



Question and Answers

SBIR in Developing Markets Challenge “Develop a methodology for identification and elaboration of marketable innovative ideas in co-creation with African entrepreneurs”

Version 2, 18 April 2023

This document contains the questions and answers from the information meeting on 6 April 2022 and questions which were received by e-mail. Update with new question from #34.

	Question	Answer
1.	Is it possible to develop the method for multiple countries?	Yes, we expect your method to be applicable in other countries as well. However: you can only submit a bid per country and you will do the testing in that same country.
2.	What are the selection criteria that the OCIF /Uganda Hub Fund Managers have used to select the entrepreneurs?	<ul style="list-style-type: none">• Has the entrepreneur an innovation demand?• Are there possibilities for scaling up the business and does the prototype require a significant investment in R&D to be of interest for a Dutch entity?• Can the entrepreneur develop an innovation for a public sector? Think of health care, education, accessibility; energy and water supply; water; construction and infrastructure?• Is the entrepreneur interested in cooperation with Dutch entrepreneurs?
3.	So the selection is only important for the report of phase 2? Not for the proposal?	Yes. The selection is done. But we expect in the final (phase 2) report your experiences and ideas how you would do/improve the selection.
4.	Should the future selection advice for 2024 be included in the budget for this call ?	Yes, we expect your advice on the selection in the final report.
5.	Can we develop different methods per country?	All quotations will be assessed on their own merits. You can propose to use a specific method in country A and a different method in country B in another proposal.
6.	Why does it have to be Dutch entrepreneurs in the matchmaking?	In this pilot phase we want to test with Dutch entrepreneurs to keep due diligence simple. Also the Minister of BHOS has pledged to give Dutch service providers and companies preference.
7.	Are we allowed to participate in the innovation concepts ourselves?	Yes, that is possible, but you cannot compete for an SBIR contract award in the September-call or participate in the project.
8.	Should the innovation concepts be scalable in the home country solely or exported to the Netherlands ?	The innovations should primarily create impact and lead to employment in the home country. It would be great if it leads to export to other countries. Or that the innovations can be marketed in the Netherlands.



	Question	Answer
9.	Are you looking for innovations within the circular economy or is it the societal challenges in general?	Societal challenges in general, in a public sector. Think of healthcare, education, accessibility, energy and water supply, water, construction, infrastructure etc.?
10.	What is meant with an innovation concept?	An innovation concepts looks a few years ahead and gives entrepreneurs insight in what they can develop and what they need to do, what additional knowledge, expertise and skills is needed. The innovation concept can be shared publicly with Dutch entrepreneurs for matchmaking. So Intellectual Property should not be revealed.
11.	Can you clarify what you mean with matchmaking? Should this be part of our methodology? Who is in charge of this?	We share the innovation concepts with Dutch entrepreneurs. They can apply for matchmaking. We expect you to advise us how to use the innovation concepts for matchmaking. In this SBIR RVO will be in charge of this.
12.	The African entrepreneurs selection will only be known after we answer the call right ?	Yes, we are still in the process of selecting them. We will share all information if you are awarded a contract.
13.	How do the African entrepreneurs benefit from the SBIR call in the next phase, should the Dutch entrepreneurs/applicants also include budget for the African entrepreneur?	In the SBIR pilot call in September, we expect that the African entrepreneurs play a leading role and also get a budget for this.
14.	Should we include IP management ? As it can differ between countries also	That may be important. It is always wise to discuss Intellectual Property issues.
15.	Do you have a framework for co-created IP through the matchmaking ?	We can ask our colleagues from the Patent Office how to deal with this.
16.	I read on the description (on the website) that it needs to be a filled in project plan of phase 2. Is that a typo? I would expect a project plan phase 1	This is an SBIR call only for Phase 2. So it is not a typo. A Bid consists of <ul style="list-style-type: none">• the online form• your project plan (use template for Phase 2!!!)• !!! include in the project plan information on your company, partners and experience with business development (we will assess this under criterion technological feasibility) We don't ask for a business plan.
17.	Is there a format/form for the project plan?	Yes. This information can be found on: https://mijn.rvo.nl/sbir-innovatie-in-opdracht . Use the template for Project plan phase 2
18.	How do I fill in the project plan phase 2?	As good as you can. Remember the innovation is your method and that you are developing a service. Add information on your experience with business development and why you have chosen the country. Ignore the questions on the feasibility report.



	Question	Answer
19.	What will be assessed?	<ul style="list-style-type: none"> • Impact – does it answer our need? • Technological feasibility – do we believe it will work and are you the right party/parties to do it? • Economic perspective – will it be useful for clients and has it a good price/performance?
20.	How would you rephrase the impact that you want to make? Do we need to explain how the societal challenge is answered by the methodology? (4.1. Impact a)	Impact = how usable is your solution/method to our need. Our need = developing innovation concepts with African entrepreneurs that can be used for matchmaking
21.	Can you apply as consortium? How is this facilitated in the application procedure?	You can cooperate with partners, but we give a contract to one party, the main contractor, who will be responsible for the progress of the project and the accountability
22.	Who will be assessing the bids? Who is in the selection committee?	Members from the RVO SBIR DM team and other experts can be consulted. We will also ask for advice from the OCIF fund managers for specific criteria.
23.	Will the assessors ask direct question?	We may call for clarifications on 25 April
24.	Is co-finance necessary: either own investment/ investment of others?	It is a contract. You make us an offer.
25.	do you work with max hourly rates?	No, but we don't expect commercial rates.
26.	Can I write the project plan in French?	No, preferably in English, but Dutch is also possible
27.	Can I write the innovation concepts in French?	We need to discuss this. Please advise us during your contract.
28.	What are Orange Corners?	<p>The Orange Corners are local incubators who have local networks. The Orange Corners are funded by the Netherlands Enterprise Agency at the request of the Ministry of Foreign Affairs. They work closely together with the Dutch embassies and local private sector partners in each programme country. In 3 countries of this call there are Orange Corner activities.</p> <p>We have learned from other SBIR calls that the networks of OCs can be helpful to find partners in the local ecosystem. More information https://www.orangecorners.com.</p>
29.	I would like to share the call with our partners. The info page on RVO is only in Dutch, so it seems?	Yes, the page on RVO.nl is in Dutch, but we also have translated the call in English, except for the procedural part.
30.	Can we include travel and accommodation costs in budget? Are there fixed rates ?	Yes, you can include these costs. Within the SBIR, there are no fixed rates. You have to provide a realistic indication of these costs.
31.	Is there a max day rate for the budget?	No, however the daily rates used should be conform the market.
32.	What happens when there are similar projects for different countries?	The projects will be scored individually and each on their own merits.



	Question	Answer
33.	In the SBIR webform I have to choose which annex I want to upload. Which Annex should I choose?	For this SBIR, you online have to choose Annex A: Project plan phase 2. If you have an intermediary, you should also hand in Annex D to sign for the authorization.
34.	Do you know how you want to carry out the matchmaking? Is this at entrepreneurial level or at theme level (such as previous calls), or is this still open?	We are happy to be advised about matchmaking by the contractors, who are in contact with the African entrepreneurs. We expect that it will be more at the entrepreneurial level with entrepreneurs that want to develop innovations that fit within public sectors as described in the call.
35.	Who bears the costs incurred by entrepreneurs, for example, catering, accommodation and travel costs?	During the contacts with the entrepreneurs, a location and associated catering should be provided, such as lunch. Travel and accommodation costs are at the expense of the entrepreneurs. Keep in mind that not all entrepreneurs are in the capital and it may be desirable to facilitate a second location closer to some entrepreneurs.
36.	Should we follow the order of the project plan or can we shift the parts and answer them in a different order?	Yes, preferably follow the order indicated. That is more convenient for us to assess the plan.
37.	Is it possible to approach Dutch companies in advance that could answer the SBIR later (inviting companies to a workshop during this SBIR, for example)?	No, these entrepreneurs then would have an advantage over entrepreneurs who are not involved. This is not possible from the point of view of transparency and fairness. After all, SBIR call is 'open, fair and transparent'. If you see this differently, you can include this as an option in your proposal and we can discuss it in the contract phase.
38.	Can we apply with an EU registration and without Dutch KvK number?	That's possible.
39.	Can we deviate from the 10,000 maximum words and 20 pages? (e.g. a presentation with more pages but fewer words, a bit of slack with the format)	A maximum is a maximum, so fewer words is always fine! Pages are then less relevant. Pictures for clarification, yes please! As long as the relevant questions are answered 😊
40.	Is it possible to get more information about the entrepreneurs per country beforehand? Or possibly an example of what the group of entrepreneurs could consist of.	The entrepreneurs are active in various sectors. We do not yet have a complete list per country. Below is an overview of some entrepreneurs in Côte d'Ivoire.



Description of the activity	Gender of the entrepreneur	Status of the company/project
xxx is specialized in the production and commercialization of organic fertilizers and fungicides	Female	Active for more than 2 years
xxx is specialized in the recycling of domestic waste and the provision of connected garbage cans.	Male	Active for more than 2 years
xxx is a digital solution to centralize local payment means in a single wallet and to make secure transfers	Male	Active for more than 2 years
xxx is a company that produces and commercialize bioethanol made from liquid cassava waste	Male	Active for more than 2 years
xxx provides parents, students and teachers with a digital system for monitoring and improving school results.	Male	Active for more than 2 years
xxx is specialized in the commercialization and installation of water filtration solutions (flasks, etc.).	Male	Active for more than 2 years
xxx produces ecological pavers from plastic waste.	Male	Active for less than 2 years