



**AICCRA**  
Accelerating Impacts of CGIAR  
Climate Research for Africa



## Ghana Accelerator program

### Proposal guideline

*Length: 12 pages, max. 6,000 words, incl title page*

*IMPORTANT: Please read proposal requirements and evaluation criteria carefully.*

*DELETE evaluation criteria before submitting your application*

*INCLUDE Company registration documents and CV of founder(s)*

**Title:**

**Bundle:**

**Locations (s):** Regions, Districts

**Budget requested from AICCRA:** max. 50,000USD

**Contribution to project implementation:**

**Summary (max 250 words)**

Include information on the and the (a)CIS/CSA bundle of your choice, (b) aim of the project, (c) business/partnership model, (d) target groups (e) activities (e) deliverables

**Background information (max 2,000 words)**

- Problem/challenge: Why investing in this bundle/business/partnership model and what does it aim to achieve
  - Market opportunities, potential for growth and constraints
  - Importance for supporting smallholder farmers
- How does it respond to AICCRA priorities?
  - Business/partnership model for agricultural technology and innovation adaptation and improvement – supporting inclusivity and environment
  - Developing climate resilient value chains, that catalyze adoption, improve social inclusion, sustainable use of land and water
  - Scaling CIS delivery and CSA technologies
- How does that address needs and constraints in the target areas?
  - Which target groups does it support (smallholders, women, youth), criteria for selection, estimated number of direct and indirect target groups
  - Expected impact on smallholder farmers and marginalized populations; how will the model increase incomes and expand market access
  - Sustainability and long-term commitment

**Objectives (max 500 words)**

- Overall objective(s) and the specific objective of the project
  - Business goals and objectives while engaging and supporting smallholder farmers and marginalized populations, especially women and youth.
  - Addressing challenges in existing gender norms and power structures preventing women from adopting CSA, managing risks of women being left behind

- Contextualizing products and services to the given context where women clients live and to their needs.

### **Detailed description of the activities (max 1,000 words)**

- Title and a detailed description of each activity to be undertaken, milestones produced and timeline
- Specify the role of partners for each activity, other actors or stakeholders (within the consortium or external), how and when

### **Implementation strategy (max 2,000 words)**

- Business/partnership model of implementation and justification
- Role and level of involvement of partners in the project
- What is your scaling and financing strategy over the next two years
- How will the model be commercially sustainable after project closure?
- Type of evidence for mainstreaming CSA in countries country-level agricultural practices and policies and public and private investment plans
- Type of research collaboration, roles of learning activities and data collected, and how this will contribute to scaling of the business model and broader partnership impact
- Compliance with relevant global, regional and national policy frameworks and if appropriate environmental and social safeguards

### **Impact (max 250 words)**

- Indicate how the business model (s) will improve (i) incomes, business capacity and market access of the target groups, (ii) oversee opportunities and constraints and (iii) enhance the leadership, management and technical capacities of the target groups and/or partners

### **Organizational and management capacity (max 250 words)**

- Business, management, and technical qualifications of the applicant with regards to scaling products or services in smallholder markets
- Experience operating in smallholder markets, capacity gaps in systems or management, solutions for filling those gaps.
- Learning activities and mechanisms to enhance the capacity outcomes for the partners.

**Team proposed to implement the project (may include their names and CVs)**

### Logical framework

The logical framework is a management tool that aims to promote good project design by clearly stating the defined project logic and components. It consists of a 4x4 matrix, with a vertical hierarchy of objectives as shown below:

<b>Narrative summary</b>	<b>Objectively verifiable indicators</b>	<b>Means of verification</b>	<b>Risks and assumptions</b>
Overall objectives	<i>Please indicate a <b>target value</b> for each indicator in this column whenever possible. What are the key indicators related to the overall objectives?</i>	<i>Please list the sources of verification for <b>each</b> indicator. What are the sources of information for these indicators?</i>	<i>Which factors and conditions outside the beneficiary's responsibility are necessary to achieve that objective</i>
Specific objectives	<i>Please indicate a <b>target value</b> for each indicator in this column whenever possible. What are the key indicators related to the overall objectives?</i>	<i>What are the sources of information that exist or can be collected? What are the methods required to get this information?</i>	<i>Which factors and conditions outside the beneficiary's responsibility are necessary to achieve that objective?</i>
Expected results	<i>What are the indicators to measure whether and to what extent the action achieves the expected results?</i>	<i>What are the sources of information for these indicators?</i>	<i>What external conditions must be met to obtain the expected results on schedule</i>
Activities	<i>What are the means required to implement these activities, e. g. staff, equipment, training, studies, supplies, operational facilities, etc.</i>	<i>What are the sources of information on action progress?</i>	<i>What preconditions must be met before the action starts?</i>

**Duration and indicative action plan for implementing the action**

Activities/ Months	1	2	3	4	5	6	7	8	9	10	11	12	Implementing partners
1													
2													
3													
4													

**Budget**

The budget must cover all eligible costs of the project, not just AICCRA contribution. All items must be broken down into their individual components

**Read evaluation criteria for proposals carefully****1. Innovation of business case**

Proposals should present clear product(s) and business model(s) for these products. The business model(s) should indicate the objective(s) for the growth of their bundled CSA-CIS solution in the selected supply chain and markets. Market opportunities and constraints should be explained together with activities to work within the specific market setting. Applicants will be evaluated on how the proposed partnership will meet business goals and objectives while engaging and supporting smallholder farmers.

**2. Commercial viability and sustainability**

Applicants will be evaluated on the potential for growth of the bundled solution in the selected market(s). Confirmation to a long-term commitment to engaging smallholder farmers in business operations should be provided. Applicants will be evaluated on how the bundled solution will continue to scale after project closure. A sustainability and/or exit strategy should be indicated. Applicants should provide a two-year projection of revenue, costs and net income.

**3. Implementation plan**

Applicants should outline their plan for implementation including key activities/milestones to be completed and the timeframe for each. Applicants should discuss other actors and stakeholders (either within a proposed consortium or external to the partnership) that will need to be engaged to support implementation (for example, cooperatives, industry associations, marketing agents, etc.) and describe how and when that engagement will take place.

Applicants not already registered or otherwise legally recognized in Ghana must include a plan outlining how this registration or legal presence will be secured prior to award. This plan must include the steps required for registration/legal presence as well as timelines for completing each step. Applicants should address how this registration/legal presence process will impact the implementation timeline for proposed activities.

The proposal should indicate the type of evidence or information that will be created for mainstreaming CSA/CIS into country-level agricultural practices and policies, and public and private investment plans. This would include how the applicant approaches resource sustainability.

The proposal must indicate the type of data to be collected, and the proposed roles and activities for the data collection. Proposals should also indicate how applicants would collaborate in research during the data collection and through a learning process. The proposals should also indicate how the data and research results/evidence would contribute to the scaling of the business model and broader partnership impact.

#### **4. Smallholder and marginalized population impact**

Proposals should demonstrate how the business model(s) will meet business goals and objectives while engaging and supporting smallholder farmers and marginalized populations, especially women and youth. The proposals should indicate who are smallholder farmers, women and youth, the number of those target groups the business model(s) intends to reach and how the model can increase their incomes and expand their market access.

Especially, the proposal should demonstrate how the business model(s) will oversee opportunities and constraints to include women along CSA/CIS scaling pathways, address challenges to existing gender norms and power structures preventing women from adopting CSA/CIS, manage risks of women being left behind in the up-take of labor-saving mechanized irrigation technologies, and contextualize the products and services to the given context where women clients live and to their needs.

#### **5. Organizational, management and technical capacity**

Applicants will be evaluated on business, management and technical qualifications with regards to scaling bundled solutions in smallholder markets. Applicants should articulate the organization's experience operating in smallholder markets, identify potential capacity gaps in systems or management, and provide solutions for filling those gaps. The proposals should present learning activities and mechanisms to enhance the capacity outcomes for the partners.

#### **6. Environmental and Social Safeguards Framework**

Prior to the award, AICCRA Ghana will conduct due diligence on selected applicants based on the World Bank's Environmental and Social (E & S) Safeguards.

The due diligence process includes reference checks; a pre-award survey to ensure successful applicants have the organizational, managerial and financial systems and controls to manage the award; and virtual meetings to evaluate the proposed strategy and verify the potential impact proposed.