



‘WASTE’ RECOVERY INNOVATION CHALLENGE **1st EDITION**

CALL FOR CONCEPT NOTES - PRIVATE SECTOR

A: SUMMARY INFORMATION ABOUT THE INITIATIVE

As with many urbanizing economies, Ghana's municipalities face significant challenges with solid waste management. There is a need for a new way to think about the issue of waste – not just from a management point of view but from the perspective of re-use at multiple levels as existing approaches are nowhere near being able to address the scale of the challenge and waste recovery and use offers various benefits. This involves thinking about wastes as *Materials in Transition*, which is the case so long as there exists an operating connection between the waste generator and the second-life user.

Under-utilized and un-managed waste materials pose serious risk to the environment and human health, with the greatest negative impact felt by the most vulnerable in society. Alternatively, when connections – pathways and avenues – are created and known, waste materials can journey from where they are not needed, to where there is a need, creating economies and livelihoods. Waste materials can be used in replacement for new materials, preserving our natural resources and slowing climate change. The activity of assisting waste on its journey to a valuable resource can create millions of good jobs across society, especially for marginalized citizens.

It is against this background that UNDP is facilitating the creation of a digitally enabled multi-stakeholder platform to connect key stakeholders with data and technological solutions for resource recovery. This is expected to: facilitate more cost-effective and transparent access to ready data for evidenced-based planning by policy makers on sanitation management; enhance access to knowledge on best available technologies on waste valorization; make it easier to find/link to solution providers and off-takers; stimulate further research and innovation on waste valorization in relation to emerging demand and options; and build capacity of key personnel (local government, private sector, NGOs and Academia) to enhance sanitation management particularly at the decentralized level.

In this context, UNDP in partnership with the Embassy of the Netherlands is launching the first edition of the *‘Waste’ Recovery Innovation Challenge (WRIC)* to provide about 8 projects with technical and financial support to promote and/or test innovative solutions for waste recovery. It is expected that the Waste Recovery Platform, once fully established and operationalized, will lead subsequent editions of the competition.



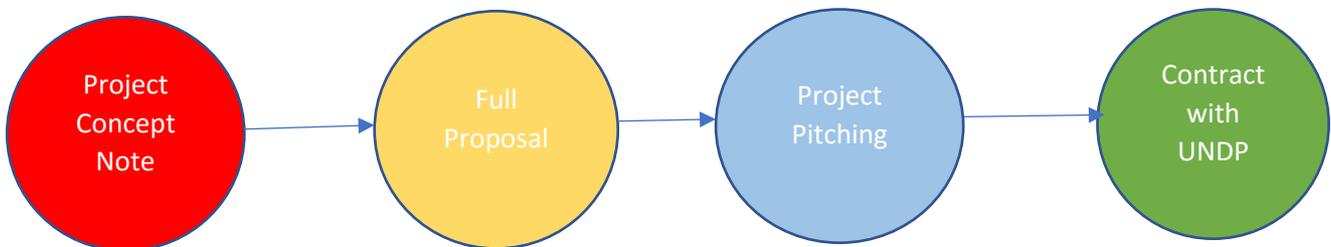
The projects supported during this first edition will fall under **three categories**:

1. **Private sector/businesses:** providing a sustainable solution to an existing waste management challenge in a specific area; demonstrating the potential to be bankable and scalable; having the potential to create employment.
2. **Research:** investigating innovative ways and scientific break-throughs in waste recovery, results of which can be turned into bankable and scalable business proposal.
3. **Advocacy/awareness creation:** promoting the concept of resource recovery and its opportunities in Ghana in a circular economy context.

This call for concept notes only refers to the first category (PRIVATE SECTOR). The other two categories will follow a separate selection process which will be advertised separately.

B: THE APPLICATION PROCESS (PRIVATE SECTOR)

The Concept Note is the first step of the application process to the “Waste” Recovery Innovation Challenge (WRIC). The process of receiving an award from UNDP under the framework of the WRIC is presented below:



1. **Concept note:** at the first part of the competition process, applicants are requested to download the concept note application form from the UNDP website [<https://bit.ly/2SGoRwc>] and submit the completed application form by the deadline stated on the form and the guidelines. UNDP will conduct a preliminary review of the concept note using these criteria:

CRITERIA FOR PRELIMINARY REVIEW	SCORE
Forms fully completed	Pass/Fail
At least 30% matching funds provided by the applicant	Pass/Fail

Only applications that are awarded ‘Pass’ in both criteria above will be fully assessed by an evaluation panel made of UNDP officers (majority) and other experts. The criteria for the full



evaluation are defined in the application form. Only concept notes assessed with a minimum score of 70 out of 100 will pass to the next stage.

2. **Full proposal:** if your organisation is successful during the concept note stage, you will be invited to participate in the second stage to develop and submit a full proposal. This will be a much more detailed document which, amongst other things, will highlight in much greater detail: how the project will be implemented in terms of activities and proposed timelines; how the project will address the challenge set; how will it impact on the poorer segments of the Ghanaian society; and provide a detailed financing plan to understand how costs will be shared between your company and the WRIC/UNDP.
3. **Pitching:** if your proposal is successfully selected at this stage, you will be invited to physically present key highlights of your proposal at a business pitching encounter, where a team of experts from business support services, relevant government agencies and the private financial institution will finally select the winning proposals. At this stage, unsuccessful proposals will still receive technical support to fully develop all aspects of their proposals to be able to attract funding from other sources. As part of the process to select successful applications, UNDP will conduct a due diligence assessment of enterprises under consideration.
4. **Contract:** A contract will be signed by UNDP and the selected businesses. Please note that UNDP is considering supporting the establishment of a revolving fund to crowd in financial resources to continuously support innovate waste management solutions in the country. Thus, successful applicants may be expected to pay back a percentage of the funding received in a period of time. This is still under discussion and will be communicated at a later stage of the selection process.

C: THE CHALLENGE

The 'Waste' Resource Innovation Challenge will award grants to:

Business ideas that will promote and/or test innovative solutions for the recovery of waste into other essential products/services. This business should have a good management structure; have the possibility of making profit in the short, medium and long term; create employment and other income generation opportunities especially for youth, women and vulnerable people; and should lead to/contribute to bringing a lasting solution to a waste management challenge in a specific area/community or region.

D: ELIGIBILITY OF APPLICANTS



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Applications must be submitted by private sector firms, including: a private for-profit company, joint ventures, partnership, cooperative, etc. Only in exceptional cases will WRIC/UNDP consider new businesses (start-ups), where there is strong evidence that the new company has credible and experienced investors and a solid management team.

Applicants must meet all of the following criteria for your application to be considered:

- The total grant funds requested must not be more than US\$ 40,000.
- The applicant (including third parties such as co-investors or banks and other lenders) provides matching funds of at least 30% of the total cost of the business idea.
- The funding request is for a specific, new and innovative business idea/project that addresses the challenge enumerated above. The WRIC/UNDP views innovation in its broadest sense including: i) a new approach, product, idea or service that has not been tested anywhere; ii) an approach, product, idea or service that is new to Ghana; or iii) an approach, product, idea or service that has not been applied to the waste management sector in Ghana but presents the best possible opportunity to provide lasting solutions.
- Applicants must demonstrate that the project could not go ahead without WRIC/UNDP funding or that, if it would go ahead anyway, it would be at a much-reduced pace or scale.
- An organization may partner with other organizations, including NGOs and Community organizations. However, it is a condition that the lead applicant and implementer of the business idea must always be a commercial organization/business.
- The idea must be implemented in Ghana by private sector organisations registered in Ghana ~~and wholly owned by Ghanaians.~~
- A consortium may be formed, but the lead applicant is responsible for the project/idea and must warrant that the permission of the other members has been obtained.

E: SUBMITTING YOUR CONCEPT NOTES

Make sure you use the **official template** provided (attached separately).

As the first stage of the competition is judged solely on the content of this form, it is critical that applications are submitted within the deadline set. The deadline for submission of Concept Notes is on ~~4th~~ 8th March 2019 at 5.00 pm Ghana time.



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Concept Notes should be delivered electronically to: competition.gh@undp.org

Applicants that fail to meet the deadline will not be assessed by the panel.

All enquiries should be directed to Joel Ayim Darkwah at joel.darkwah@undp.org

All questions and answers will be posted on the competition webpage [<https://bit.ly/2SGoRwc>]

F: TERMS AND CONDITIONS FOR WRIC

In keeping with UNDP's goals to achieve the broadest positive impact for all, the intellectual property rights of these selected innovations remain with UNDP and the innovations will be made public on open exchanges. Innovators and developers will receive recognition for their efforts and appropriate licenses will be issued to them. UNDP is taking this approach to ensure that:

- Innovations that are of significant interest and benefit to the public actually become “public goods or services” and may be made accessible;
- There will be no monopoly control over the solution; and
- The solution will not be priced beyond beneficiaries’ ability to pay for it.

If the innovative ideas selected by UNDP are adopted and replicated by UNDP or any of UNDP’s partners in various UNDP-supported programmes or projects, the sources of the innovative ideas must not and cannot expect to be the sole source of all business activities arising from such adoption of the innovation. Where necessary, and where marketable technologies are involved, UNDP may provide perpetual license to the source of the innovative idea, but UNDP shall not be precluded from granting the same license to other entities.