



# Call for Innovators – Food and Sustainable Agriculture

## The Public Notice

### Clause 1. Introduction

This “**Call for Innovators – Food and Sustainable Agriculture**” (hereinafter the “**Call**”) is part of the Coopen initiative and comprises one of the activities envisaged by the axis dedicated to Open Innovation in the [Innovation for Development](#) action plan, a project promoted by [Fondazione Cariplo](#) and [Fondazione Compagnia di San Paolo](#).

The Coopen initiative is managed by [Cariplo Factory](#) S.r.l. Società Benefit (“**Cariplo Factory**”) in cooperation with the aforementioned Foundations promoting the project, [JengaLab](#), the [Tiresia](#) research group of the Milan Polytechnic University and [Effecinque](#).

### Clause 2: Subject Matter

Coopen is a participatory process, organised in four phases, with the aim of fostering the identification of innovative, sustainable and concrete technological solutions to meet specific challenges related to sustainable development in Africa through partnerships between Italian Civil Society Organisations (“**CSOs**”) and innovation stakeholders, such as teams of innovators, entrepreneurs, research bodies and university departments, not yet formally established, and/or start-ups and SMEs already formally established (jointly, the “**Innovators**”).

In the first phase (BUILD Phase: Call for Interest and Participatory Tables), the CSOs active in international cooperation that contributed in defining the main challenges in Africa (East Africa: Uganda, Rwanda, Kenya, Ethiopia and West Africa: Senegal, Burkina Faso, Niger and Mali) were selected through a public notice named “**Call for Interest**”, with respect to three main objectives of the 2030 Agenda for Sustainable Development:

1. Sustainable Nutrition and Agriculture (SDG 2).
2. Health and Well-being (SDG 3).
3. Circular Economy (SDG 12).

The challenges identified represent some of the most relevant and urgent issues that the communities in the reference countries must address with regard to each of the three aforementioned topics.

The Innovators are therefore called to respond to these challenges and present concrete, inclusive and sustainable solutions.



In order to identify the most promising solutions, support their development and respond to the challenges defined by the CSOs, the Coopen initiative promotes the **Call for Innovators** (one for each topic), aimed at the world of innovation.

**The “Call for Innovators – Food and Sustainable Agriculture” is the subject of this Public Notice.**

The collection and selection of the best solutions will lead to the creation of a partnership project between the selected CSOs and the winners of the Call for Innovators, in order to support strategic alliances and assist open innovation processes that also leverage technology in developing new operational and social business models.

### Clause 3. The challenges

**For the Call For Innovators – Food and Sustainable Agriculture**, the challenges that have emerged and some (not exhaustive) examples of the activity areas are given below. The examples are aimed at facilitating the identification of the Innovators in the challenges covered by the Call:

#### 1. Training and sharing of experiences

Promoting farmers training, local producers networks and the sharing of skills and knowledge between organisations and beneficiaries, taking into account the cultural differences of different groups, the rural isolation and the scarcity of resources:

- a) Solutions to ensure continuous training and assistance to local community technicians, including remotely, to improve skills by also promoting peer learning among small producers, building knowledge and sharing good practices;
- b) Solutions to promote the association of individual producers into cooperatives and organisations, to make the market access easier and ensure stable supply in response to increased demand;
- c) Solutions promoting synergy with other entrepreneurs specialised in collateral production (e.g. preservation industry) to strengthen the supply chain.

The challenge to which the Innovators must respond has been launched in the following territories by the respective CSOs:

- Burkina Faso – Mani Tese; TAMAT
- Kenya – Mani Tese;
- Mali – ENGIM; TAMAT
- Senegal – ActionAid; ENGIM

#### 2. Agricultural productivity

Increasing and improving agricultural productivity using of innovative techniques and technologies to generate more profitable production models:



- a) Climate change resilient solutions that can also be used by local farmers to promote crop and harvest stability to ensure long-term market production;
- b) Methods to introduce new short-cycle production models and new productions required by the market into the local culture and tradition.

The challenge to which the Innovators must respond has been launched in the following territories by the respective CSOs:

- Burkina Faso – TAMAT
- Kenya – CEFA; CELIM; COL'OR NGO
- Mali – TAMAT
- Uganda – International Institute for Cooperation and Development (C&D)

#### **4. Data collection and organisation**

Optimising data collection and management to monitor and assess the results of different projects to digitise forms management and make it easier and sustainable:

- a) Agri-food data collection and analysis systems for crop monitoring, based on easy-to-use technologies adoptable with a limited learning curve;
- b) Solutions for participatory data collection from the field for agri-food chains.

The challenge to which the Innovators must respond has been launched in the following territories by the respective CSOs:

- Burkina Faso – ACRA Foundation; Slow Food Foundation for Biodiversity
- Ethiopia – LVIA
- Kenya – ActionAid; COL'OR NGO; LVIA
- Senegal – ACRA Foundation

#### **5. Entrepreneurial mindset**

Technological innovation to promote entrepreneurial mindset in local communities with the aim of facilitating the transition from a subsistence to a market economy:

- a) Innovative systems and techniques for prototyping business models easily accessible to beneficiaries;
- b) Systems to raise awareness among farmers on innovative farming methods and sharing scenarios to drive change.



The challenge to which the Innovators must respond has been launched in the following territories by the respective CSOs:

- Mali – ENGIM
- Senegal – ENGIM
- Uganda – International Institute for Cooperation and Development (C&D)

### **6. Crop biodiversity**

Technological innovation to promote and make crop biodiversity more profitable to enhance native local species and varieties:

- a) Solutions to manage the transition and accelerate production;
- b) Solutions to reduce the time required to transform land currently used for monoculture.

The challenge to which the Innovators must respond has been launched in the following territories by the respective CSO:

- Kenya – Slow Food Foundation for Biodiversity
- Uganda – Slow Food Foundation for Biodiversity

### **7. Traceability and quality**

Improving the traceability of goods in the supply chain to ensure their quality despite logistical gaps in transport and distribution to monitor individual products and ensuring their quality:

- a) Solutions using low-power tracking devices;
- b) Tagging systems that embed information in QR codes, RFID or other technologies;
- c) Systems using enabling technologies (e.g. blockchain) to facilitate product traceability.

The challenge to which the Innovators must respond has been launched in the following territories by the respective CSOs:

- Burkina Faso – ACRA Foundation; Mani Tese
- Ethiopia – LVIA
- Kenya – CEFA; CELIM; LVIA; Mani Tese
- Senegal – ACRA Foundation

### **8. Economic sustainability models**



Promote pilot actions and agricultural projects to implement economically sustainable systems that are attractive in particular to the most vulnerable groups among the local population:

- a) Systems that allow the integration of new agricultural models with traditional cultivation models, accepted by the communities of reference also thanks to the calculation of affinity or risk of rejection;
- b) Systems that provide short-term economic or non-monetary incentives by leveraging reputation and visibility.

The challenge to which the Innovators must respond has been launched in the following territory by the respective CSO:

- Burkina Faso – CIAI – ITALIAN ASSOCIATION FOR AID TO CHILDREN

#### Clause 4. Participation requirements

The **Call** is addressed to Innovators (as identified in Clause 2 above) with projects that at the application submission date:

- are based on initiatives and/or technologies with a TRL -Technology Readiness Level- between **3** and **6**, as defined in the Annex to the Horizon 2020 - Work Programme 2014-2015 of the European Commission <sup>1</sup>;
- for African organizations, have ongoing activities in one of the following countries: Uganda, Kenya, Ethiopia, Rwanda, Senegal, Mali, Burkina Faso or Niger or, for Italian organizations, that are willing to operate in one of the following countries: Uganda, Kenya, Ethiopia, Rwanda, Senegal, Mali, Burkina Faso.

The deadline for submitting applications for the Call, by filling in completely the respective "Application Form" available at the following link <https://www.fgs.com/coopencallforinnovatorsfoodagriculture/apply>, is set **at 11:59 pm on 28 May 2021**.

Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory hereby reserve the right, should they deem it appropriate, to modify the application submission procedures and/or to extend the application submission deadline, giving appropriate notice in this case on the website of [Coopen](http://www.coopen.it) (<http://www.coopen.it>) and of [Innovazione per lo Sviluppo](https://innovazioneperlosviluppo.org) (<https://innovazioneperlosviluppo.org>).

Please note the following.

- **Participation is free of charge and does not imply any obligation or commitment of any kind outside the conditions set out in this Public Notice.**
- All documents submitted may be drawn up in Italian, English or French.

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<sup>1</sup> [http://ec.europa.eu/research/participants/data/ref/h2020/wp/2014\\_2015/annexes/h2020-wp1415-annex-g-trl\\_en.pdf](http://ec.europa.eu/research/participants/data/ref/h2020/wp/2014_2015/annexes/h2020-wp1415-annex-g-trl_en.pdf)



- By submitting their application and the documents for participation in the Public Notice, the participants declare that the information provided is true and that any decision of the Assessment Committee and the Jury (as identified in Clause 8 below) will be unconditionally accepted.
- The development of the projects and the related technological solutions will be assisted in the assessment of the potential impact that can be generated, also through the technical support of the Tiresia research group of the Milan Polytechnic University to which, by applying for the Public Notice, the applicant undertakes to provide the data that will be requested.
- Employees of Fondazione Cariplo, Fondazione Compagnia di San Paolo, Cariplo Factory, JengaLab, Tiresia, Effecinque or companies controlled or participated by them may not participate in the Public Notice.

## Clause 5. Selection of the Innovators and services offered

5.1 The Call envisages that by July 2021, the Assessment Committee and the partners of the initiative (as identified in Clause 8 below) will select **up to a maximum of fifteen (15) Innovators who will have access to the Demo Day, planned by the end of July 2021.**

During the Demo Day, strategic alliances between CSOs and Innovators will be identified to respond to specific challenges related to sustainable development in the African continent. The partners of the initiatives **will select up to nine (9) Innovators.** They will take part in the next phases of Coopen (Phases 3 and 4, Test and Execute), that is an assisted process aimed at implementing a pilot project on the ground.

**Each selected Innovator will become part of a project in partnership with the CSO(s) proposing the challenge to which the Innovators responded. The project will aim at implementing the solution by adapting it to the challenge proposed by the CSO(s).**

**The Foundations will provide a maximum contribution of EUR 90,000 (ninety thousand/00) for each project launched. The contribution will be allocated to cover the costs incurred by the CSO(s) (e.g. person-hours of the team involved) and the Innovators (e.g. pilot project implementation costs) and to purchase services functional to the implementation on the ground of the project. At the discretion of the Foundations promoting the initiative this contribution may be higher if there is more than one CSO involved in the project.**

Specifically, in addition to close cooperation between the CSOs and the Innovators, the process for adapting the solution to the challenge includes the following services for the partnership:

- **provision of assistance throughout the project** (mandatory, the Foundations will bear the costs in addition to the aforementioned contribution);
- **incubation/acceleration process lasting three (3) months** (mandatory, the CSO-Innovators partnership will bear the costs to be incurred through the aforementioned contribution);
- **mentor/advisor coaching** (mandatory if indicated by the Foundations, the CSO-Innovators



partnership will bear the costs to be incurred through the aforementioned contribution).

The **incubation/acceleration** process will be held at an incubator/accelerator selected jointly by **Fondazione Cariplo**, **Fondazione Compagnia di San Paolo** and **Cariplo Factory** based on the needs of the individual Innovators and their geographical location.

### 5.2. Description of the opportunity to cooperate with the CSOs

During the application procedure, the Innovator must indicate which challenge they intend to solve and in which country they intend to implement it. Consequently, the **match** between the Innovators and the CSOs that have adopted the same challenge in the same territory will be made.

The match will be validated by the promoters of the initiative, after the one-on-one meetings between the Innovators and the CSOs during the Demo Day, an opportunity to introduce the benefits and opportunities of the proposal and the launch of the potential partnership.

Should an Innovator respond to a challenge adopted by two CSOs operating in the same territory, the two CSOs will be encouraged to work together with the same Innovator by implementing a single project. Where this collaboration between CSOs is not possible, the Foundations will assess which is the best match, also after the one-on-one meetings organised during the Demo Day between the Innovators and the CSOs involved.

### 5.3. Assisted process and pilot project implementation

Once the partnership between CSOs and Innovators has been established, the Innovators will follow an assisted process at one of the incubators/accelerators selected jointly by Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory. The incubator/accelerator, which will be selected based on its specific expertise and geographical location, will implement a customised process based on the specific needs of the individual Innovators.

Furthermore, during this period, the individual Innovators will work closely with the reference CSOs, supported by the incubators/accelerators, to find together the best way to solve the challenge in question.

The process will be divided into two modules. The first module will be customised according to the specific needs of the individual Innovators and it will concern the provision of certain services by the incubators/accelerators. The second module, on the other hand, will concern a process that will take place in close contact with the reference CSO, aimed at studying the feasibility and finding the best solution for an effective implementation on the ground of a pilot project. At the end of the incubation/acceleration period, the Innovators will have access to a **mentoring service to benefit from further** specialist consultancies and services for the development of their business project. In addition, they will be able to take advantage of technical support for purchases of materials, software development and other possible needs that the Innovators will encounter.

## Clause 6. Programme phases and timeframes

In detail, the programme phases and timeframes are those indicated below and detailed in Clauses 7, 8 and 9.

- **Collection of the applications:** from 06 April 2021 to 28 May 2021 (by 11:59 pm), by filling in the online [Application Form](#) indicated in Clause 4 above.



- **Assessment of the applications:** up to a maximum of fifteen (15) Innovators will be selected by 6 May 2021 to participate in the Demo Day.
- **Demo Day (final selection of the projects):** up to a maximum of nine (9) Innovators who will pass on to the next phase will be identified by the end of July 2021.
- **Project presentation in cooperation with the CSO(s):** By September 2021.
- **Incubation/acceleration process:** three-month duration (from October 2021 to January 2022).
- **Pilot project implementation:** four months from the end of the incubation/acceleration process (an extension will be evaluated based on possible specific needs).

### Clause 7. Collection of the applications

Persons interested in participating in the Call must submit their application by filling in the relative Application Form available at the following links <https://www.f6s.com/coopencallforinnovatorsfoodagriculture/apply> in English) <https://www.f6s.com/coopenalimentationetagriculturedurable/apply> (in French).

The application requires the following.

- a. Complete and correct filling in of the online Application Form indicating the project and the Innovators' team members (a main contact person must be indicated for each application).
- b. Uploading the following attachments:
  1. Curriculum Vitae of all team members;
  2. free-form slide deck presentation of the project (30 slide maximum) describing in detail the solution, the innovative and scalable elements, the market and the competitor;
  3. any technical attachments or tables or other useful elements (optional, 10 page maximum).

### Clause 8. Assessment of the applications and final selection

All applications received meeting the requirements set out in Clauses 4 and 7 will be examined by an assessment committee, composed of representatives of **Fondazione Cariplo**, **Fondazione Compagnia di San Paolo**, **Cariplo Factory** and **JengaLab** (the "Assessment Committee"), which will examine the Innovators' teams. During the Demo Day, Innovators will have the opportunity to dialogue with the CSOs that have launched the challenge they are applying for, to illustrate the potential for effective collaboration and the benefits of the business proposal. After the **Demo Day**, the promoters of the initiative will announce the Innovators, up to a maximum total of nine (9), who will access the next phases (Phase 3 and 4 Test and Execute).

### Clause 9. Elements to be assessed

The aim of the Assessment Committee and the Jury is to select the best solutions and therefore the applications received will be assessed based on:



- the fact of meeting the need/requirement with respect to the challenge in question;
- the innovative nature of the solution;
- the social, environmental or cultural impact produced and/or expected with respect to the defined objectives;
- the technical feasibility and economic sustainability;
- the team's quality and expertise;
- the scalability/replicability.

### Clause 10. Data protection and confidentiality

In accordance with Article 13 of the General Data Protection Regulation (Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016), applicants are informed that the processing of personal data they provide in the context of this initiative or in any case acquired for this purpose by the controllers is aimed solely at carrying out the activities provided for in this Public Notice and it will be made by the processors of the relative assessment procedure, using procedures, including computerised procedures, in the ways and within the limits necessary to pursue the aforementioned purposes, also in the event of disclosure to third parties.

The co-controllers are Fondazione Cariplo, with registered office at Via Daniele Manin 23 - 20121 Milan, and Fondazione Compagnia di San Paolo, with registered office at Corso Vittorio Emanuele II 75 - 10128 Turin.

All parties involved in every phase of the activity envisaged by this Public Notice, and after its conclusion as well, will guarantee the confidentiality of the information related to the ideas and projects presented.

The provision of this data is necessary to verify participation requirements and failure to provide this data may prevent this verification. Applicants have the rights set forth in Articles 15 and following of the aforementioned Regulation (EU) 2016/679, in particular, the right to access their personal data, to request its rectification, erasure, restriction to the processing, as well as to oppose its processing, addressing the requests to the controllers identified above.

Data subjects also have the right to lodge a complaint with a supervisory authority (Article 77 of the Regulation), or to an effective judicial remedy (Article 79 of the Regulation).

The projects selected for the Call for Innovators - Food and Sustainable Agriculture will be made public.

### Article 11. Disclaimer

11.1. **Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory** decline any liability for technical, hardware or software malfunctions, network connection interruptions, failed, incorrect, inaccurate, incomplete, illegible, damaged, lost, delayed, incorrectly addressed or intercepted user registrations, or for registrations of participants that, for whatever reason, were not received, electronic or other communications that were delayed, or for other technical problems related to the registration and uploading of the contents within the context of this initiative.



11.2. **Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory** will therefore exclude any form of reimbursement and compensation, whether partial or total, relating to any damage to property and/or persons caused by the participants, or by third parties, during the course of the various phases of the Public Notice.

11.3. **Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory** will not be parties to the **incubation/acceleration** agreements to be signed in accordance with Clause 5.1 above. Of these, the performance will be monitored in order to guide the Innovators during the incubation/acceleration process.

Fondazione Cariplo, Fondazione Compagnia di San Paolo e Cariplo Factory will not assume any liability for the performance of the fulfilments agreed upon therein.

11.4. The participants in the Coopen initiative acknowledge and accept that, due to the state of national emergency declared following the Covid-19 epidemic and the consequent containment measures adopted and to be adopted, the procedures by which this Public Notice is executed may change.

## **Clause 12. Warranties, indemnities and liabilities**

The participants in the Coopen initiative, as referred to in this Public Notice, warrant that the contents submitted:

- do not contain material that is unlawful, prohibited by law or contrary to the provisions of this Public Notice;
- do not contain material infringing the rights, positions or claims of third parties (with reference to copyright and industrial property law and other applicable laws or regulations);
- are freely and lawfully usable in compliance with the provisions of this Public Notice, since the participant owns the rights to use them, or has acquired their availability from all entitled parties, having completely fulfilled and/or satisfied the rights, including the economic rights, due to the authors of the contents and/or works from which such contents are derived and/or extracted, or to other entitled parties, or due for the use of the related rights in accordance with the law.

The participants in the Coopen initiative declare that they are aware of the liabilities, including criminal liabilities, in which they will incur for any untruthfulness in the contents of the projects they deliver and/or for any misrepresentation in the declarations regarding the requirements they hold in order to participate in the initiative governed by this Public Notice, hereby holding Fondazione Cariplo and Fondazione Compagnia di San Paolo harmless in respect of any third party claims.

## **Clause 13 – Intellectual property and confidentiality obligation**

The material and intellectual ownership of the material submitted, together with the applications sent



by the participants, remains the property of the respective owners, and Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory will be entitled to use them only with reference to the Coopen initiative.

All participants in Coopen undertake to keep the information acquired as part of the initiative strictly confidential.

In any case, all Innovators selected in the Call, undertake to inform Fondazione Cariplo, Fondazione Compagnia di San Paolo and Cariplo Factory about any ongoing relations with other parties, even if related to activities and/or projects unrelated to the initiatives covered by this Public Notice.

#### **Clause 14. Acceptance of the Public Notice**

Participation in the initiative implies full and unconditional acceptance of this Public Notice, which the participants declare to have read, understood and accepted.

Failure to accept the Public Notice and/or the incomplete, inaccurate or false filling in of the Application Form by the participants will entail the exclusion from the competition of this Public Notice and the loss of any right to any recognition.

#### **Clause 15. Updates to the Public Notice**

Any updates to the Public Notice will be published on the website <https://www.coopen.it/en/> and become binding following their publication.

#### **Clause 16. Applicable law and Court with jurisdiction**

This Public Notice is governed by Italian law.

The Court of Milan will have sole jurisdiction over any dispute that may arise.