



Question and Answers

SBIR DM “Innovation challenges in Ghana, Ivory Coast, Morocco, Uganda”

Version 3, 30 October 2023

This document contains the questions and answers from the information meeting and which were received by e-mail.

SBIR Questions:

	Questions:	Answers:
1.	What is the exact reason for choosing these specific countries?	In this pilot the selected countries are chosen because of the contacts we have in those countries with the Orange Corner Innovation Fund managers in Ghana, Ivory Coast and Morocco and the Circular Design Hub in Uganda.
2.	What is Orange Corners Innovation Fund and Design Hub?	<p>The Orange Corners Innovation Fund is funded by the Ministry of Foreign Affairs provides fund managers with capital to invest in early-stage startups. Their network is used to select local entrepreneurs. In 3 countries of this call there are OCIF activities and networks.</p> <p>The Circular Design Hub is based in Uganda and also supports local entrepreneurship.</p> <p>More information, https://english.rvo.nl/subsidies-financing/ocif, https://circulardesignhub.com/, for contacts check through sbir@rvo.nl.</p>
3.	What is a good timing to submit the EoI? The deadline to submit an Expression of Interest (EoI) is the 30th November 2023, but if a match is made, the innovation concept will be removed from the EoI form.	As soon as you see a potential match, please send in your interest by submitting the form. Each country has a different timeline in starting the matchmaking, but these processes will not start earlier than the end of October 2023.
4.	How do you approach an EoI?	You choose the challenge(s) that appeals to you and explain briefly and concisely what your contribution is to the innovation concept and why that contribution is relevant. This could be specific expertise, knowledge of the country, etc. So it could be different things. It is the local party that ultimately chooses during the matchmaking process.
5.	Is there any limit of Expressions of Interest per team?	No there is no limit. You can explain your interest in the form per innovation concept. Keep in mind that you need enough resources (capacity and finances) to handle more projects at the same time.
6.	Do I need to write the Expression of Interest in English, French or Dutch?	To encourage real cooperation with your partner, we encourage to communicate in a language which fits best for your potential partner. We expect French for the EoI of Ivory Coast and Morocco and English for Ghana and



		Uganda. The link to the Expression of interest form: Netherlands Enterprise Agence (survalyzer.eu)
7.	Is the EoI also allowed in 2 languages?	It is your own choice French and/or English whichever is easiest for the country and entrepreneur.
8.	Can you submit for multiple countries and also collaborate with other partners who have different ideas?	Submit your proposal per innovation concept, so you can submit multiple ideas for different innovation concepts in an EoI, as long as it is clear to the local entrepreneur which parties and what expertise they have to offer. Multiple countries is possible as well as long as it are countries from the call.
9.	More information about the African entrepreneur helps to see if we see a match? Is it allowed to contact the entrepreneur before matchmaking?	No, we would like to let the contact go via the coaches responsible for the matchmaking process. They have a good understanding of what the African entrepreneurs need and will make the first contact possible. Ps. We have different coaches per country, and each coach works in a different way.
10.	Where can I find more information about the African Entrepreneurs?	The coaches in Ghana have a website with more information of the entrepreneurs: www.orangesparks.nl More information on the other entrepreneurs can be found in contacting the coaches via the EoI.
11.	After the matchmaking, you learn more about your collaboration partner. Is it possible to stop the collaboration after matchmaking if it doesn't work out for us? And is it possible for the African entrepreneur to get another match?	It is possible to stop the collaboration if it appears that the collaboration does not work after all. The African entrepreneur may have another match, if the collaboration is ended in time. After mid January phase 1 will start. We will advise the coaches to keep alternative partners behind hand in case a match does not work.
12.	Do I need to write the Expression of Interest in English, French or Dutch?	To encourage real cooperation with your partner, we encourage to communicate in a language which fits best for your potential partner. We expect French for the EoI of Ivory Coast and Morocco and English for Ghana and Uganda. The link to the Expression of interest form: Netherlands Enterprise Agence (survalyzer.eu)
13.	Do I need to write the proposal in English, French or Dutch?	To encourage real cooperation with your partner, we encourage to communicate in a language which fits best for your partner, you have the chose to write your bid in French or English. All additional info can be found on Pilot SBIR-oproep Innovatie uitdagingen in Ghana, Ivoorkust, Marokko en Uganda (rvo.nl)
14.	Are you allowed to be active in the country yet?	Yes you are. However, the innovation still needs to be adapted locally so no copy of an existing product, with a risk of failure. You may already be active in the country, even desirable, but not in the field of innovation itself. The local party may find local expertise desirable, but decides for him/herself



15.	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 the call is mostly in English, except for the procedural part.
16.	Is there a format/form for the proposal for stage 1?	This information can be found on: https://mijn.rvo.nl/sbir-innovatie-in-opdracht
17.	Where can I find the call on TenderNed?	https://www.tenderned.nl/tenderned-tap/aankondigingen/249652
18.	With the online expression of interest form you cannot add files. I understand submission for phase 1 is also an online form. Does that allow to add files?	The expression of interest form does not allow you to add files. For phase 1, you can add files and must at least add your project plan (according to the format provided).
19.	Do you need eHerkenning to send in a bid for phase 1?	No
20.	What is considered a new innovation in the target country?	Projects are considered innovative if the project needs R&D work to become a successful market-ready product/service in the chosen country. In the call it is described as the following: "The innovation can be a design or product and is new to the target country. This also includes making existing design and products in another country suitable for the target country in an innovative way. Obviously, this still requires R&D and there is a reasonable chance that it is not technically or economically feasible." If a project can be copy-pasted to another country, this is not innovative.
21.	How is the responsibility divided between the Dutch/EU party and the African entrepreneur in the process after the EoI?	Although only the the Dutch party is in a position to apply for the SBIR, we aim for level playing field for both parties. The local entrepreneur is the lead for the choice in collaboration, the Dutch/EU party can choose to be in the collaboration or not. From the moment you have a match and you want to hand in a bid for phase 1, the partnership should be equal in both content as finance.
22.	Can WBSO also be used?	Yes, the WBSO tax incentive can be used in parallel.
23.	This is a Pilot SBIR DM, what is different form normal SBIRs in DM?	In former SBIR DM, it takes time to find local partners in Phase 1. The aim of this pilot is to connect parties sooner in the process so the collaboration to actually work on the innovation starts sooner. Another aim is that the local party is equally in charge together with the Dutch or European partner.
24.	Is there a preference for a consortium with at least one	We do not state which partners you should have. The African partner is in the lead for the matchmaking, you



	knowledge partner for the assessment committee?	should provide enough information what you can contribute to make a match. If you are a match, you will be prepare the bid for phase 1 together and can decide that you need to involve other partners.
25.	How many people should the Dutch applicant have on the payroll, track record?	We don't have specific requirements for this topic as long as you are able to present a suitable idea at this stage. As stated before, the partners should be capable of achieving the desired objectives and convince us of this.
26.	Is the call limited to small businesses for the Netherlands?	No, SBIR is open for all businesses registered in the EU.
27.	Are the information sessions recorded?	No, they are not. The presentation will always be shared with the attendees. If you have any questions left, please contact us by email: SBIR@rvo.nl.
28.	Will the assessment committee ask direct questions from us?	Yes, in this SBIR we ask the project leaders to be digitally present in the committee meeting. During the committee meeting of both phase 1 and phase 2, project leaders will get a chance to pitch their project and have a Q&A with the committee.
29.	Is the assessment purely based on quality (scoring based on the 3 criteria) or is there a preference to have projects in all eligible countries?	No, we assess your proposal on impact, technical feasibility and economical perspective regardless which country.
30.	Can market research be part of phase 1?	Yes, you can explore the market with the budget of phase 1. In this case, this is called commercial feasibility research.
31.	Are countries prioritised?	No
32.	€34.000 is the maximum budget for the bid, is there also a minimum amount?	No, there is not. Your budget should be in line with your planned study and it is up to you to make a solid plan with the right budget.
33.	If total cost is higher than €34.000, should we make that transparent and how we will cover these extra costs ?	In the SBIR project plan you provide us with your costs in the provided budget format. You are asked to indicate what the hypothetical bid budget would be if you would transfer all (IP) rights of the research. The price of your bid should be conform the market, but keep in mind that the intellectual property (IP) stays at your company. The extra costs are at your own expense. The experience is that SBIR participants will make more costs by investing more hours eg.
34.	Can we include travel and accommodation costs in budget? is there fixed rates ?	Yes, you can include these costs. Within the SBIR, there are no fixed rates. You have to make a truthful indication about these costs.
35.	Is there a max day rate for the budget ?	No, however the daily rates used should be conform the market.



Netherlands Enterprise Agency