

AGRICULTURAL INNOVATION MARKETPLACE (MKTPLACE)

GUIDELINES FOR DEVELOPMENT AND SUBMISSION OF PRE-PROPOSALS

I. OVERVIEW

Agriculture represents an important segment of the economies of Africa, Latina America and the Caribbean (LAC), and Brazil and its importance to development have been extensively recognized and emphasized. Over the past 30 years, Brazilian agricultural growth and development has been guided by policies and technologies based on research for development. Brazilian policies, experience, and focus in social programs such as Fome Zero (Zero Hunger) targeting social protection networks for the poor, provide an important linkage between the regions. In addition, similarities in climate, ecosystems, agricultural practices, and culture may facilitate knowledge sharing and technological cooperation. Therefore, partnerships between agricultural scientists and experts in Africa, LAC and Brazil could be instrumental in supporting partner nations in their efforts to achieve the Global Goals (Sustainable Development Goals - SDGs). Such South-South collaborations complemented by relevant basic science developed in industrialized countries could make an important contribution to more productive agriculture and more affordable food for the poor in these regions.

The MKTPLACE is a partnership implemented by the Brazilian Agricultural Research Corporation (Embrapa), the Forum for Agricultural Research in Africa (FARA), and the Inter-American Institute for Cooperation on Agriculture (IICA) with support from various partners including, currently, the Brazilian Cooperation Agency of the Ministry of External Relations (ABC-MRE), the Brazilian Ministry of Science, Technology, and Innovation, the World Bank, the United Kingdom's Department for International Development (DFID), the International Fund for Agriculture Development (IFAD), the Bill & Melinda Gates Foundation (B&MGF), the Inter-American Development Bank (IDB), the Food and Agriculture Organization, and the International Center for Tropical Agriculture (CIAT) of the CGIAR.

The overall objective is to enhance agricultural innovation and development in Africa and LAC through the establishment and strengthening of partnerships with Brazil.

II. THEMATIC AREAS

Proposals will be accepted under the thematic areas described below.

1. Productivity Enhancing Technologies:

- Development of land productivity enhancement and saving technologies.
For example: approaches to biological nitrogen fixation and utilization; improvement of livestock breeds and health; molecular and conventional approaches for genetic

improvement and adaptation of crop plants, arable crops, fruit trees and forestry species; biodiversity management; molecular characterization and conservation of plant genetic resources; soil, water, and crop management; storage technologies; and food processing.

- Development of technologies for adaptation and mitigation of climate change.

For example: forestry and agroforestry options for fighting desertification, poverty and hunger; livestock distribution, health, and productivity, plant breeding, crop management, water harvesting and management techniques, soil reclamation, and re-forestation.

2. Natural Resource Management Improvements:

- Generation of natural resource and soil conservation technologies with reduced drudgery and low cost.

For example: regeneration of degraded lands, conservation agriculture including soil and water conservation, usage of legumes in cropping systems, crop rotation techniques, and development of organic farming.

3. Policy, Institutional and Market Strengthening and Knowledge Management:

- Strategies for knowledge management and improved access to knowledge and information by stakeholders in the commodity chain.

For example: policy analysis; market studies; ICT for development; communication strategies to farmers, policy makers, and private sector; gender sensitivity in communication; and trade in agricultural commodities.

- Strategies and policies for institutional strengthening.

For example: capacity building; re-engineering institutions; engagement of private sector in agriculture; innovation systems; and engagement of government support in research.

4. Smallholder and Poverty-Alleviation Targeted Technologies:

- Development of technologies and strategies/systems to reduce poverty and hunger.

For example: improvement of cash flow for farmers, and improvement of information flow and of agricultural lending systems.

- Mechanization appropriate for smallholders.

III. ELIGIBILITY CRITERIA

Who can apply

- Individuals representing a partnership between African-based or LAC (non-brazilian)-based public or private, governmental or non-governmental research and development organizations, and one or more of Embrapa's centers. ***Proposals must represent a partnership between an African-based organization and an Embrapa Center or a LAC-based organization and an Embrapa Center. Proposals with only African, only LAC, or***

only Brazilian organizations, or between an African and a LAC organization other than an Embrapa Center are not eligible at this time.

- Individuals must possess the required competencies to support innovation within the institution.
- The ability to read and write in English is essential.
- Preference will be given to countries/regions without on-going conflicts and that have institutions and policies that favour innovation.
- Other desirable characteristics of applicants include young to mid-career category individuals with interest in professional growth; excellent networking in the country; and active engagement in research, development, and innovation in one of the thematic areas.

IV. PRE-PROPOSALS: GENERAL GUIDELINES

- Proposals must be submitted through 1 thematic area only. Proposals submitted in duplicate to more than 1 thematic area will not be considered. However, different proposals submitted to different thematic areas by the same group of individuals are acceptable.
- Projects must be planned to be implemented in Africa or LAC (other than Brazil) to the benefit of those regions. Supporting activities such as, for instance, training, sample analyses, etc. might be conducted in Brazil or other countries if capacity is not available, accessible, or reasonably affordable on the continent.
- Projects addressing questions that are part of larger, multi-year, on-going projects funded by another source are eligible to the extent that the objectives, expected outputs, the timeline for completion, and the inclusion of the appropriate African, LAC, and Brazilian partners are clearly defined, and in accordance with these guidelines.
- Proposals addressing highly sensitive issues such as tests involving human subjects will undergo additional scrutiny.
- Proposals must be written in English and in accordance with these guidelines in order to receive full consideration. ***Pre-proposals must be submitted through the website (www.mktplace.org) following the on-line outline and instructions.***
- A budget is not required for pre-proposals. It will be requested for full proposals at the appropriate time. However, please see the potential funding size below to guide the pre-proposal development.

V. FUNDING AND PROJECT LENGTH

At this time, it is expected that projects will be funded up to USD 80,000 in total for a maximum duration period of 2 years.

VI. ASSESSMENT CRITERIA

Pre-proposals will be assessed according to the preliminary criteria outlined below. Please note that the assessment criteria might be modified by the Agricultural Innovation Marketplace Steering Committee (SC) for different calls.

a. Problem Definition

Clearly describe the project rationale and the specific problem that will be addressed.

b. Objectives

Clearly and specifically state the project objective(s). It should be linked to the thematic area selected and indicate the primary targeted beneficiary group for which the project reasonably can be held accountable after its completion. For example: The objective is to increase produce farmer's income by X% by enabling them to negotiate better prices for their produce with intermediaries through the provision of real-time commodity price information via cell phone text messages.

c. Methodology

Describe clearly and in detail the methods that will be used to achieve the project objectives, including measurements and indicators. Provide an estimate of the number of people belonging to the targeted beneficiary group planned to be reached during project implementation.

d. Innovation

Innovation is a major differentiating element for the MKTPLACE. Innovation includes new technologies, new products, new arrangements or services, among others. The proposal will be assessed according to how it differs from existing approaches.

e. Expected Results

Describe the expected results of the project including qualitative and quantitative information. The expected results should be achievable within project life.

f. Potential Development Impact

Describe the potential development impact of the project five years after funding ends. Include the potential number of beneficiaries if possible. Indicators should be clear, discrete and measurable.

VII. SELECTION PROCESS

This call for proposals is a 2-step competitive process. Applicants are requested to submit a pre-proposal for evaluation and, if selected, will be requested to submit a full proposal. Further information is presented below on these guidelines for pre-proposal. Guidelines for full proposals will be made available at the appropriate time.

Step 1. All submitted pre-proposals will be screened by the MKTPLACE Executive Committee (EC) for eligibility. Eligible proposals will be evaluated by the Steering Committee (SC) based on the assessment criteria. If necessary, external expert advice will be requested by the SC. The top pre-proposals in each thematic area will be selected and invited to present full proposals

Step 2. Full proposals will be evaluated by the SC and the top proposals will be selected for funding. The total number of pre-proposals invited to present full proposals and the total number of full proposals selected for funding will depend on the available funds and the quality of the proposals presented and will be determined at the appropriate time.

VII. IMPORTANT DATES

09 November 2015: Call for pre-proposals opens

22 January 2016: Call for pre-proposals closes at 5pm Brasília Time

VIII. HOW TO APPLY

1. You must register on our website (www.mktplace.org) in order to submit a pre-proposal. Pre-proposals can only be submitted online through the MKTPLACE website. Please visit our website and follow the appropriate instructions.
2. You do not need to have a proposal co-leader/ research partner in order to register and initiate the preparation of a pre-proposal. The system will allow you to find and invite a co-leader/research partner to work with you on the pre-proposal.
3. The online form allows applicants to save a draft of their pre-proposal in the system while they work on it. Note that only submitted applications will be considered for the competition and that any pre-proposal in draft form will be automatically deleted after the submission deadline. The MKTPLACE must receive your complete pre-proposal according to the dates and times specified in the previous section.
4. For further information, please contact us via the site. If you are unable to access the internet or our website, please contact the MKTPLACE team at +55 61 3448-4256 (Embrapa, Brazil), +233 21 772823 Fax: +233 21 773676 (FARA, Ghana, Africa), or +55 61 2106-5403 Fax: +55 61 2106-5459 (IICA, Representation in Brazil).