



Question and Answers fast-track SBIR DM Solutions for health, data and financial support in times of COVID-19 in Benin, Burkina Faso, Burundi, Ethiopia, Mali, Mozambique, Niger and Uganda

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This nota contains questions and answers during the information webinar or which were received by e-mail.

You can find the COVID-19 national response plans on the website: www.rvo.nl/subsidie-en-financieringswijzer/sbir/sbir-oproep-oplossingen-gezondheidszorg-covid-19-burkina-faso-ethiopie-mali-niger-en-oeganda. The plans for Burundi, Benin and Mozambique will be send to the participants as attachment.

SBIR Questions

	Questions	Answers
1.	Does the solution need to be scaled to the target countries?	We ask the solution to be implemented in at least one of the target countries. Scaling is also possible in other BHOS countries. (https://www.rijksoverheid.nl/documenten/kamerstukken/2018/11/13/kamerbrief-focusregios-en-andere-nota-onderwerpen)
2.	Are solutions which already have been validated in countries outside the target countries eligible? Especially so if they can be refactored easily?	Yes, solutions that have been validated in other countries are eligible. We ask the solution to be new for the target country where you want to implement it.
3.	Do you need to choose 1 country of the 8 or is it possible to choose multiple countries?	You need to choose at least 1 target country to scale up.
4.	It was mentioned that the solution needs to be adapted and tested, should it already have been in the market or can it also be in the process of launch?	The technology has to be proven and certified for medical devices and new for the target country.

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5.	What do we mean with 'proven' technology?	With proven technology we mean that the technology should be applied on a larger/operational scale in another country. This could mean that the technology is already used in the Netherlands for example.
6.	How about new innovations/pilots to solutions that are already implemented in one of the target countries? Would they qualify?	The funding is meant for developing innovations. It depends on how innovative your adaptation is. The innovation itself should be new for the target country. Scaling up of a pilot funded by a donor in the same country is not eligible. Then the donor should finance the scaling up.
7.	About being new for the target countries, does that exclude solutions where very small scale pilots have taken place?	The financial support is to develop and test innovative solutions. It really depends on what is done in the pilots; still research and development or marketing of the product/service? In case of the latter, this call is not suitable. See also question 6.
8.	Is a start-up entity (without a track record, but the innovation is proven in a number of settings) eligible?	If the innovation is proven and the developers decide to start a new company developing it, it is eligible. If the founders do not have a track record and have to develop their entrepreneurial skills as well, it is not.
9.	Is this eligible: an innovation now we want to adapt it for the healthcare setting?	Yes, it is. It could mean that you built on existing systems which could be a plus.
10.	Are solutions geared towards private healthcare facilities included?	Yes, they are.
11.	What if you have a gender-neutral innovation?	We encourage to take into account that fifty percent of your target group will consist of women. Make sure that they are included in (the use of) the innovation.
12.	Does the innovation need to be developed in the Netherlands?	No, it does not.
13.	Are the costs for technology adaptations in pilot and testing phase also included in the second phase?	Yes. Technology adaptations and testing are part of Phase 2, so the costs are included.

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14.	Why is there no national response plan of BUZA for Benin?	The national response plan from Benin (and other missing plans) will be added to the mail to the participants with this Q&A document.
15.	In the presentation digital solutions were mentioned, but one should realize that internet coverage in some countries is very low. Are there any requirements about the % of end users that have to be reached?	We do ask for digital solutions. On the one hand we believe you can reach a lot of people through digital means. However, it has also a limit when there is no internet coverage. There is a requirement on local impact but not on the amount of end users to be reached.
16.	How important is it that the solution is viable in and after COVID-19 crisis?	It would be a plus if your innovation is viable after COVID 19 as well. We encourage innovations that can be used in other situations/crises/regular systems as well.
17.	Who can we contact at the embassy in Uganda about the health data system?	At this point we rather not encourage you to contact the health experts. They are very busy with the present situation and we do not give them more work at this point of the process. Please note that the A4 you have to provide does not require a detailed analysis of the situation you want to address.
18.	Does the local partner need to be an NGO or a Business?	It doesn't matter as long as local impact will be generated. Please note that NGOs might be expensive as they do not generate income themselves.
19.	Do you need to have formal commitment from local partners before submitting your proposal?	No, it is up to you, not a requirement for the A4 nor for the bid Phase 1.
20.	If you have your own subsidiary in a country, do you consider it as a partner?	You have to be convincing in creating local impact and be able to show that you have the right contacts in the target country to make it work. We do not prescribe the way you cooperate with local entities. So yes, it can be a subsidiary.

	Questions	Answers
21.	Can partnerships with country governments be okay? Being that this assures sustainability in terms of budgetary allocation.	Yes
22.	Does the tender involve (SDG 6) Clean water and sanitation as part of preventing Covid-19?	It depends. We are not encouraging WASH innovations. However, if your solution is fitting in a health care system it could fit in the call.
23.	A solution that has been tested and local countries are excited about it, it answers to this call in totality but is in the process of being launched. Would that be eligible?	Probably not, this call is focusing on research and development, not on marketing of a finished product or service. See also question 5.
24.	Is data collection and analysis of COVID in waste water eligible?	We are not sure, it depends on what would be its innovation and how would it fit in this call? You should at least substantiate your claim that the subsequent data can and will be used by the health authorities. If there is useful info in waste water which policy makes need: eligible. Why is the data important and. Also add a statement of the authorities that they can use the data. Important pay attention on personal data: can only be used for the process itself.
25.	Additional to the question about the data collection: it's important to pay attention to personal data because personal data can only be used for the purposes of the process.	Yes, see Digital Principles document (www.digitalprinciples.org)

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26.	Are services also eligible? the emphasis is now very much focused on products, but I seem to remember that saw in the call "products and services"	Yes, we look at products and services or even combinations.
27.	What about practical solutions on the ground to improve immunity?	If it is a proven solution, fitting in the local context of the country and new it could be fitting in the call. But it has to address one or more of the three themes. Proposals that address improvement of health in general do not fit in, like food and nutrition, life style etc. Any claim to improve immunity to Covid-19 should be evidence based.
28.	Is it correct that theme 1 doesn't have to focus on COVID-19 specifically? From what I gather, it's mostly about general trust in the healthcare system.	That's right; we stress the importance of strengthening the primary health care and trust in its system. However, this can also be done by creating clear procedures for COVID-19 as well as focusing on regular care systems.
29.	Regarding theme 1, strengthening the primary health care system. Would the production of medical supplies for COVID-19 be eligible?	Yes, it could fit if the supplies are properly certified.
30.	Are solutions related to protecting jobs affected by COVID-19 relevant to this call under subthem3	No, this should not be a goal as such, but if it is a side effect we would welcome it.

Procedural questions

	Question	Answer
31.	What language is required to for the application or proposal, English or in Dutch?	You can choose to submit the webform in English or Dutch. Considering that you need to have local partners, English would be better.
32.	How strict is the word limit in the web form?	Fairly strict. You do not need yet to convince us that your innovation itself is worthy to be developed. You have to indicate how it fits in the call for proposals and why the entity submitting the quotation is capable to achieve it. Please keep it as concise and business-like as possible.
33.	Why is the deadline so short?	The COVID-19 crisis is an acute problem which needs to be address as soon as possible. The call to write down the basic idea is just 1 page (A4) in which you have to sketch your idea of the solution.
34.	Can you postpone submission of project idea?	No, we cannot.
35.	Can foundations and non-profit organisations registered in the Netherlands submit a proposal or does it have to be a business?	Yes, all entities with an organization registration number in the EU are eligible and may send in an A4. We will assess if you have the right contacts of partners in the target country(ies) that may create local impact and embed your innovation locally. This includes long term financial perspective. If all partners depend on short term donor funding this might be considered as not economically feasible.
36.	For our innovation, we have established recently a start-up entity. Would it be better to submit through the start-up entity (without track record), or one of the founding parties (with a track record)?	If a start-up means that you are also in the very beginning of an idea to develop, this call might not be suitable as we require innovations that are already proven elsewhere. As this is a fast-track program you should not be starting from zero, you won't be able to generate results in time.