Disaster Response

INNOVATION FUND | ROUND ONE

Terms and Conditions

1 OBJECTIVES

The GSMA Disaster Response Innovation Fund ("the Fund") aims to promote innovation in the use of mobile telecommunications to assist and/or protect individuals and communities affected by disaster/crises.[1]

The Fund's objectives are to support two types of projects:

- **Market Validation**—Support the scale up or replication of an existing project, product or service, delivered through collaboration between mobile network operators (MNOs), non-governmental organisations (NGOs), humanitarian agencies, private sector partners and/or national emergency/environmental bodies, which has previously delivered innovative, impactful mobile-based solutions for disaster/crises affected populations;[2]

- **Seed Project**—Trial new products or services, where applicant organisations—MNOs, NGOs, humanitarian agencies, private sector partners, and/or national emergency/environmental bodies—have established mutual interest in the proposed activity and intend to work together to test new business models that have the potential to demonstrate innovative, impactful mobile-based solutions for disaster/crises affected populations.[3]

All grants are expected to provide examples of best practice and lessons learned on how mobile technology can drive improved preparedness, response or recovery in disaster situations. The Fund is particularly interested in projects that can demonstrate financial and technical sustainability in the long term, beyond any funding provided by the GSMA.

The Fund is supported by the UK Department for International Development (DFID), the GSMA, and its members.

2 GEOGRAPHY

The Fund is open to global or national organisations and companies whose projects are implemented in the following regions:

- Sub-Saharan Africa
- Asia Pacific
- Middle East and North Africa
- Latin America

The Fund is supportive of proposals that have the potential for replication and scale in other geographies.

3 FOCUS AREA

The Fund is open to applications for innovative solutions that leverage mobile technologies to "save lives, alleviate suffering and maintain human dignity during and after man-made crises and disasters caused by natural hazards, as well as to prevent and strengthen preparedness for when such situations occur."[4]

The Fund is particularly interested in innovations that improve the interface between those affected by disaster/crises and those providing assistance, be they humanitarian agencies, NGOs, governments or other private organisations. This could include a range of mobile platforms and applications, and specific technology areas. For a non-exhaustive list of innovations that would fall under this category, please see our infographic.

4 IMPACT

Throughout the life of the grant, projects must demonstrate that they are promoting innovations that have a positive effect on people affected by disasters and crises, be that through reducing risk, saving lives, reducing suffering, maintaining dignity or promoting recovery.

Grantees are expected to set and agree measurable targets with the Fund for the life of the project. Examples include:

- the number of people (direct and indirect beneficiaries) who have improved access to and use of life-enhancing mobile enabled services during humanitarian and disaster preparedness, response and recovery; and

- improved delivery of humanitarian assistance and/or improved preparedness, response or recovery in humanitarian emergencies through mobile-enabled innovation.

5 KEY DATES

Concept note stage: 7 September–13 October 2017

Proposal stage: Invitations to submit a full proposal will be sent in early November. Proposals will be due by 1 December 2017.

Successful grantees will be notified by 4 April 2018.

6 TYPE OF SUPPORT AVAILABLE

The Fund will provide grantees with:

- Funding (see sections 8 & 9 below);
- Support with facilitating peer learning and networking opportunities amongst all grantees;
- Introductions to other stakeholders in new markets where appropriate; and
- Enhanced visibility through the Disaster Response programme's insight publications and learnings that are widely disseminated to humanitarian, private, public, and third sector stakeholders.

7 GRANT PERIOD

Project duration for both Market Validation and Seed Project grants must be between 12 and 18 months.

8 FUNDS AVAILABLE

The Fund will provide:

- **Market Validation** grants of £150,000–£300,000; and
- **Seed Project** grants of £100,000–£200,000.

The Fund requires a certain level of matching contributions from the applicant(s); please see section 9 for more details.

The Fund will not take any equity against the funding; it will however control the monetary usage of the grant and only disburse funding based on milestones achievements. Incremental fund payments will be dependent on the grantee(s) delivering proof that mutually agreed upon targets have been achieved.

9 MATCHING CONTRIBUTIONS

The Fund requires a matching contribution from Market Validation and Seed Project applicants in order to demonstrate buy-in and commitment from the applicants. Acceptance of match funding is subject to approval by the Fund:

- All applicants must provide a matching contribution of at least 50% of the amount requested (i.e. if an organisation is requesting a grant of £200,000 from the Fund, a contribution of at least £100,000 from other sources is required).
- Matching contributions can be made 'in cash' and/or 'in kind.'
- Evidence of matching contributions must be provided to GSMA upon submission of a full proposal.

Type of matching accepted	Description	Evidence accepted	Example (sources)
In cash	Direct financial contributions to the project from the applicant and/or third parties such as donors (individuals, foundations, governments), venture capital firm, impact investor, mobile operator, etc.	Signed MoU or contract, a bank statement and letter confirming the total amount disbursed or to be disbursed by the other party(-ies). Evidence submitted to the Fund of matching commitments must include all conditions, timescales and any other considerations.	May include funding from: • Cash reserves/revenue Investment funding (equity finance) • Impact investment • Crowdfunding • Grants (from governments or foundations)[5]
In kind	In kind matching includes any significant and quantifiable contribution to the project that is not financial. Applicants must be able to quantify and demonstrate what results any matching given in kind will achieve for the proposed project.	In cases where in kind matching is offered, the Fund will discuss with the applicant how best to agree the match funding commitment and valuation. For example: a contractual agreement of support from a local incubator (providing the equivalent monetary value of the service).	May include: • Use of goods, services and facilities (such as software) • Provision and access to equipment • Technical assistance

10 APPLICANT ELIGIBILITY CRITERIA

In order to be eligible for Market Validation or Seed Project grants, the primary applicant (i.e. the organisation that will sign the Grant Agreement with the GSMA) must be a MNO, NGO, humanitarian agency or a private company.

Other key eligibility criteria are listed below:

Eligibility Criteria	Market Validation	Seed Project
Be aligned with the current round's focus area.	✓	✓
Be in satisfactory financial health and have adequate financial systems to report regularly to the Fund and, if required, undergo an external audit.	✓	✓
Have adequate internal human resource capability to implement the proposed project within the proposed timeframe.	✓	✓
Have a track record of working in humanitarian and/or disaster preparedness and response contexts as well as familiarity with a particularly technology or programme areas.	✓	✓
Be compliant with fundamental human rights, the UK Modern Slavery Act and Gender Equality Act, Child Protection Policies (here) and international labour standards.	✓	✓
Adhere to the Principles for Digital Development and, where relevant, key humanitarian principles.	✓	✓
Applicants must have already successfully launched a product or service that has active users/beneficiaries in at least one market, in collaboration with another stakeholder (MNOs, NGOs, humanitarian agencies, private sector partners, and/or national emergency/environmental bodies). Applicants must show proof of concept and provide comprehensive details of prior piloting and progress to date.	✓	
Applicants must provide evidence of an established collaboration (signed memorandum of understanding between all parties).[6]	✓	
Applicants must provide a signed letter of intent (on company letterhead) from the listed partner organisation(s) that prove their interest in working together on the proposed project.[7]		✓

11 SELECTION CRITERIA

Each applicant will be evaluated and scored against the following criteria:

- Demonstrate capacity of management team to implement the grant (adequate internal resources/ capacity) – at headquarters and in country.
- Demonstrate understanding of the country/regional context and culture where the project is proposing to operate.
- Ability to access foreign grant funds and deploy them in the country(-ies) of implementation.
- Outline a targeted approach to improve the interface between those affected by crises and those providing assistance.
- Impact and potential for scale: The application should demonstrate the potential to transform humanitarian response in the suggested context or build resilience.
- Technical Feasibility: The application must think big, but equally be able to show that it is technically feasible.
- Demonstrate financial and technical sustainability in the long term, beyond any funding provided by the GSMA.

12 COMMITMENTS FROM SUCCESSFUL APPLICANTS

If selected, applicants must be committed to:

- Sharing project data with the GSMA Disaster Response programme and the Fund Manager.
- Adhering to the monitoring and evaluation plan they submit in their full proposal, including tracking certain indicators up to six months after the grant period has ended.
- Participating in lessons learned and experience sharing activities for internal and public audiences.
- Travelling to GSMA or other key events where relevant. Part of the funding given shall be allocated to specifically cover these travel expenses.
- Participating in DFID or other donors' annual review process.
- Providing demo material of the product or service funded by the GSMA (expenses can be covered).

13 APPLICATION PROCESS

Applications will be assessed through a **2-stage application process.**

- **Concept note stage** – The first stage will involve completing a short online questionnaire, to be reviewed by the Fund Manager and GSMA. The deadline for submitting concept notes is **17.00 GMT on 13 October 2017.**
- **Proposal stage** – The top concept notes that meet the objectives of the Fund, and where the applicant is eligible, will be invited to the proposal stage on **6 November 2017**.[8] Applicants will receive support from the GSMA in developing their proposal. The deadline for submitting proposals and all annexes is **17.00 GMT on 1 December 2017**.

An independent panel of experts ('Fund Panel') will appraise proposals based on the submitted material as well as recommendations from the GSMA and the Fund Manager.

We expect the final decision from the Fund Panel to be made in **late March 2018**. The Fund Panel currently expects to select 7-10 grantees to the portfolio.

14 FUND MANAGER

The Disaster Response Fund Manager is Coffey International Ltd. The Fund Manager plays a managerial and advisory role, executing decisions on behalf of the Fund. They are the managing organisation responsible for fund mechanisms, financial management, transparency, accountability and for reporting on impact and learnings. Additionally, the Fund Manager is responsible for Fund compliance including financial, legal and ethical considerations.

15 CONTACT DETAILS

DRfundmanager@gsma.com

[1] For the purposes of the Fund, a disaster can be defined as a humanitarian crisis in a country, region or locality where a major adverse event (either natural, man-made or complex) has a negative impact on human life, the environment, society, essential services and infrastructure. These events may require a national or international response, indicating that the impacts of the event are severe enough to go beyond the mandate or capacity of any single entity, organisation or business to manage alone. Some disasters may be "sudden-onset", such as an earthquake, whilst others are "protracted" and may occur as a result of several intersecting factors, such as displacement caused by conflict and exacerbated by drought.

[2] The Fund cannot provide financial support to government departments or national emergency/environmental bodies; however, these stakeholders can be listed as a partner in the application.

[3] The Fund defines 'new products or services' as those where the product/service has sufficient features that are ready for testing and validation in the field with users.

[4] The Fund has adopted Development Initiative's definition of humanitarian assistance.

[5] Other DFID funding can count towards an applicant's matching contribution.

[6] Market validation applicants must provide a signed MOU by the proposal submission deadline.

[7] Seed project applicants must provide a signed letter of intent by the proposal submission deadline.

[8] Please note that a successful concept note does not imply that the subsequent proposal will be funded.