AlphaMundi Foundation Program with the Powering Agriculture Investment Alliance

Request for Proposals (RFP) Announcement & Guidelines

Region of Focus: Latin America & East Africa (excluding Brazil, Venezuela, the Caribbean, South Sudan, the DRC, Ethiopia and Somalia)

The AlphaMundi Foundation, a Washington, DC domiciled nonprofit, is seeking to identify and select relevant companies operating at the nexus of clean energy and agriculture, via AlphaMundi Foundation’s Powering Agriculture Investment Alliance (the “Alliance”). The Alliance is part of the Powering Agriculture: An Energy Grand Challenge for Development (PAEGC), funded by USAID, SIDA, Duke Energy and OPIC, to catalyze private sector financing for businesses providing clean energy solutions that increase agriculture productivity and/or value in developing countries. As part of this RFP, this translates into enterprises providing solutions that support sustainable approaches to accelerate the development and deployment of clean energy solutions for the agricultural sector.

There are three facilities that fall under the umbrella of the Alliance that companies can apply to:

1) **Technical Assistance (TA):** The AlphaMundi Foundation delivers TA with the goal to build capacity in organizations to catalyze private sector investment and scale social enterprises. Select applicants will be eligible for up to a maximum of USD 60,000 in TA support. We define TA as non-financial assistance provided by local or international specialists. It can take the form of sharing information and expertise, instruction, skills training, transmission of working knowledge, and consulting services and may also involve the transfer of technical data. The aim of technical assistance is to maximize the quality of project implementation and impact by supporting administration, management, policy development, capacity building, etc. Technical assistance can provide support for:

   i. **Financial planning and accounting:** budgeting, cash flow management, financial reporting, fundraising;

   ii. **Internal governance:** board structure and management, investor reporting, employee management and incentives, process development, HR policies;

   iii. **Operations:** profitability analysis and modeling, supply chain optimization, information management systems, GIIRS ratings analysis and improvement plans.

2) **Research & Development (R&D):** The AlphaMundi Foundation provides grant-based funding to support the R&D efforts for companies with established business models that are seeking to further innovate in the clean energy-agriculture nexus. Selected applicants will be eligible for up
to a maximum of USD 45,000 to support grant efforts that could support product development and testing.

(3) **Gender Workshops**: The AlphaMundi Foundation is committed to supporting the promotion of gender equality across the enterprises that we work with. The purpose of this facility is to support organizations interested in applying a gender lens to a specific business challenge. Select applicants will be eligible for up to a maximum of USD 20,000 to support gender integration across an enterprise’s business model.

Preference will be given to companies where the projects suggested will be catalytic in helping to raise capital funding and the companies leverage their own resources towards the proposed project. Later stage applicants will potentially be eligible for up to $2M in debt, equity or mezzanine financing from one of AlphaMundi’s investment facilities.

More than one company may be supported by the program at AlphaMundi’s discretion. Companies may apply to all three facilities.

**Application Process**

The application process will be divided into three phases. For this first phase - Initial Screening - we have designed the application to take no more than 20-30 minutes via an online Google form. Phase 2 will include a phone interview with representatives from the global AlphaMundi team. Phase 3 will include a written proposal and budget from the company outlining the agreed upon scope.

**Phase 1 – Initial Screening**: The Phase 1 application process will be open from January 21, 2019 – COB February 4, 2019 with applications reviewed on a rolling basis. Please read all instructions carefully. Incomplete or late applications will not be accepted. Applicants shortlisted for Phase 2 will be contacted via email.

For Phase 1, applicants will be asked to complete and submit the following questionnaire:

1) Application Questionnaire: the application questionnaire should detail the applicant’s current business model and operations. This should not take more than 20-30 minutes to complete.

2) Please attach in the questionnaire any other existing material that can provide additional background on the company and its operations (e.g. pitch deck, business plan, financial model, etc.).

**Phase 2 – Phone Interview**: Companies will be contacted via email to schedule a phone call with representatives from the global AlphaMundi team.

**Phase 3 – Proposal**: After the phone interview and contingent on donor approval, companies will be requested to develop a written proposal and corresponding budget in Excel.
Quick Eligibility Checklist

Companies must be able to answer “yes” to all the following questions within the program that they are applying. If you do, please proceed to the full phase 1 application form as indicated below. Applicants unable to meet the following requirements should not apply and will not be considered.

1) Do you have a business model that addresses one or more of the following criteria? Please check all that apply to your business. Companies must select at least one to be considered.
   - ☐ Enhance agricultural yields/productivity;
   - ☐ Decrease post-harvest loss;
   - ☐ Improve farmer and agribusiness income generating opportunities and revenues;
   - ☐ Increase energy efficiency and associated savings within the operations of farms and agribusiness – while stimulating low carbon economic growth within the ag sector.

2) Is your company post revenue stage?
   ☐ Yes ☐ No

3) Does your company/solution/service integrate renewable energy for productive agricultural use?
   ☐ Yes ☐ No

Note: In addition, companies will be assessed based on the potential for social and environmental impact of the project, with a special focus on gender equality (at the company and beneficiary level).

Application Criteria

Applicants must broadly meet the following application criteria.

- **Sector:** Applicants must operate at the intersection of agriculture and renewable energy.
- **Company Stage:** Applicants **MUST** be post-revenue offering proven, market-tested technologies applicable for small-holder farmers in Sub-Saharan Africa and/or Latin America (ex-Caribbean, Venezuela, Brazil). Preference will be given to companies with three years of operational history and over $200K of annual revenue.
- **Management Team:** Focus will be given to applicants with a strong management teams that have a local presence and focus on developing markets.
- **Impact Focus:** Companies will be assessed based on the potential for social and environmental impact of the project, with a special focus on gender equality (at the company and beneficiary level).
- **Monitoring and Evaluation:** In addition, to meet the reporting requirements demanded by the program, companies should demonstrate competence and bandwidth to deliver on monitoring and reporting requirements.