TECHNICAL WRITING & SCOPE OF WORK	TRAVEL SERVICES CONFERENCES/INVESTOR	GENDER ASSESSMENTS/ CONSIDERATIONS	HUMAN RESOURCE MANAGEMENT	LEGAL SERVICES	MATERIALS SCIENCE		
								3 Roads Communications (USA)/Firm – 3 cat.	
■		■	■					Connexus (USA)/Firm – 7 cat.	
								Dmitriy Karfagenskiy (USA)/Consultant – 1 cat.	
								Ennovent (India)/Firm – 6 cat.	
								EnviroMedia (USA)/Firm – 3 cat.	
	■			■				Hans Muzoora (USA)/Consultant – 3 cat.	
			■					KCA (USA)/Firm – 1 cat.	
								Larta Institute (USA)/Firm – 6 cat.	
		■						Moonshot (USA)/Firm – 8 cat.	
■		■	■	■				MRI Global (USA)/Firm – 6 cat.	
■	■	■				■		Open Capital (Kenya)/Firm – 11 cat.	
								Oratorio (USA)/Firm – 1 cat.	
								Outreach Strategies (USA)/Firm – 1 cat.	
								SecondMuse (USA)/Firm – 1 cat.	
								TM Design (USA)/Firm – 1 cat.	
	■		■					Whitten & Roy Partnership (USA)/Firm – 6 cat.	
						■		Womble Carlyle (USA)/Firm – 2 cat.	
3	3	3	3	3	1	1	1	0	Number of Vendors in Service Category

Findings

Almost all the applicants are US-based institutions/independent contractors. Only two are not based in the United States: Ennovent (India) and Open Capital (Kenya). In addition, 4 technical service categories received either 0 or 1 application. We will try to address those points during our Phase 3 (Additional Vendor

Intake). Indeed, during Phase 3, we will try to get a more diversified (by location) pool of vendors while making sure that all our sub-categories have at least three vendors ready for call orders. We will do additional research on vendors in these 19 categories. Finally, we may consider a non-price BPA for Round 2.

Once the 17 selected vendors and the BPA template were approved by USAID, we manually generated BPAs, while the Podio-based Voucher System management solution is being finalized (as of end October 2015, we are still testing the beta version of the Podio solution).

Call Order Awards

Using the Screendoor platform, 8 Request for Proposals (RFPs) were released in October 2015 based on Scopes of Work developed by the innovators with support from the TA Facility. These RFPs were released to those vendors who were approved through the BPA under the relevant approved service category.

The first eight call orders are detailed below. Four were awarded to four different vendors under the BPA. The decision to not award four of the call orders was based on a lack of submissions or responses that did not demonstrate adequate capability to carry out the Scope of Work.

CALL ORDER 1: WORKING CAPITAL FUND DESIGN IN INDIA

Selected Vendor: Ennovent India Advisors

Innovator: MyRain

Vendor's Approved Service Categories: Business Mentorship, Business Development, Business Modeling, Partnership Identification, Organizational Capacity Building, and Market Research and Analysis

of Submissions: 2

Approved Budget: \$22,500
(Ceiling \$25,000)

CALL ORDER 2: DEVELOPMENT OF STANDARDIZED SPECIFICATIONS FOR BARSHA PUMPS AND RELATED SUPPORT (NEPAL)

Selected Vendor: MRIGlobal

Innovator: aQysta

Vendor's Approved Service Categories: Business Development, Business Modeling, Product Development & Refinement, Supply Chain Development, Technical Writing, and Travel Services

of Submissions: 1

Approved Budget: \$17,946
(Ceiling \$18,000)

CALL ORDER 3: GO-TO MARKET STRATEGY IN MEXICO

Selected Vendor: No selection made

Innovator: Puralytics

of Submissions: 1

Budget Ceiling: \$10,000

CALL ORDER 4: INDIAN AUTHORIZATION TO SELL

Selected Vendor: No selection made

Innovator: AST

of Submissions: 0

Budget Ceiling: \$10,000

CALL ORDER 5: REVIEW AND RECOMMENDATION FOR SALES AND MARKETING STRATEGIES AND SUPPORT FOR DEVELOPMENT FOR MARKETING MATERIALS

Selected Vendor: Open Capital Advisors

Innovator: Aybar Engineering

Vendor's Approved Service Categories: Business Mentorship, Business Development, Business Modeling, Partnership Identification, Organizational Capacity Building, Market Research and Analysis, Policy & Advocacy, Product Development & Refinement,

Smallholder Farmer Marketing & Sales, Supply Chain Development, and Human Resource Management.

of Submissions: 5

Approved Budget: \$12,168
(Ceiling \$12,500)

**CALL ORDER 6:
PARTNER IDENTIFICATION
FOR THE SALT TOLERANT
QUINOA PROJECT IN CHINA**

Selected Vendor: No selection made (no proposals submitted)

Innovator:

of Submissions: 0

Budget Ceiling: \$5,000

**CALL ORDER 7:
ETHIOPIAN AG EXTENSION
OUTREACH**

Selected Vendor: No selection made

Innovator: Aybar Engineering

of Submissions: 1

Proposed Budget: \$5,000
(Ceiling \$10,000)

**CALL ORDER 8:
AIWW PRESENTATIONS AND
PRESENTATION COACHING**

Selected Vendor: 3 Roads Communications

Innovator: 10 innovators attending Amsterdam Conference

Vendor's Approved Service Categories: Graphic Design, Branding and Website Development, Media Training & Presentation Coaching, Public Relations and Communications.

of Submissions: 2

Approved Budget: \$3,538
(Ceiling \$3,600)

Following the release of the initial eight call orders, the Kaizen home office sent out a survey to solicit feedback from the 16 BPA holders regarding their experience with the Voucher System up until that point in time. Currently the

team is gathering the survey responses and will circulate a report to the TA Facility and Home Office project staff.

In addition, a conference call was held on October 19, 2015 with the SWFF TA Facility, our USAID COR and AOR, Kaizen Home Office support staff and all of the participating 16 vendors. This kick-off conference call took place as an opportunity to welcome all of the vendors, formally introduce the SWFF Grand Challenge and the Voucher System, and answer questions.

Going Forward

Currently, the SWFF team is in the final stages of testing the beta version of the Podio mechanism. The Podio platform will allow the team to generate BPAs automatically and gather the necessary signatures through RightSignature. In December, additional call orders will be released

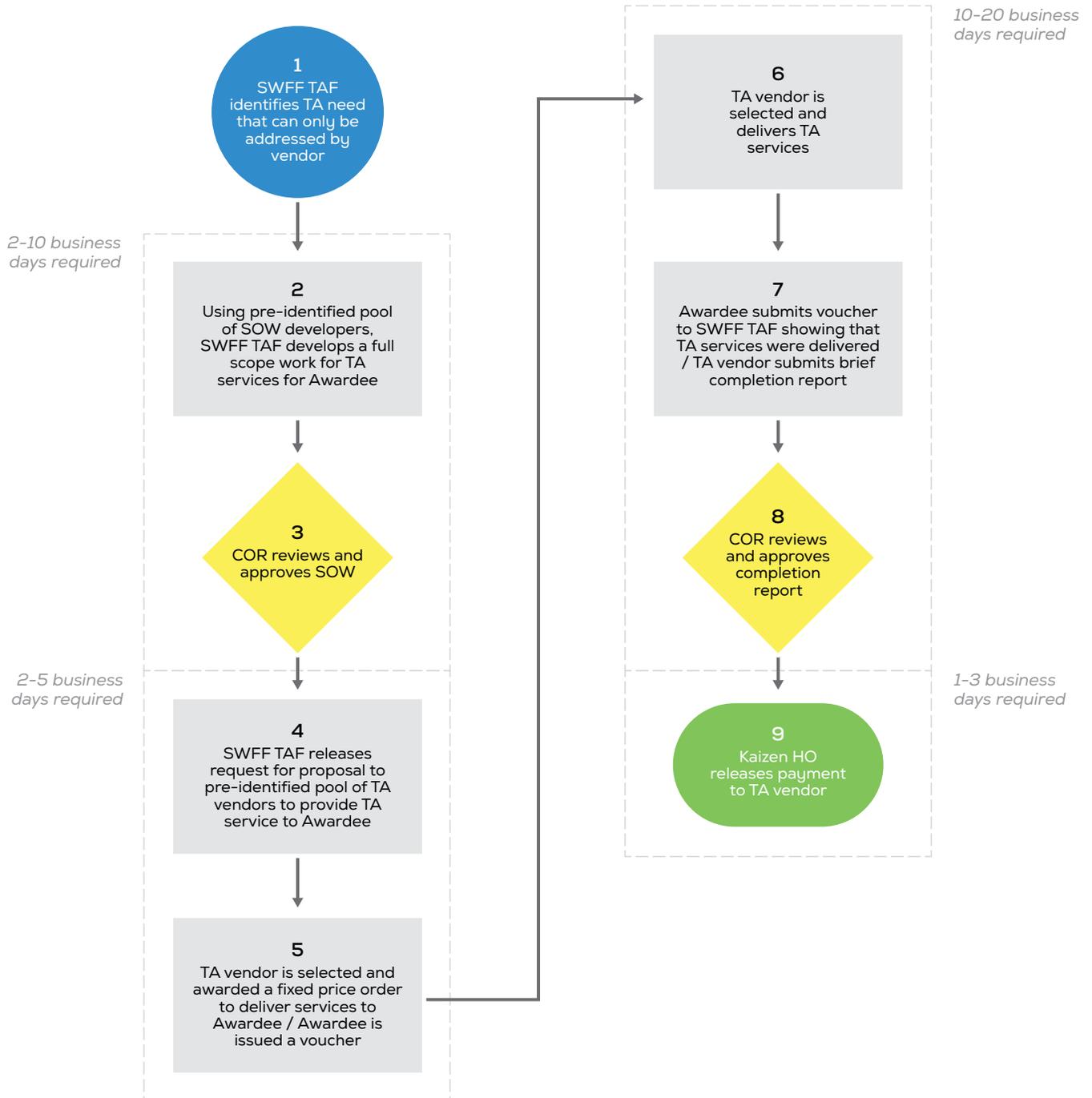
to vendors who meet the requirements based on the service categories requested.

Finally, once the Voucher System is able to function fully from start to finish, using both the Screendoor and Podio platforms concurrently, the SWFF Home Office team

will create a toolkit to pass on to the SWFF TA Facility. In the future, the TA Facility will be able to seamlessly work within the Voucher System to procure services from vendors based on the needs of the innovators.

SWFF Technical Assistance Facility Voucher Process – Summary

STREAMLINED SWFF TA FACILITY TECHNICAL ASSISTANCE VOUCHER PROCESS

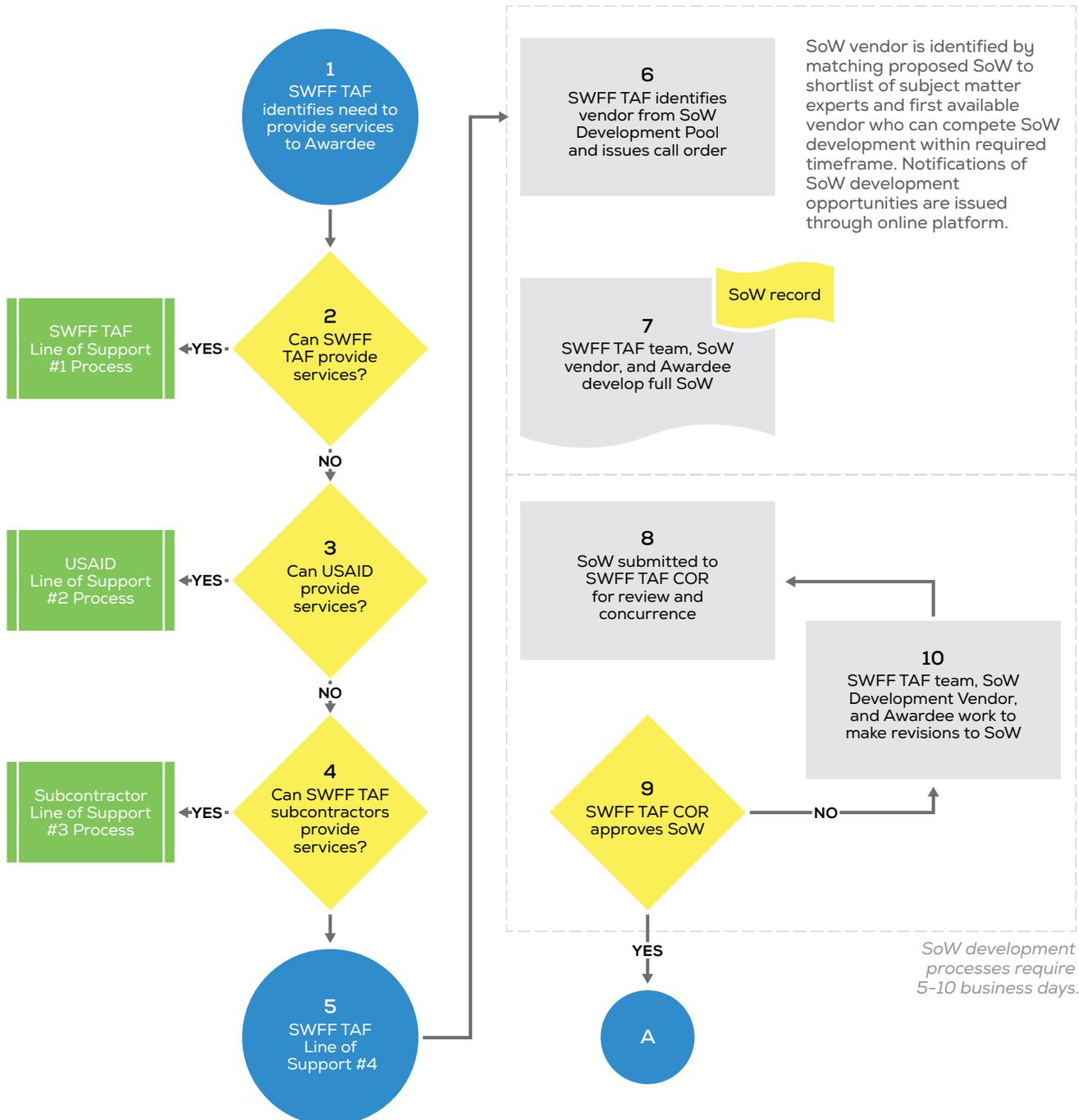


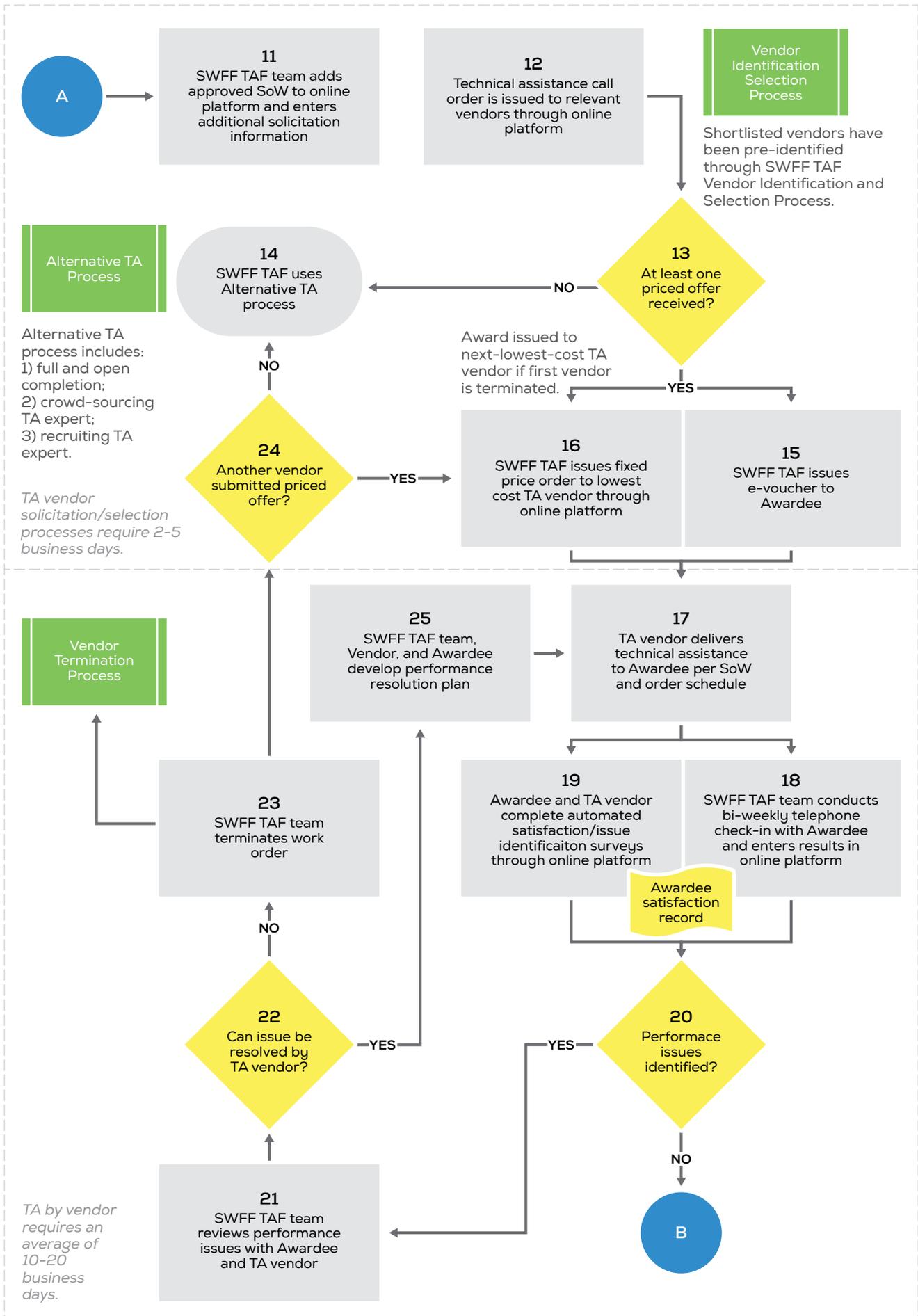


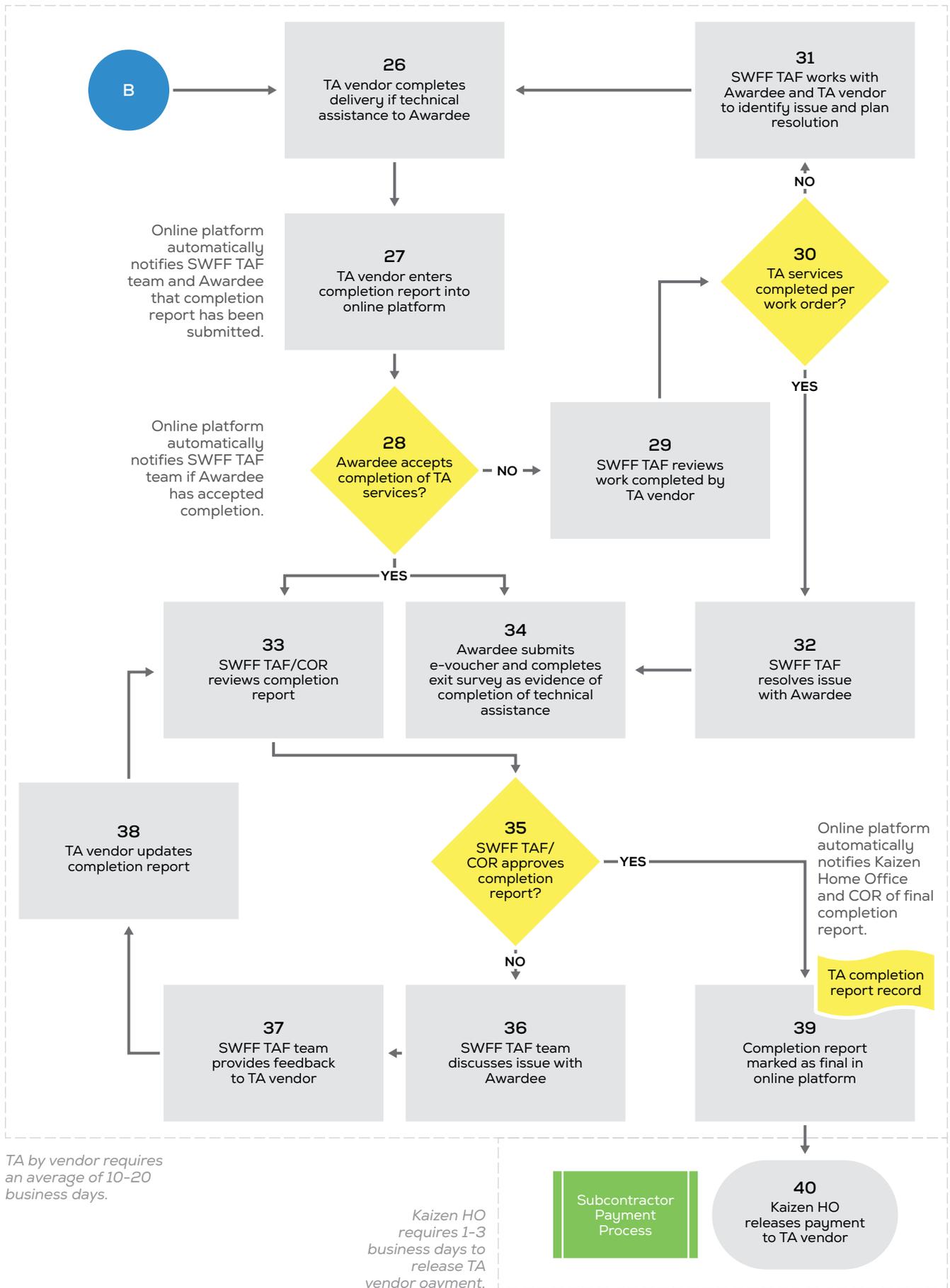
Annex C – SWFF TA Facility Voucher Process – Detailed

SWFF TA FACILITY TECHNICAL ASSISTANCE VOUCHER PROCESS

SoW vendor selection processes require 2-5 business days.







D

Annex D – TA Facility Status Report

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Define consortium partner service “swim lanes”	COMPLETED	12/19/14	Effective management of acceleration support service delivery	Kevan Hayes
Define consortium service delivery cost accounting approach	COMPLETED	12/19/14	Effective management of acceleration support service delivery	Donna Vincent Roa
Create shared files and organize all existing documents	COMPLETED	12/19/14	Establish internal TA Facility processes	Stephen Simon
Create Lessons Learned shared doc for ongoing update	COMPLETED	12/19/14	Establish internal TA Facility processes	Kevan Hayes; Donna Vincent Roa
Create initial service catalog listing	COMPLETED	01/16/15	Effective management of acceleration support service delivery	Kevan Hayes
Hold pre-kickoff phone calls with each consortium partner (Imagine H2O, MRIGlobal, SNV)	COMPLETED	12/26/14	Ensure USAID, Kaizen, and consortium partners have a common vision, are working together to serve, and understand TA Facility processes and ways of working	Kevan Hayes
Send out calendar invite to awardees for SWFF Awardee Kickoff Webinar	COMPLETED	12/26/14	Onboard awardees to the TA Facility	Kevan Hayes
Set up project office space, procure supplies	COMPLETED	01/09/15	Establish internal TA Facility processes	Stephen Simon
Create TA Facility Operational calendar with all upcoming events, awardee calls, team meetings, USAID reporting deadlines, etc.	COMPLETED	01/16/15	Establish internal TA Facility processes	Stephen Simon
Hold webinar with SWFF awardees to introduce the TA Facility and orient them to ways of working together	COMPLETED	01/20/15	Onboard awardees to the TA Facility	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Create SWFF awardee Kickoff Webinar deck draft	COMPLETED	01/13/15	Onboard awardees to the TA Facility	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Finalize SWFF awardee Kickoff Webinar deck for Round 1 awardees	COMPLETED	02/16/15	Onboard awardees to the TA Facility	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Draft slides for consortium working processes to present at SWFF TA Facility Team Kick Off	COMPLETED	01/13/15	Ensure USAID, Kaizen, and consortium partners have a common vision, are working together to serve awardees, and understand TA Facility processes and ways of working	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Set up internal weekly meeting schedule and send out invites to team	COMPLETED	01/16/15	Establish internal TA Facility processes	Donna Vincent Roa
Finalize SWFF TA Facility Consortium Kick Off slides (Round 1)	COMPLETED	02/16/15	Ensure USAID, Kaizen, and consortium partners have a common vision, are working together to serve awardees, and understand TA Facility processes and ways of working	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Develop tool to account for services delivered to awardees	COMPLETED	01/16/15	Effective management of acceleration support service delivery	Donna Vincent Roa
Develop algorithm for calculating service procurement units allocation	COMPLETED	01/30/15	Effective management of acceleration support service delivery	Donna Vincent Roa
Select and implement CRM-type tool to enable service providers to document services delivered to awardees and hold one record for all services delivered per awardee and outcomes	COMPLETED	01/30/15	Effective management of acceleration support service delivery	Stephen Simon
Compile V1 list of USAID-connected resource partners that can provide services to awardees	COMPLETED	3/16/2015; 12/10/2015	Effective management of acceleration support service delivery	Kevan Hayes
Finalize tool to account for services delivered to awardees for internal review	COMPLETED	01/30/15	Effective management of acceleration support service delivery	Donna Vincent Roa

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Build systems and processes to issue the service provider task orders, any subcontracts, and vouchers to procure services outside our three primary providers	COMPLETED	2/28/2015; 8/28/2015	Effective management of acceleration support service delivery	Roseline Tekeu; Rami Khyami
Create a policy document for issuing service provider task orders, any subcontracts, and vouchers to procure services outside our three primary providers	COMPLETED	2/28/2015; 8/28/2015	Effective management of acceleration support service delivery	Roseline Tekeu; Donna Vincent Roa
Create a working list of possible workshop topics for the Global Forum for Innovations in Agriculture (GFIA)	COMPLETED	02/13/15	Raising the awardees' knowledge base	Donna Vincent Roa
Finalize GFIA workshop topics and draft summaries	COMPLETED	02/12/15	Raising the awardees' knowledge base	Donna Vincent Roa
Schedule weekly meeting with TA Facility and Ku	COMPLETED	01/19/15	Engagement with USAID	Donna Vincent Roa
SWFF TA Facility Team Kick Off (Round 1)	COMPLETED	01/20/15	Ensure USAID, Kaizen, and consortium partners have a common vision, are working together to serve awardees, and understand TA Facility processes and ways of working	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Conduct mapping of implementing partners in Water-Ag in implementation countries and points of contacts for each	COMPLETED	3/16/2015; 9/15/2015	Effective management of acceleration support service delivery	Kevan Hayes
Meet with Kate Carter to get up to speed on GFIA, our role, preparation needs, and create a plan	COMPLETED	01/23/15	Promote SWFF, expand the network, build our brand, and facilitate partnership and finance connections for awardees at high profile water events	Kevan Hayes; Donna Vincent Roa
Review connections with networks and determine potential voucher support providers	COMPLETED	8/28/2015; 12/31/2015	Effective management of acceleration support service delivery	Donna Vincent Roa; Roseline Tekeu
Populate all awardee AWP with milestones and targets	COMPLETED	02/28/15	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Finalize functional requirements for awardee knowledge management section of Exchange; approval from Ku	COMPLETED	03/16/15	Raising the awardees' knowledge base	Donna Vincent Roa; Kevan Hayes
Send AWP template to all awardees	COMPLETED	01/30/15	Effective management of acceleration support service delivery	Kevan Hayes
Identify and contract with GFIA workshop facilitators	COMPLETED	02/12/15	Raising the awardees' knowledge base	Donna Vincent Roa
Schedule AWP phone consultations with all awardees	COMPLETED	02/06/15	Effective management of acceleration support service delivery	Kevan Hayes
Deliver matrix of deadlines to guide awardees' financial obligations (Round 1)	COMPLETED	02/06/15	Raising the awardees' knowledge base	Rami Khyami
Define monthly newsletter content strategy (types of content to include) and best mechanism for sending	COMPLETED	02/15/15	Raising the awardees' knowledge base	Stephen Simon
Explore possible mechanisms for awardee to awardee knowledge sharing and discussion	COMPLETED	02/15/15	Raising the awardees' knowledge base	Stephen Simon; Donna Vincent Roa; Kevan Hayes
Conduct initial AWP phone consultations	COMPLETED	02/28/15	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa
Finalize AWP for all awardees - (Round 1) milestone targets agreed and services to be delivered agreed	COMPLETED	2/28/2015; 5/8/2015	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa
Develop strategy to reach out to the private sector to build relationships that will benefit awardees as well as the private sector organization	COMPLETED	05/08/15	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa
Develop SWFF Help Guide V1	COMPLETED	02/22/15	Raising the awardees' knowledge base	Stephen Simon; Rami Khyami
Establish baseline indicator values with awardees where relevant	COMPLETED	2/28/2015; 7/31/2015	Effective management of acceleration support service delivery	Kevan Hayes; Stephen Simon

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Define the Year 1 awardee services and draft scopes of work for each	COMPLETED	02/28/15	Effective management of acceleration support service delivery	Kevan Hayes
Bucket the scopes of work by Consortium member (Imagine H2O, SNV, MRIGlobal) and send to each their scopes of work	COMPLETED	02/28/15	Effective management of acceleration support service delivery	Kevan Hayes
Connect awardees and consortium members to begin their engagements	COMPLETED	2/28/2015; 12/31/2015	Effective management of acceleration support service delivery	Kevan Hayes
Create master calendar of awardee service delivery timelines	COMPLETED	2/28/2015; 5/31/2015	Effective management of acceleration support service delivery	Kevan Hayes
Define details of mechanism to determine additional tranche funding (protocols, roles/responsibilities, criteria, logistics, timing)	COMPLETED	3/1/2015; 5/31/2015	Awardee milestone management	Kevan Hayes
Monitor upcoming service delivery dates and follow up with awardee and service provider one week before delivery to make sure all is ready to go	COMPLETED	12/31/15	Effective management of acceleration support service delivery	Kevan Hayes
Conduct monthly check ins with TA Facility Consortium (Imagine H2O, MRIGlobal, SNV) to review awardees and identify service needs	COMPLETED	12/31/15	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa
Global Forum for Innovations in Agriculture in Abu Dhabi	COMPLETED	03/11/15	Promote SWFF, expand the network, build our brand, and facilitate partnership and finance connections for awardees at high profile water events	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Begin quarterly reviews of lessons learned and goal-setting activity	COMPLETED	03/30/15	Establish internal TA Facility processes	Donna Vincent Roa; Rami Khyami
Plan for Year 1 awardee site visits for data checks	COMPLETED	03/31/15	USAID reporting compliance	Stephen Simon
Year 1 Review of draft DevResults data submissions (Apr 30 - Jun 30 submission deadlines)	COMPLETED	06/15/15	USAID reporting compliance	Stephen Simon
Administer QSS-O (6-month quality of service survey)	COMPLETED	12/02/15	TA Facility performance monitoring	Stephen Simon

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Year 1 Semi-annual summary report of mentor network activities (that may include correspondence, new MOUs and other partnerships facilitated by mentors), awardees capital seeking activities (including procurement of new capital), and newly established awardee partnerships	COMPLETED	06/30/15	USAID reporting compliance	Donna Vincent Roa
Annual IIAC Meeting	COMPLETED	09/02/15	Annual IIAC Meeting preparation, support & attendance	Donna Vincent Roa
Y1 Annual TA Facility report. Covers major activities and achievements the previous 6 months, issues encountered and actions taken, and activities planned for the next 6 months	COMPLETED	12/31/15	USAID reporting compliance	Donna Vincent Roa
Administer QSS-O (6-month quality of service survey)	COMPLETED	6/3/2015; 6/9/2015	TA Facility performance monitoring	Stephen Simon
Conduct pre-award surveys	COMPLETED	5/8/2015; 12/31/2015	Pre-award survey	Rami Khyami
Year 1 Semi-annual TA Facility report. Covers major activities and achievements the previous six months, issues encountered and actions taken, and activities planned for the next six months	COMPLETED	06/30/15	USAID reporting compliance	Donna Vincent Roa
PowerPoint slides for SWFF	COMPLETED	04/15/15	Communication & outreach	Donna Vincent Roa
Voucher System created by outside consultant	COMPLETED	08/28/15		Roseline Tekeu; Ben Robbins
Develop budget and scope of work for Amsterdam Water Week awardee travel	COMPLETED	05/15/15	Events	Roseline Tekeu; Ben Robbins; Stephen Simon
GFIA video montage (Sizzle Reel)	COMPLETED	05/15/15	Communication & outreach	Donna Vincent Roa; Rami Khyami
Amsterdam Water Week Conference Planning, Management and Oversight	COMPLETED	11/20/15	Events	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Develop pre-award survey work plan (Round 1)	COMPLETED	01/31/15	Pre-award survey	Rami Khyami

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Draft pre-award survey tool (Round 1)	COMPLETED	01/31/15	Pre-award survey	Rami Khyami
Develop action plan to support innovators areas of weakness/s as a result of pre-award survey	COMPLETED	12/31/15	Pre-award survey	Rami Khyami
Draft financial reporting webinar materials and presentation (Round 1)	COMPLETED	01/31/15	Pre-award survey	Rami Khyami
Finalize financial reporting webinar materials and presentation and meet with Ku, COR, and CFO Representative	COMPLETED	02/03/15	Pre-award survey	Rami Khyami
Conduct financial reporting webinar (Round 1)	COMPLETED	02/04/15	Pre-award survey	Rami Khyami
Finalize pre-award survey tool (Round 1)	COMPLETED	02/07/15	Pre-award survey	Rami Khyami
Evaluate pre-award surveys (Round 1)	COMPLETED	08/31/15	Pre-award survey	Rami Khyami
Pre-award survey results and action plans submitted to USAID for decision making (Round 1)	COMPLETED	09/30/15	Pre-award survey	Rami Khyami
Implement action plans as a result of pre-award survey (Round 1)	COMPLETED	12/31/15	Pre-award survey	Rami Khyami
Provide one-on-one support to innovators (Round 1) re financial reporting (SF-270 & SF425)	COMPLETED	12/31/15	Pre-award survey	Rami Khyami
Grants management support to innovators as a result of AWP	COMPLETED	12/31/15	Grants & financial management	Rami Khyami
Weekly reporting pre-award survey progress to Ku (Round 1)	COMPLETED	12/31/15	Engagement with USAID	Rami Khyami
Conduct field visit to Aybar Engineering to complete pre-award survey	COMPLETED	07/31/15	Field Visit	Rami Khyami
Conduct pre-award discussions and assessment during GFIA	COMPLETED	03/11/15	Pre-award survey	Rami Khyami
USAID consensus on pre-award survey tool and process (Round 1)	COMPLETED	02/06/15	Pre-award survey	Rami Khyami
Pre-award survey required materials gathered from innovators and reviewed by Rami	COMPLETED	5/8/2015; 6/30/2015	Pre-award survey	Rami Khyami

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Supervise and manage Amsterdam Water Week awardee travel	COMPLETED	05/15/15	Events	Stephen Simon
Mid-Year dashboard presentation to Ku for USAID	COMPLETED	06/17/15	USAID reporting compliance	Donna Vincent Roa
Update DevResults Manual	COMPLETED	06/30/15	USAID reporting compliance	Stephen Simon
Finalize fixed award agreement template	COMPLETED	06/19/15	Pre-award survey	Rami Khyami
SAM/DUNS for (Round 1& 2)	COMPLETED	08/31/15	Pre-award survey	Rami Khyami
Pre-award survey (Round 1 & 2)	COMPLETED	12/31/15	Pre-award survey	Rami Khyami
Ag Innovation Showcase	COMPLETED	09/14/15	Events	Donna Vincent Roa
Create site visit procedure (for all portfolios)	COMPLETED	08/07/15	Field visit	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Annual Report	COMPLETED	11/30/15	USAID reporting compliance	Donna Vincent Roa; Kevan Hayes; Stephen Simon; Rami Khyami
Develop SWFF Help Guide v2.0	COMPLETED	12/31/15	Raising the awardees knowledge base	Rami Khyami; Donna Vincent Roa; Kevan Hayes; Stephen Simon
SWFF Round 1pre-award seminar	COMPLETED	09/03/15	Raising the awardees knowledge base	Rami Khyami; Kevan Hayes; Donna Vincent Roa; Stephen Simon
Conduct quarterly check-ins with awardees to review progress toward milestones, any new support needs, and feedback for improved service delivery	COMPLETED	12/31/15	Effective management of acceleration support service delivery	Kevan Hayes; Donna Vincent Roa
Provide data and information to Ku as needed for the draft YTD program summary for annual Founding Partner meeting	COMPLETED	09/01/15	Grow and strengthen our relationship with the Founding Partners through continue collaborative program oversight and management	Stephen Simon; Donna Vincent Roa
Support Ku as necessary to pull together audit materials for annual Founding Partner meeting, including budget information (accruals and projections)	COMPLETED	09/01/15	Grow and strengthen our relationship with the Founding Partners through continue collaborative program oversight and management	Donna Vincent Roa; Roseline Tekeu; Ben Robbins

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Draft progress report on mission co-funding and/or implementation plans, including recommendations & next steps	ONGOING	2/28/2015; 12/31/2015	Effective management of acceleration support service delivery	Kevan Hayes
Create task orders for each service delivery engagement agreed	ONGOING	3/6/2015; 12/31/2015	Effective management of acceleration support service delivery	Kevan Hayes
Work with Imagine H2O and partners to identify capital raising opportunities and events for awardees.	ONGOING	12/31/15	Effective management of acceleration support service delivery	Kevan Hayes
Contact other accelerators to introduce the SWFF project and identify any capital raising opportunities available through them or their networks	ONGOING	5/4/2015; 12/10/2015	Effective management of acceleration support service delivery	Donna Vincent Roa; Kevan Hayes
Conduct post-engagement surveys with both service provider and awardee to ensure quality of service delivered and ways to improve going forward	ONGOING	12/31/15	Effective management of acceleration support service delivery	Kevan Hayes; Stephen Simon
Update DevResults system	ONGOING	06/30/15	USAID reporting compliance	Stephen Simon
DRAFT Guide for Using Milestone Based Funding to Support Innovations	WORK IN PROGRESS	09/30/15	Managing milestone based funding	Kevan Hayes
FINAL Guide for Using Milestone Based Funding to Support Innovations	WORK IN PROGRESS	01/15/16	Managing milestone based funding	Kevan Hayes
Round 3 milestones, targets, and AWP's complete	WORK IN PROGRESS	11/01/15	Effective management of acceleration support service delivery	Stephen Simon; Kevan Hayes
Develop initial functional requirements for awardee knowledge management section of SWFF website	CANCELLED	03/16/15	Raising the awardees' knowledge base	Donna Vincent Roa; Kevan Hayes
Identify an initial 10 documents / resources to populate the SWFF website awardee knowledge management section	CANCELLED	05/15/15	Raising the awardees' knowledge base	Kevan Hayes
Set up HelpDesk tool to capture awardee requests for assistance	CANCELLED	02/03/15	Effective management of acceleration support service delivery	Stephen Simon

DELIVERABLE/TASK	STATUS	DEADLINE		OWNER
Define quarterly webinar series topics and summaries for Year 1	CANCELLED	02/15/15	Raising the awardees' knowledge base	Donna Vincent Roa; Kevan Hayes
Build initial pool of available mentors through our consortium and their network	CANCELLED	03/31/15	Effective management of acceleration support service delivery	Donna Vincent Roa; Kevan Hayes
Planning for the World Water Forum Korea	CANCELLED	04/01/15	Promote SWFF, expand the network, build our brand, and facilitate partnership and finance connections for awardees at high profile water events	Donna Vincent Roa
Send out calendar invites to the awardees for the quarterly webinars covering the first year	CANCELLED	02/22/15	Raising the awardees' knowledge base	Kevan Hayes
Populate the SWFF website awardee knowledge management section	CANCELLED	05/15/15	Raising the awardees' knowledge base	Kevan Hayes
Book hotel rooms for innovators for WWF	CANCELLED	04/01/15	Promote SWFF, expand the network, build our brand, and facilitate partnership and finance connections for awardees at high profile water events	Stephen Simon
World Water Forum 2015 Korea	CANCELLED	04/12/15	Promote SWFF, expand the network, build our brand, and facilitate partnership and finance connections for awardees at high profile water events	Donna Vincent Roa
Year 1 annual summary report of mentor network activities (that may include correspondence, new MOUs and other partnerships facilitated by mentors), awardees capital seeking activities (including procurement of new capital), and newly established awardee partnerships	CANCELLED	12/31/15	USAID reporting compliance	Donna Vincent Roa
Create FAQ document for awardees covering AWP, finance and M&E	CANCELLED	07/31/15	Effective management of acceleration support service delivery	Stephen Simon; Kevan Hayes; Rami Khyami

SECURING
WATER
FOR FOOD:
A GRAND CHALLENGE
FOR DEVELOPMENT

Securing Water for Food has sourced and invested in a portfolio of innovative solutions that aim to help farmers use water more efficiently and effectively; improve water storage for lean times; and remove salt from water to make more food. Our cohort of innovators are helping people in 28 low-resource countries with tools they need to produce more food with less water.

To learn more about the Securing Water for Food,
visit www.securingswaterforfood.org and
follow [@SecuringWater](https://twitter.com/SecuringWater) on Twitter.