

Development Partnerships with the Private Sector in Mozambique

Opportunities for Foreign and Domestic Enterprises to Cooperate with Donor Programs



FOREWORD BY ACIS PRESIDENT



Carlos Henriques
ACIS President

ACIS is an a-political, autonomous, private, non-profit association founded in 2000 with the aim of contributing to the promotion and development of commerce and industry through strengthening of local businesses, as well as contributing to the sustainable development of an economy based on private sector participation in Mozambique.

In that regard, ACIS has been cooperating with donor agencies operating in Mozambique that are engaged in the field of private sector development. In recent years, more and more donor agencies have started not only to address Small and Medium Enterprises (SME) as a target group of development measures, but to see them as cooperation partners in joint projects.

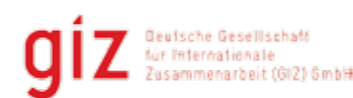
These partnerships create win-win situations between Mozambican and International companies trying to open up new markets and to strengthen their competitiveness and the public interest to foster sustainable economic development processes.

Donor offers vary in their exact objectives, the sectors they target and terms they offer. To create transparency about existing programs for cooperation with the private sector and to provide national and international companies an easy access to opportunities to work with the donor community, ACIS has commissioned the survey presented in this publication.

It is mainly structured according to types of cooperation offers and sectors, after short introduction sections, tables give an overview about conditions and practical information to access the respective program. We hope that this serves the interest of companies directly as well as other Business Membership Organizations (BMO) in informing their members. As ACIS, we will provide you with consulting services and support in order to find a program that suits the needs of your company.

Sincerely,

FOREWORD BY GIZ AND AHK



Gabinete para o Fomento Económico Moçambique-Alemanha
Southern African - German Chamber of Commerce and Industry



We would like to thank ACIS, a non-profit business association, for the excellent cooperation. They do important work in the field of SMEs, promoting transparency and improving information access as well as doing relevant facilitation work. The business environment is of utmost importance especially for SME as they depend on the general framework of an economy much more than bigger companies. In addition, they are or should be the vital backbone of an economy!

This also holds for SME investments coming from abroad (FDI), which are not so familiar with the business culture in Mozambique and still do not have the right partners.

This booklet is aiming at contributing to information and hence access to finance for companies in Mozambique. Various technical and financial support programs exist, but they are not known and utilized to the full extent. They are presented here. We would like to encourage ACIS and other interested organizations in providing its members information about funding possibilities.

GIZ and AHK-Southern African-German Chamber of Commerce and Industry as well as all the partners mentioned in this publication would be happy to assist you in using the programs offered. They should provide means to grow, to innovate, to enter new markets and hopefully to create new jobs.

With best regards

Tobias Stolz
Program Director
GIZ

Dr. Friedrich Kaufmann
AHK/Maputo-ExperTS

BACKGROUND AND INTRODUCTION



In the last decade, private enterprises and business associations have become an important partner of international development cooperation agencies in dealing with global challenges such as poverty, climate change and resource scarcity. The reason is quite straightforward: partnerships with the private sector can mobilise much needed additional contributions and leverage know-how and resources. Above all, partnerships with the private sector can increase the efficiency and sustainability of development measures, as private companies' operations are strongly market-oriented with clear business objectives.

Benefits for the private sector

There is a wide variety of donor programs in Mozambique that promote such partnerships. For ACIS members and partners – Business Membership Organizations (BMOs), international and domestic enterprises – this provides attractive opportunities.

Benefits of partnerships can include access to (political) decision makers, technical expertise, training offers, co-financing and more. Often, they are an important way to manage risks of entering into new markets, developing new business models, improving the capacities of personnel or extending supply chains to include smallholders.

Reason for this publication

Yet, the existing offer is quite diverse and for companies, it is difficult to get an overview of the existing support programs and their modalities. In order to support the private sector in finding a matching program and to provide information on specific offers, ACIS decided to develop a survey on the existing donor programs in Mozambique that offer such partnerships.

This publication is geared at enterprises, both domestic and foreign working in Mozambique, and shall provide a practical overview and guidance for managers and business owners to identify the most appropriate programs for their needs.

Business sectors and topics

Partnerships between international development cooperation and the private sector can take place in a broad range of sectors and topics. This starts with agro-processing companies offering previously non-existent services to smallholders, companies investing in technical and vocational training beyond their immediate need, or business-to-business partnerships that lead to technology and know-how transfer. Some of the donor offers address multiple business sectors, others are focused on a specific industry or topic. The table on page 5 and 6 provides an overview.

Partnerships and types of support

This publication focuses on partnership programs with a clear overlap between (business) interests of the company on the one hand, and development-policy or public interests on the other.

In these partnerships, actors from the public sector, the private sector and potentially even civil society cooperate transparently and as equals to achieve a joint objective for sustainable development. The programs presented in this publication are structured to support business development with regard to local content and creating develop-

ment opportunities for the country. The offer listed on the next page provides opportunities for all types of companies and BMOs, from SMEs to international corporations, either as direct applicant or as member of a consortium. The concept is always that partners use their complementary competencies and resources and agree to share the risks and the benefits of the joint project (see fig. 1).

Therefore, project criteria usually require contributions by the applicant. Support can extend throughout an entire project cycle, from joint planning and financing to implementation and evaluation of impacts.

Structure of this publication

The following table summarizes business sectors and topics in case they are specified for the program, eligible private sector partners, the type of support and the sponsor of the program.

Within the respective chapters, the programs are then presented with short summaries explaining the rationale and approach. As well, tables provide details on objectives, eligible partners, duration, grants and services, etc.



Fig. 1: Overlapping objectives of development cooperation and private sector interests

Business sector(s) / Topics	Private partner(s)	Type of support	Program name / development partner / implementing agency	Page
Multiple sectors / multiple topics (small to medium-scale projects)	EU-companies (+ Iceland, Liechtenstein, Norway, Switzerland) and Mozambican partners	Co-implementation with public financing up to USD 224.000 (max. 50%), cash and in-kind	Program for business partnerships ADA	7
Multiple sectors / multiple topics (small to medium-scale projects)	Mozambican and EU-/international companies	Co-implementation with public financing USD 20.000 to 220.000, min. 50% share of the private partner (cash and in-kind) with a duration from 1 to 3 years	Development Partnerships with the Private Sector (DPP) GIZ	9
Agricultural sector (various value chains)	Mozambican companies working along the agricultural value chain	Networking assistance Business planning Grants of max. USD 125.000	Marketplace for Nutritious Food USAID / GAIN	13
Agricultural sector (various value chains)	Mozambican companies, farmer associations and farmer cooperatives	Matching grant up to USD 72.800 (MZN 3,200,000), min 30% contribution by applicant	Finagro USAID / TechnoServe	15
Agricultural sector (cashew nut value chain)	Mozambican cashew processor, large scale producer or association	Grants for the procurement of equipment, infrastructure improvements. Grant values up to USD 38.000 (MZN 1,700,000), 50% contribution by applicant	MozaCaju USDA / TechnoServe	17
Renewable energy sector	Mozambican companies, all sizes (requirement: training participation)	Grant financing 50% of the total cost of solar units	SOLTRAIN ADA	19
Oil and gas sector / Topic: technical and vocational training	International companies, potential suppliers/ contractors in Mozambique	Technical assistance, individual development partnerships	Skills for Oil and Gas (SOGA) DFID / GIZ	21
Topic: Inclusive business / multiple sectors (agriculture, food, water & sanitation, sustainable energy)	Mozambican and international companies	Technical and financial assistance in implementing inclusive business models	Mozambique Business in Development Facility (LINK) SNV	23

Topic: Trade Promotion / multiple sectors (trade facilitation, clean energy, food security and production, standards, textiles and apparel)	Mozambican companies, with technology provider in South Africa as a partner.	Grants up to USD 100.000, matched by at least 50% private contribution.	Trade Hub USAID	25
Topic: Innovation / multiple sectors (agriculture, renewable energy, adaptation to climate change, access to information and financial services)	International or Mozambican companies	Grants between USD 250.000 and USD 1,500.000. Contribution of minimum 50% of the total project costs by the applicant	Africa Enterprise Challenge Fund DFID	27
Strategic Partnerships: multiple sectors, regional impact, large scale	EU-companies (+ Iceland, Liechtenstein, Norway, Switzerland) and Mozambican partners	Co-implementation with public financing up to USD 570.000 (max. 50%)	Strategic development partnerships ADA	29
Strategic Partnerships: multiple sectors, regional impact, large scale	EU-companies (+ Iceland, Liechtenstein, Norway, Switzerland) and Mozambican partners	Co-implementation with public financing up to USD 570.000 (max. 50%), cash and in-kind. Project volume of min. USD 857.000 over three years.	Strategic alliances ADA	31
Strategic Partnerships: multiple sectors, regional impact, large scale	EU-companies (or European Free Trade Agreement country) and companies in Mozambique in which EU-registered (or EFTA-registered) companies own at least a 25% share	Total project volume at least USD 840.000. GIZ's contribution max. 50%.	Strategic Alliances GIZ	33
Strategic Partnerships: multiple sectors, regional impact, large scale	Multinational companies		Global Development Alliances (GDA) USAID	35

MULTIPLE SECTORS – MULTIPLE TOPICS



BUSINESS PARTNERSHIPS

Summary

Mozambique has been a priority country of Austrian Development Cooperation since 1993. ADA's Business partnerships program assists European companies to invest in partnerships with Mozambican entities and to facilitate partnerships that result in sustainable development of Mozambican commercial capacity.

The program welcomes applications from all sectors and is open to all sizes of businesses with the exception of Micro – Enterprises.

The program provides matching grant funds of up to USD 224.000 (EUR 200.000) on the basis that the grant funds do not exceed 50% of the total investment and that the balance of funding comes from the investor. In addition, the project may also provide up to USD 22.000 (EUR 20.000) of the costs of a feasibility study to prepare a potential business partnership.

There is a minimum project life span of 1 year for successful partnership grants and all reporting requirements and indicators will be linked to the business targets as defined in the partnership proposals / business plans.

Applicants are required to develop comprehensive inception, due diligence and business plan documents for submission to the program for consideration. The evaluation and approval process can take up to 6 months, depending on the quality of the submission.

Possible areas of cooperation are:

- Qualification of local staff, suppliers or sales partners
- improving cooperation with local governments and public institutions (e.g. with universities or associations)
- assuring the quality of locally manufactured products by means of international certificates, contributing to fair trade

CONTACT DETAILS

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ADA Business Partnerships

Partnership objectives	To assist European companies to invest in partnerships with Mozambican entities and to facilitate partnerships that result in sustainable development of Mozambican commercial capacity.
Eligible private sector partners	<ul style="list-style-type: none"> • Applicant companies must be based within the European Economic Area (EU countries + Iceland, Liechtenstein, Norway, Switzerland) • The program is open to all sizes of businesses with the exception of Micro – Enterprises, given a rigorous due diligence process • Mozambican companies cannot be the main applicant of an ADA business partnership, but can be part of a project as a third partner and/or beneficiary
Sectors	All economic sectors
Offer	<p>As part of a Business partnership, ADA provides your company with a non-repayable grant:</p> <ul style="list-style-type: none"> • of max. 50 per cent of direct project costs up to USD 224.000 (EUR 200,000), min USD 112.000 (min EUR 100,000), cash and in-kind • of max. 50% of the costs or USD 22.000 (EUR 20,000) for a feasibility study. <p>The term of a Business partnership is limited to three years.</p>
Regional specification	Whole Mozambique
Terms & conditions	<p>To be eligible for funding, your project must meet the following conditions:</p> <ul style="list-style-type: none"> • You are making a long-term investments in or importing goods from Mozambique • Your activity is based on a business model that is expected to generate turnover and profits in Mozambique. • Your project includes measures that contribute both to improving the local social, ecological or economic environment and the success of your company. <p>The idea and initiative for a Business partnership usually comes from companies themselves. The best way for you is to get in touch directly with the Business partnership office, which will guide and assist you in all phases from preparing the concept to drafting the funding application to project implementation.</p> <p>Applicants are required to develop comprehensive inception, due diligence and business plan documents for submission to the program for consideration.</p> <p>The evaluation and approval process can take up to 6 months from the date of submission.</p>
Example	<p>There is no example for a business partnership in Mozambique so far.</p> <p>South Africa: Renewable Energies Objective; Establishing a training centre for solar energy experts who gain new competencies and are enabled to install solar (thermic) devices in South Africa, and to maintain and repair such installations</p> <p>Uganda: Chili value chain Objective: Improvement of the value chain for chilli in Uganda, from efficient farming methods to processing and exportation with biological certificates</p>
Practical Information	<p>Coordination Office for Development Cooperation of the Austrian Embassy, Maputo maputo@ada.gv.at (+258) 21 31 73 05/06</p> <p>Austrian Development Agency Business Partnership Office wirtschaft@ada.gv.at +43(0)1 90 399 – 2577</p>

MULTIPLE SECTORS – MULTIPLE TOPICS



GIZ DEVELOPMENT PARTNERSHIPS WITH THE PRIVATE SECTOR (DPP)

Summary

On behalf of the German and the Mozambican government, Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements several cooperation programs in the country.

GIZ has substantial experience in cooperating with the private sector in Mozambique. Over the past 15 years, more than 50 Development Partnerships with the private sector (DPP) have been jointly implemented.

DPPs are focusing on the following objectives:

1. Market and supply chain management
2. Skills development of the local workforce
3. Innovation and product development
4. CSR, local content and community work

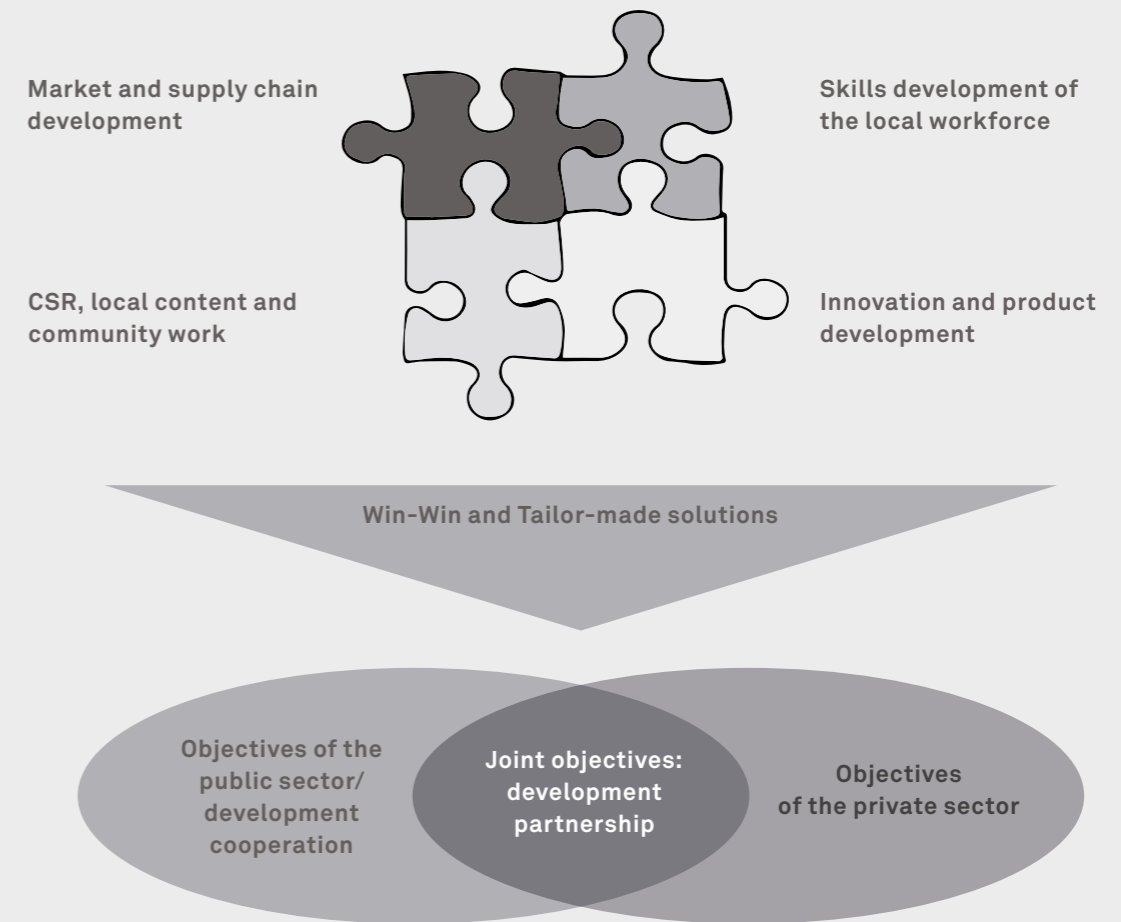
GIZ cooperates with international and Mozambican companies, preferably but not limited to the regions Inhambane, Manica and Sofala, Cabo Delgado with innovative ideas that promote both – an economic, social or ecological development objective as well as company interests. Potential sectors range from agriculture, aquaculture and agro-processing, energy, mining, oil & gas, banking, to vocational training and tourism.

GIZ Development Partnerships are built on the principle that the partners share responsibilities and investments for the joint objective. Typically, they have a timeframe of 1 to 3 years with a volume of USD 20.000 to 1 Mio. The company is responsible for covering at least half of the overall costs (cash and in-kind).

GIZ Mozambique has three instruments to promote Development Partnerships:

- 1. Development Partnerships with the Private Sector (DPP):** integrated in ongoing GIZ projects in Mozambique (all economic sectors, TVET, water and renewable energy)
- 2. Ideas Competition (call for proposals):** development partnerships with EU companies and a Mozambican private sector partner
- 3. Strategic Alliances:** Strategic partnerships on a larger scale with regional impact and several private partners (multinational companies and Mozambican entities)

OBJECTIVES OF GIZ'S DEVELOPMENT PARTNERSHIPS



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GIZ Development Partnerships with the Private Sector (DPP)

Partnership objectives	DPPs are partnerships between a private sector company and GIZ that combine business interests and economic development goals for mutual benefits
Eligible private sector partners	Mozambican and international private sector companies <ul style="list-style-type: none"> Formally registered and well established on the market Turnover: > USD 20.000 p.a. Accounting system according to national standards
Sectors	All economic sectors
Offer	Contribution from USD 20.000 to 220.000, min. 50% share of the private partner (cash or in-kind) with a duration from 1 to 3 years Partnerships can be implemented by the private partner or GIZ or jointly. In some cases, feasibility studies can be supported as well.
Regional specification	All of Mozambique, with a focus on Inhambane, Manica and Sofala
Terms & conditions	<p>Criteria for DPP:</p> <ul style="list-style-type: none"> DPPs are built on the principle that the two partners – GIZ and the company – share responsibilities and investments for a joint objective DPPs are designed and implemented in a way which is complementary to the objectives of GIZ-projects in Mozambique DPPs have a clear business case and promote economic development Particular importance is attached to sustainability of the DPP measures <p>Typical stages of a DPP:</p> <ol style="list-style-type: none"> Initiation phase (approx. 1-2 months): Dialogue and first project definition between the company & GIZ, identification of project objectives and profiling of additional local partners (e.g. associations, local government, etc.), technical and financial feasibility check, drafting of project profile and agreement Preparation and planning phase (2-6 weeks): drafting DPP project documents; contract and budget development, finalisation of agreement and DPP concept (incl. steering structure, monitoring), cost-sharing & contract Implementation (1 - 3 years): Joint implementation of activities, monitoring & evaluation, regular reports on project progress Finalization: results-based conclusion, ensuring sustainability
DPP Example	<p>Development of a commercially viable and inclusive tilapia production Partnership: Cooperation between GIZ ProEcon and a local tourism operator</p> <p>Results for the private partner:</p> <ul style="list-style-type: none"> Access to additional supply of approx. 10 tons/year of fresh tilapia produced by local outgrowers – increase of productivity and cost-efficiency, strengthening of competitiveness vis-à-vis imported fish Increased turnover while promoting the local economy, fish feed import from South Africa can be substituted, development of a local distribution network Access to technical expertise and better skilled workforce in aquaculture <p>Development objectives:</p> <ul style="list-style-type: none"> Local fishermen have additional income through tilapia production (a total of ca. 10 fishermen and their families benefit from the project) Increase of food security and resilience for local fishermen/ farmers A replicable model for viable commercial tilapia production with outgrowers can be upscaled in other coastal areas in Mozambique
Practical information & application support	If you have an interesting DPP project idea, please contact: Deutsche Gesellschaft für Internationale Zusammenarbeit (giz) GmbH Tobias Stolz, E-Mail: pro-econ@giz.de

GIZ Ideas competition (call for proposals)

Partnership objectives	To foster cooperation between EU-based companies and Mozambican partners to promote private sector interests and economic development
Eligible private sector partners	Applications are open to companies registered in the EU (or an European Free-Trade Agreement (EFTA) country), as well as companies in Mozambique in which EU-registered (or EFTA-registered) companies own at least a 25% share. Any company that applies must meet the following minimum requirements: <ul style="list-style-type: none"> Turnover: ≥ USD 1,1 million p.a. Employees: ≥ 10 A minimum of three years of business operations.
Sectors	All economic sectors
Offer	Contribution from USD 100.000 to 220.000, min. 50% share of the private partner (cash or in-kind) with a duration from 1 to 3 years
Regional specification	Whole Mozambique
Terms & conditions	<p>Ideas competition (call for proposals): There are four opportunities each year to apply with a concrete project idea. Application deadlines 2016: 31 March, 30 June, 30 September, 31 December</p> <p>The DPP ideas competitions target EU-based companies that invest in Mozambique and are seeking ways to shape their corporate commitment in the long term (together with a Mozambican private partner). Mozambican companies can be partner and/or beneficiary of a project, but not the applicant.</p> <p>Criteria for applications:</p> <ul style="list-style-type: none"> DPPs are built on the principle that the two partners – GIZ and the EU-based company – share responsibilities and investments for a joint objective The company has to show long-term business interest in Mozambique DPPs are designed and implemented in a way which is complementary with the objectives of the German development cooperation policy and GIZ in Mozambique DPPs have a clear business case and promote economic development Particular importance is attached to sustainability of the measures <p>Application process: Companies with project idea should contact GIZ Mozambique in order to discuss the concept and clarify the next steps. The project concept and application documents are then elaborated jointly. The final application will be handed in at GIZ's headquarters in Germany. Companies are informed as to whether their project proposal has been short-listed no more than four weeks after the application deadline. If successful, the company will then work on the project proposal with GIZ to elaborate a more detailed project plan and calculation (2-6 months).</p>
Example	<p>Strengthening local products and services, enhancing women's economic situation through access to microfinance Partnership: Cooperation between GIZ and GAPI (provider of business development services and financial services)</p> <p>Results for the private sector:</p> <ul style="list-style-type: none"> The opening of offices in Vilanculos and Morrumbala fills a gap and allows GAPI to benefit from the potential for business development and financial services in the region. GAPI is now strongly embedded in the local environment as a qualified provider of business development services <p>Development results:</p> <ul style="list-style-type: none"> Increase of locally sourced fruits and vegetables by an average of 28%. 6.300 members in over 90 farmers associations have benefitted from GAPI support services, improved institutional capacity and growth of income 2.500 poor women have been organised in group savings
Example Practical information & application support	If you have project idea please contact: Deutsche Gesellschaft für Internationale Zusammenarbeit (giz) GmbH Tobias Stolz, E-Mail: pro-econ@giz.de

AGRICULTURAL SECTOR



MARKETPLACE FOR NUTRITIOUS FOODS

Summary

GAIN's (Global Alliance for Improved Nutrition) **Marketplace for Nutritious Foods** is a platform that strengthens networks, fosters innovations and promotes investment to transform local agriculture into accessible and nutritious foods. The Marketplace offers networking and knowledge sharing opportunities, business planning support, and access to financial grants and investment to local companies looking to turn their innovative and nutrition-enhancing concepts into sustainable products.



The ultimate goal of the Marketplace is to create local markets full of diverse, nutritious, and affordable foods for the people of Mozambique.

For companies, there are two ways to get involved with the Marketplace for Nutritious Foods:

1. Community of Practice
2. Innovation Accelerator

The **Community of Practice (CoP)** unites businesses and other interested actors in creating a space in Mozambique for nutrition-enhancing innovations. Through in-person convenings, online networking and knowledge sharing, the CoP creates connections that will strengthen local businesses.

The **Innovation Accelerator** provides business planning, technical assistance and financial grants to innovations that show the greatest potential for being profitable and investible, while also having an impact on nutrition. Companies can participate in calls for proposals announced on the GAIN website (conditions and details see next page).

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Marketplace for Nutritious Foods (implemented by GAIN)

Program objectives

GAIN's **Marketplace for Nutritious Foods** will create a network of entrepreneurs and others interested in building strong businesses that lead to more nutritious and diverse foods in Mozambique's markets. GAIN will support innovative ideas with business planning assistance, technical assistance, grants and links to investors.

Eligible private sector partners	<p>Community of Practice: open for all businesses in agricultural value chain</p> <p>Innovation Accelerator: eligible for local SMEs working along the agricultural value chain, with a nutrition-enhancing idea and concept.</p> <p>Application criteria:</p> <ul style="list-style-type: none"> • Innovative • For profit • Legally registered and operating in Mozambique • Demonstrated viability (e.g., strong cash flow, audited profits) • Understand the business and social value of developing nutrition-enhancing innovations • potential to make nutritious food more available to low-income consumers.
Sectors	<p>Agricultural value chains:</p> <ul style="list-style-type: none"> • provision of agricultural inputs, • cultivation, • post-harvest commodity management, • product development, • quality control and nutritional content assurance, • processing, packaging, distribution, marketing, or sales.
Offer	<p>Innovation Accelerator:</p> <ul style="list-style-type: none"> • Technical assistance in product formulation and project • Business planning • A grant of max. USD 125.000
Regional specification	<p>The Communities of Practice meet in Maputo, Chimoio, Quelimane, and Nampula. Overall, the activity is focused on the provinces of Nampula, Zambezia, Manica, and Tete, however companies located in other provinces may apply for assistance. In addition to Mozambique, the Marketplace for Nutritious Foods has launched in Kenya and Tanzania.</p>
Terms & conditions	<p>Community of Practice: Quarterly community meetings, networking sessions, best practice seminars from experts in the field, a knowledge base on agriculture-nutrition research and brainstorming around policy and market challenges.</p> <p>Innovation Accelerator: Twice per year, open windows for applications from local SMEs with ideas of how to bring more nutritious foods to low income Mozambicans in the marketplace. Based on the assessment of a call, up to 8 companies are selected to receive business planning support. This firm will work one-on-one with the selected companies to develop solid business plans. The Marketplace Investment Committee evaluates the business plans and designates how much technical and financial assistance each innovation will receive.</p> <p>For application dates and updated information please visit the website: http://www.mercadonutritivo.co.mz/</p>
Example	<p>Example Community of Practice: S6 Soja, soy milk and yogurt factory was established in 2009 in Chimoio, Manica. Through the Community of Practice, S6 Soja is receiving support in quality management, so that they can become a certified company, therefore strengthening their credibility in the local and foreign markets.</p> <p>Example Innovation Accelerator: VEGMAN, Vegetables of Manica, is an innovative, vertically integrated producer and retailer of vegetables that will increase the availability of diverse, nutritious foods to consumers by reducing waste and cutting costs in the value chain from farm to consumer. It was selected for assistance in the Innovation Accelerator, which allowed it to increase production and reduce costs by installing greenhouse production of seedlings, electricity lines, and electric water pumps.</p>
Practical information	<p>Detailed infos on the application process for the innovation accelerator: http://www.mercadonutritivo.co.mz/process</p> <p>Community of Practice: Convenings of the CoP are held in Maputo, Chimoio and Nampula three to four times a year to facilitate networking and knowledge sharing across the network, find information on the website: http://www.mercadonutritivo.co.mz/community-practice</p>

AGRICULTURAL SECTOR



FINAGRO

Summary

FinAgro is a program funded by USAID and the Government of Mozambique designed to increase the competitiveness of the Mozambican private sector in the Zambeze Vale & Beira & Nampula Corridors.



The project will work with selected cash crops and value chains focusing on tropical fruits (mangos, bananas and pineapples), pulses (common beans, cowpeas, and pigeon peas), oilseeds (peanuts, soybeans, and sesame), cashew nuts, and other crops as maize, rice, potatoes, and cassava.



The grants are designed to contribute directly and substantially to the competitiveness of selected sub-sectors, enterprise clusters or value chains as opposed to only generating financial benefits to an individual grantee.

Matching grant up to USD 72.800 (MZN 3,200,000) are available to legally registered businesses (incl. cooperatives and associations), with a focus on SMEs engaged in agro-production, agro-processing and agro-exports in the project region. Applicants will have to contribute a minimum of 30% of the total grant value and grant funds will be procured for equipment, warehouses and technical assistance.

Applicants must have a minimum operational track record of one year. The application process can be initiated online at the project website and takes approximately 6 months to evaluate and process.

Through the provision of matching grants, the program aims to support and promote partnerships between commercial farmers and smallholder or emerging farmers; increase access to production inputs and equipment in targeted areas; address gender imbalance by encouraging female applicants; generate new jobs; and increase the value and volume of exports.

FinAgro grants are designed to leverage additional private capital from investors and financial institutions. The program focuses on supporting Mozambican small and medium size enterprises (SMEs) and farmer associations/cooperatives operating in farming, agro-processing, marketing and exporting activities.

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FinAgro

Partnership objectives	Through the provision of matching grants to Small and Medium Sized Enterprises (SMEs), increase the competitiveness of the Mozambican private sector in selected cash crops and value chains.
Eligible private sector partners	SMEs, farmer associations and farmer cooperatives operating in farming, agro-processing, marketing and exporting activities. Requirements for applicants: <ul style="list-style-type: none"> • track record of at least 1 (one) year • Start-up businesses, especially women owned businesses, may be considered in special circumstances. • Provide a minimum 30% cash match of the value of the grant funding; • Demonstrate access to technical assistance in the realization of their project; • Be legally and fiscally compliant with Mozambican Law; • Legally comply with Mozambican legislation definition of SMEs, or be a cooperative or association; • Operate in one of the target regions and value chains; • Meet criteria set out in the Program Statement & Guidance Notes, as well as the regulations of USAID.
Sectors	Agricultural value chains for cash crops: <ul style="list-style-type: none"> • Tropical fruits (mangoes, bananas and pineapples) • Pulses (common beans, cowpeas and pigeon peas) • Oilseeds (peanuts, soybeans and sesame) • Cashew nuts • Other food crops (e.g. maize, rice, potatoes and cassava or others)
Offer	Matching grant values of between USD 3.800 and USD 72.800 (300,000 – 3,200,000 MZN), minimum 30% contribution of the total investment by the applicant Each window for applications is formally launched on the website and promoted through radio stations, newspapers, and workshops. Please visit FinAgro's website for current information.
Regional specification	Grants are available for: <ul style="list-style-type: none"> • Zambeze Vale • Beira Corridor • Nampula Corridor
Terms & conditions	FinAgro is looking for projects that: <ul style="list-style-type: none"> • Promote partnerships between commercial farmers and smallholder or emerging farmers; • Increase access to production inputs and equipment in targeted areas; • Address gender imbalance by encouraging female applicants; • Generate new jobs; • Increase value and volume of sales and exports. <p>There are two stages to the grant process (please see "How to Apply" at FinAgro's website).</p> <ol style="list-style-type: none"> 1. In the Stage 1 Application Form applicants will respond to questions that are tailored to assess overall suitability of candidates for funding. 2. Successful Stage 1 applicants will be individually invited to participate in Stage 2. The Stage 2 Application Form will require that applicants complete a detailed business plan. An independent Selection Committee will approve or reject Stage 2 grant proposals.
Example	<p>Project: Development of potato seed multiplication project for low altitude and winter time in Barué (Manica) Partner: Farma Luz do Sol, Lda. Grant amount: 2.198.351 MZN Type of grant: Power line material, Irrigation equipment, Others</p> <p>Project: Increase sesame production in Caia, Sofala, through mechanization of the production process Partner: Rochas Comércio e Serviços, Lda. Grant amount: 2.136.538 MZN Type of grant: Tractor, Disc plough, Grader, Trailer, Planter</p>
Practical information	Please visit the website www.finagro.org.mz regularly for application dates.

AGRICULTURAL SECTOR



MOZACAJÚ Summary

MozaCajú is a USDA-funded program implemented by TechnoServe which assists the cashew industry by providing agricultural extension to improve cashew tree productivity, facilitating links to major international buyers, helping implement greater traceability standards and rethinking the overall approach to how value is best shared and returned to communities.

The program is operational in the provinces of Cabo Delgado, Nampula and Zambezia and includes a matching grants fund that is open to all legally registered business, with a focus on SMEs. The project will supply grant funding with the objective of supporting the introduction or expansion of commercial activity in the cashew sector, as well as to introduce innovations and quality improvements that will make the kernel exported from Mozambique more competitive on the global market.

MozaCajú is soliciting grant applications/business proposals from cashew processors, large-scale producers and other organizations involved in the Mozambique cashew industry for the procurement of equipment, infrastructural improvements or other materials and activities.

Grant values are up to \$50,000 USD per applicant with a total project fund availability of \$250,000 USD and will be linked to the business targets as defined in the partnership proposals / business plans.

Applicants are required to develop comprehensive Inception, due diligence and business plan documents for submission to the program for consideration. The evaluation and award process takes a minimum of 3 months from the date of submission. These grants can be provided in cash and kind and the standard project duration is one year.

Applications can be initiated online at the project website.

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<http://www.mozacaju.com/>



MozaCajú

Partnership objectives	Supporting the Mozambican cashew industry in the areas of inputs, production, processing and marketing by addressing global market demand for premium cashew and dealing with obstacles throughout the value chain.
Eligible private sector Partners	To be eligible applicants must be: <ul style="list-style-type: none"> • An existing Mozambique cashew processor, large scale producer or an association that is a financially viable business • Legally registered in Mozambique • Have funding or other resources to provide as cost share/match for the proposed procurement/activity • Be in good standing with the community and have a reputation for paying farmers competitive prices on a timely basis and for following ethical business practices
Sectors	Cashew sector
Offer	Grants for the procurement of equipment, infrastructural improvements or other materials and activities. Applicants must show a match/cost share, 50% is considered to be competitive (cash or in-kind). Two kind of grants are available: <ol style="list-style-type: none"> 1. Standard/ cash-based grants 2. In-kind sub-grants (TechnoServe directly procuring equipment or services on behalf of the applicant) Grant values are up to USD 38.000 (MZN 1,700,000) per applicant with a total project fund availability of USD 250.000
Regional specification	Applicants must be located in Cabo Delgado, Nampula, and/or Zambezia.
Terms & conditions	Grants will be given to applicants with a well-defined business plan, targeting the procurement of agricultural equipment, supplies and facility construction/ rehabilitation and including a description how the project will aid your business and the cashew sector as a whole and what the expected tangible results are. <p>Applicants have to fill out an application form/ business proposal that can be downloaded on the website http://www.mozacaju.com/ (also available in Portuguese):</p> <ul style="list-style-type: none"> - the grant application template - application budget format - financial viability template. <p>See the “Requests for Applications” form on the website for detailed criteria of evaluation.</p> <p>Applications/ business proposals, including budgets and work plans, must be submitted to MozaCaju.Grants@tns.org or handed in as paper copy to the TechnoServe offices in Nampula ir Pemba. Deadlines for applications are published on the website.</p>
Example	Condor Nuts is a large and very well established cashew processor with operations in Anchilo and Nametil, Nampula Province, Mozambique. <p>Condor has been awarded a MozaCaju Grant to assist with the procurement of necessary equipment for Cashew Nutshell Liquid (CNSL) Extraction. Currently cashew shells at all domestic factories are burned as a rough, dirty, and inefficient fuel. In some cases, they are simply discarded, putting to waste this potentially useful byproduct. Through the installation of proven extraction equipment, the liquid from used cashew shells (CNSL) may be used for many useful purposes. The dry matter or “cake” that remains after extraction can then be safely burned, and its density and dryness generate far more efficient energy. The proposed equipment for the extraction is the first of its kind in Mozambique, making it highly innovative.</p>
Practical information	Please visit the website http://www.mozacaju.com/ regularly for application dates.

RENEWABLE ENERGY SECTOR



ADA SOLTRAIN

Summary

SOLTRAIN is a regional initiative on capacity building and demonstration of solar thermal systems. Started in 2009, the program is now in its second phase of cooperation encompassing Lesotho, Mozambique, Namibia, South Africa and Zimbabwe.

The overall goal of the project SOLTRAIN is to contribute to the switch from a fossil fuel based energy supply to a sustainable energy supply system based on renewable energies in general but based on solar thermal in particular.

Besides awareness-raising, SOLTRAIN aims to implement a sustainable institutional structure and focal points for solar thermal information, training, support for industry and policy as well as for applied research.

The program aims to increase the use of solar energy in Mozambique by grant financing 50% of the total cost of solar units and the installation thereof for up to 50 individuals, SMEs and business or social institutions throughout the country. All related training will be financed by the project.

SOLTRAIN is implemented by the AEE – Institute for Sustainable Technologies and funded by the Austrian Development Agency. AEE is the Austrian think tank in solar thermal energy research, training and demonstration.

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Austrian Project coordinator: AEE - Institute for Sustainable Technologies

Werner Weiss,
Managing Director
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ADA SOLTRAIN

Partnership objectives	SOLTRAIN supports Mozambican entities (private and public sector) to change from a largely fossil energy supply system to a sustainable supply structure based on renewable energy in general and on solar thermal in particular.
Eligible private sector Partners	<ul style="list-style-type: none"> • Solar thermal companies from Mozambique (SMEs) for training • Public and private entities to co-finance the installation of solar-thermic devices
Sectors	Energy/ Solar technology
Offer	<p>The program aims to increase the use of solar energy in Mozambique by grant financing 50% of the total cost of solar units and the installation thereof for up to 50 individuals, SMEs and business or social institutions throughout the country. All related training will be financed by the project.</p> <p>The applicant must cover the remaining 50% investment costs in the purchase of the units.</p>
Regional specification	Whole Mozambique
Terms & conditions	Solar-thermic companies wishing to receive training, or companies willing to install solar-thermic devices and come up with the 50% co-financing for the installations, should contact the Project Coordinator (see below) to check availability of funding. Applications will be evaluated “case-by-case”.
Example	Two health centers in the wider Maputo area have made use of the solar thermic installations and received training to maintain the devices. This provides the health centres with hot water at all times.
Practical Information	<p>Companies which have experience in solar technologies and would like to participate in training sessions or make use of the technology, should contact the Program Coordinator in Mozambique for additional information:</p> <p>Universidade Eduardo Mondlane Director do CEISA – Centro de Estudos Industriais Segurança e Ambiente Dr. Geraldo da Conceição Sibia Nhumaio Rua Joseph Ki-zerbo 170 R/C Maputo Tel: +258 21 497120 Telemóvel: + 258 82 523 9055 E-mail: geraldo.nhumaio@uem.mz / geraldo.nhumaio@talk21.com</p> <p>Austrian Project Coordinator: AEE - Institute for Sustainable Technologies Werner Weiss - Managing Director w.weiss@aee.at +43 (0)3112 5886-117</p>



OIL AND GAS SECTOR – TOPIC: TECHNICAL AND VOCATIONAL TRAINING

SKILLS FOR OIL AND GAS AFRICA (SOGA)

Summary

The Deutsche Gesellschaft für Internationale Zusammenarbeit GmbH (GIZ) and UK's Department for International Development (DFID) have established an initiative which aims to address skills gaps in the oil and gas and associated sectors in East Africa and to assist partner governments in preparing their workforce for upcoming opportunities in the private sector.

SOGA will work to ensure that more value created from resource extraction can be retained locally, giving local people the skills to seek employment, and removing the region's reliance on imported labour. The initiative will focus on delivering the relevant training for lower-skilled roles in the oil and gas sector and its supply chains.

Close cooperation with the private sector is the central pillar for the implementation of the initiative. As international oil and gas companies

and their associated suppliers will create jobs, they must be closely involved in the initiative so that curricula and training measures match the industry's skills requirements.

DFID and GIZ encourage potential public or private sector partners interested in contributing financial or technical support to this initiative to get in touch. There are opportunities for education and skills service providers to register their interest in the initiative, and to bid for future tenders.

SOGA helps companies to address a key challenge: how to cost-effectively meet local training, employment and business needs while making a sustainable contribution to socio-economic development. The initiative will be implemented with the skills requirements of business at its heart.

CONTACT DETAILS

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH
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Skills for Oil and Gas Africa – SOGA

Program objectives	An increased number of women, men and young people is better skilled and gains employment through demand-driven partnerships between private sector and government in the oil and gas value chain.
Term	2015 – 2019
Eligible private sector partners	International oil and gas companies, potential suppliers/contractors/ engineering procurement and construction companies operating in Mozambique
Sectors	Oil and gas sector

Offer	<p>There are no fixed terms and partnership models with the private sector. The following formats are generally applicable, specific criteria, volumes and duration have to be discussed individually:</p> <ul style="list-style-type: none"> • Technical assistance for Development Partnerships with international oil and gas companies • General Partnerships with private companies and training institutions to foster the availability of skilled labour • Technical assistance opportunities for local suppliers of the oil and gas sector
Regional specification	<p>The focus lies on regions with natural gas resources (particularly Cabo Delgado). There is, however, also potential for training initiatives and supplier development in other parts of Mozambique.</p> <p>Besides Mozambique, SOGA is also implemented in Kenya, Uganda and Tanzania.</p>
Terms & services	<p>SOGA's model for collaboration between development agencies and the private sector focusing on the following outcomes:</p> <ul style="list-style-type: none"> • Accelerating the availability of skilled local labour in East Africa • Ensuring training outputs are aligned with business needs • Strengthening participating companies' "license to operate" by helping them to contribute to broadly-based socio-economic development and host country competitiveness • Enabling companies to reduce training costs and leverage development partner expertise in skills development <p>How to participate? SOGA partner companies support the initiative through financial or in-kind contributions which improve the skills and employability of the local workforce. These include:</p> <ul style="list-style-type: none"> • Direct support to training facilities, e.g. in form of equipment, technical expertise • Apprenticeships, mentoring programs and workplace training • Jobs fairs and employment databases • Other forms of relevant contribution <p>The active involvement of the private sector is crucial to the initiative's success. To ensure SOGA meets industry needs, private-sector partners are encouraged to participate in the initiative's governance at the national and international level.</p>
Example	<p>Example from South Africa: Increase of local procurement Private Partner: SASOL, a major corporation in South Africa, has to source a large proportion of their production inputs and auxiliary supplies from abroad due to a lack of available local products. Objective of the partnership: SASOL and other companies increase local procurement, especially from businesses with black ownership above 25%</p> <p>Contribution by SASOL</p> <ul style="list-style-type: none"> • Assessment of potential product quantity and quality requirements for SASOL procurement contracts, assess production and quality management of selected business • Training and capacity development measures for selected Businesses <p>Contribution by GIZ</p> <ul style="list-style-type: none"> • Project Manager and technical experts to assist in the identification of potentially eligible suppliers and in capacity development measures • Facilitate multi-stakeholder dialogue to promote the model and to establish a network with other larger companies interested in domestic supply chains • Assist in the design and implementation of a monitoring and evaluation system
Practical information	<p>In order to explore individual partnership opportunities, please get directly in touch with GIZ:</p> <p>Wybe van Halsema Country Coordinator Mozambique wylbe.vanhalsema@giz.de</p>

TOPIC – INCLUSIVE BUSINESS, MULTIPLE SECTORS



MOZAMBIQUE BUSINESS IN DEVELOPMENT FACILITY (LINK)

Summary

SNV started work in Mozambique in 1996 and has e.g. played an important role in the revival of the cashew sector through its support to small scale processing units, including access to Fair Trade markets. SNV currently works in the agriculture, water and sanitation and renewable energy sectors.

Opportunities for cooperation with companies mainly occur in the agricultural sector, where SNV's work is directed at Value Chain Development and Inclusive Business in the oilseed and staple crops value chains.

As well, SNV facilitates a Technical Assistance Facility in Mozambique (LINK) that assists companies to identify, develop and implement Inclusive Business. The objective is to advance economic development and socio-economic inclusion

through the Inclusive Business model. This innovative approach seeks to increase the income, production and well-being of low-income groups, while at the same time, generating benefits for participating companies.

Through developing Inclusive Business commercial models that involve low-income groups in the value chain of a medium or large company as producers, distributors or consumers, SNV helps companies improve their supply chains, strengthen their human resources and access new markets.

Low-income participants benefit by gaining reliable buyers and fair prices for their products, from new jobs and from access to affordable, quality goods and services.

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Mozambique Business in Development Facility (LINK)

Partnership objectives	Systematically support cross-sector partnerships and inclusive businesses in order to leverage the skills and resources of business to achieve both development outcomes and business objectives. LINK supports companies in identifying, developing and implementing inclusive business models, through technical and financial assistance.
Eligible private sector partners	All types of private sector partners (Mozambican / international) that have an inclusive business interest in Mozambique.
Sectors	The Inclusive Business (IB) Accelerator focuses on three sectors: <ul style="list-style-type: none"> • Agriculture & Food, • Water & Sanitation and • Sustainable Energy
Offer	LINK supports companies in identifying, developing and implementing inclusive business models, through technical and financial assistance. LINK offers the following inclusive business developing services: <ol style="list-style-type: none"> 1. Opportunity Identification – SNV identifies opportunities within companies for developing Inclusive Businesses. 2. Inclusive Business Plan Design and Implementation – design and implement Inclusive Business plans in collaboration with participating companies and communities. 3. Relationship Brokering – SNV brokers relationships between companies and financial institutions to attract investment. 4. Capacity Development – build capacities in participating companies and communities. 5. Monitoring and Evaluation – design and implement monitoring and evaluation systems and evaluate impact of Inclusive Businesses (identification of success factors and challenges). 6. Policy Recommendations – SNV leverages its direct experience in implementing Inclusive Businesses and research findings to develop public policy recommendations conducive for advancing Inclusive Business.
Regional specification	LINK is providing its services to SMEs in the whole of Mozambique.
Terms and conditions	The services are delivered via a network of local BDS providers. They are certified users of the Inclusive Business Toolkit, including a business model and tools for customer segmentation, marketing and distribution, financial planning and risk analysis. Terms for technical and financial assistance are negotiated individually.
Example	Example: Contract Farming with Export Trading Group (ETG), Nampula Project: The Inclusive business accelerator program established links between the ETG-company and farmers in the sesame sub-sector. ETG had responsibility to assist farmers to improve production and productivity. With support of the project they secured the market access, inputs supply, mechanisation services for land preparation and crop transport. Results: The project engaged 2,300 sesame farmers and SNV had trained a group of producers, established demonstration farms where the producers could learn about best agriculture practices. In average, each farmer earned USD 1,500 and had increased production area from 0,5ha to 8ha due to the use of mechanization.
Practical information	LINK is managed by SNV Mozambique, in partnership with BoP Innovation Center and Venture Capital for Africa (VC4A). Interested companies can simply get in touch and discuss their project ideas.



TOPIC: TRADE PROMOTION – MULTIPLE SECTORS



SOUTHERN AFRICA TRADE HUB

Summary

An ongoing regional USAID initiative is the **Southern Africa Trade Hub** that supports the Government of South Africa to implement its Strategic Partnership Grants program. This program fosters technology transfer partnerships between South African companies and counterpart companies based in surrounding countries, including Mozambique.

The key objective of the USAID Southern Africa Trade Hub is to increase international competitiveness, intra-regional trade and food security in Southern Africa.

Topics and sectors include:

- Customs reform and modernization;
- Food production and security;
- Textiles and apparel production and exports;
- Renewable energy;
- Trade facilitation and WTO compliance.

The Trade Hub is supported by USAID/Southern Africa based in Pretoria and works closely with the Southern African Development Community (SADC).

In Mozambique the Trade Hub is working to increase trade and competitiveness by improving quality standards, improve agricultural products and services through trainings such as aflatoxin reduction and grain grading and storage, and strengthen the textiles and apparel sector.

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USAID Southern Africa Trade Hub – Strategic Partnership grants

Program objectives	The USAID Southern Africa Trade Hub works to enhance economic growth and food security in Southern Africa through trade.
Eligible private sector partners	All types of private sector partners in Mozambique, but needs to have a technology provider in South Africa as a partner.
Sectors	<ul style="list-style-type: none"> • Trade Facilitation • Clean Energy • Food Security and Production • Standards • Textiles and Apparel
Offer	The grant can be up to USD 100,000 and must be matched by at least 50% private contribution.
Regional specification	Whole Mozambique.
Terms & conditions	The Trade Hub provides Strategic Partnership Grants to the Southern African private sector and partner companies in surrounding countries, including Mozambique, to make investments in the regional agriculture sector in order to facilitate technology transfer, access new markets, increase trade, accelerate agricultural growth and improve regional food security.
Example	<p>Warehouse Receipt System: In Mozambique, the Trade Hub has developed a first of its kind Warehouse Receipt System (WRS) pilot with private sector partners, ETG Mozambique and Cargill. Five warehouses in Beira and Chimoio started issuing electronic warehouse receipts in June 2015.</p> <p>Commercial Laboratory Development: In October 2014 the Trade Hub awarded a grant to Intertek to increase the capacity of its Agricultural Testing Laboratory in Beira Mozambique to provide Aflatoxin and Wet Chemistry testing. The increased laboratory capacity will afford commercial traders and other grain agricultural stakeholders the opportunity to have cheaper and quicker analysis done in-country, thus enhancing the competitiveness of Mozambique Agriculture on the regional and global markets and reducing exposure to potentially toxic risks in the food chain in Mozambique.</p>
Practical information	<p>Website: http://www.satradehub.org/</p> <p>There are no current application windows open, as the Trade Hub is working to complete its current portfolio of Strategic Partnership Grants before the end of the project in February 2016. Check for new opportunities in the SPG program in 2016.</p>



TOPIC: INNOVATION – MULTIPLE SECTORS

AFRICA ENTERPRISE CHALLENGE FUND (AECF)

Summary

The AECF awards grants and repayable grants to private sector companies to support innovative business ideas in agriculture, agribusiness, renewable energy, adaptation to climate change and access to information and financial services. Its purpose is to improve incomes of smallholder farmers and the rural poor.

The AECF runs competitions open only to for-profit private companies that are starting, or intend to start, new ventures in specific fields. Companies are invited to submit proposals outlining their business idea or concept for funding.

The AECF offers Funding Windows targeted at specific economic sectors (including research-based agribusiness, renewable energy and

rural financial services) or targeted at countries in Africa, including Mozambique.

The maximum amount the AECF can award to a single business idea is USD 1.5 Mio. and the minimum is USD 250.000, although this amount may vary depending on the competition. The average amount is expected to be around USD 750.000. Successful applicants are expected to contribute a minimum of 50% of the total cost of the project (cash or in-kind).

The competition rules favour ideas that promise profitable sustainability.

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Africa Enterprise Challenge Fund (AECF)

Partnership objectives	To improve incomes of smallholder farmers and the rural poor through innovative business ideas
Eligible private sector partners	<ul style="list-style-type: none"> • For-profit companies • 2 years of audited accounts • Applicants judged on the commercial viability, innovation, and potential development impact of their projects. • It does not matter where your company is based or registered, but beneficiaries of the project have to be people living in the rural areas in Mozambique.
Sectors	<ul style="list-style-type: none"> • Agriculture • Agribusiness • Renewable energy • Adaptation to climate change • Access to information and financial services.

Offer	The amount applied for cannot be less than USD 250.000 (minimum) or more than USD 1,500.000 (maximum). Successful applicants are expected to contribute a minimum of 50% of the total cost of the project. Your company can contribute resources to the project both in terms of cash and in terms of other inputs such as staff and equipment etc. Your share of the total funding may come as debt (borrowing) or equity (cash injection), by yourself or by another partner(s).
Regional specification	See specific conditions in funding windows
Terms & conditions	<p>The AECF offers Funding Windows targeted at specific economic sectors:</p> <p>Agribusiness Window: The AECF Agribusiness Africa Window (AAW) is a special fund of the AECF that is open to business ideas across Africa. The AECF AAW supports business ideas in the fields of agribusiness, financial services and value chains which extend across Africa and international markets. Business ideas that qualify for funding must have positive impact on the rural poor: delivering increased employment reduced costs and improved productivity poor.</p> <p>REACT window: The Renewable Energy and Adaptation to Climate Technologies (REACT) Window is a special fund of the AECF that is open to business ideas based on low cost clean energy solutions that help smallholder farmers adapt to climate change.</p> <p>Research into Business window: The Research into Business Window (RIB) is a special window of the AECF with the aim of stimulating the private sector to commercialize existing, readily available and near complete agricultural research and technology products for the benefit of the rural poor in Africa.</p> <p>The AECF proposal application process follows a two-stage process that is common to all AECF funding windows.</p> <ul style="list-style-type: none"> • The first stage is submission of an initial application form where the applicants write about their business ideas, and about their company(s). Concept notes are assessed, and if successful in the initial assessment, the applicant is asked to submit a more comprehensive Business Plan for the project in the business plan stage. • Being selected is the second stage of the funding process. During this stage, AECF engages with and visits all of the companies preparing business plans. The final business plans are presented to the independent Investment Committee for a decision about which business ideas win the competition for AECF funding. • Once awarded funding the successful businesses are informed and invited for an Induction Workshop prior to contract signing. As part of its mandate, the AECF monitors and evaluates the project over the 6 year life of the contract. It is mandatory for grantees to self-report semi-annually.
Example	<p>Funding Window: Agribusiness Project Title: Introduction of Pullet Rearing and Expansion of egg producing operations in Nampula Mozambique AECF Approved Funding: USD 500,000 Private Partner: Centre Fresh Egg Farm, LLP, The company produces eggs for the Mozambique market. MFE started trading in early 2011 and currently has a production capacity of 30,000 eggs a day.</p> <p>Over the project period MFE intends to;</p> <ul style="list-style-type: none"> • Setup and manage a breeder program to locally supply the hybrid chicks that will become egg layers. • Engage, train, equip and assist rural farmers to enable each of them to look after 1000 egg layers. Organize collection centers and procedures to ensure the eggs are received, graded, packaged and sent for distribution in good time. • Facilitate the engagement, training and supply of inputs to small holder farmers. • The project will directly benefit 800 households with an annual income of US\$ 547 which will eventually result to a total benefit of US\$ 498,710
Practical information	Funding approval for successful applications will be granted within a maximum of 240 days from the closing date for applications. Visit the website to see opportunities for funding within the different funding windows: http://www.aecfafrica.org/windows

STRATEGIC PARTNERSHIPS: MULTIPLE SECTORS, REGIONAL IMPACT, LARGE SCALE

STRATEGIC ALLIANCES

Summary

Mozambique has been a priority country of Austrian Development Cooperation since 1993. ADA's Strategic Alliance program assists European companies to invest in partnerships with foreign entities and to facilitate partnerships that result in sustainable development of Mozambican commercial capacity on a regional level.

The program welcomes applications from all sectors and is open to all sizes of businesses with the exception of Micro – Enterprises, due to necessary own resources

The program provides matching grant funds of up to USD 570.000 (EUR 500,000) on the basis that the grant funds do not exceed 50% of the total investment and that the balance of funding comes from the investor. The project volume has to be at least min. USD 857.000 (EUR 750,000) over the course of 3 years. In addition to the matching grant funds, the project may also provide up to USD 22.000

(EUR 20,000) towards the cost of feasibility study to prepare a potential strategic alliance.

There is a minimum project life span of 1 year for successful partnership grants and all reporting requirements and indicators will be linked to the business targets as defined in the partnership proposals / business plans.

Applicants are required to develop comprehensive Inception, due diligence and business plan documents for submission to the program for consideration. The evaluation and approval process can take up to 6 months, depending on the quality of the submission.

Strategic alliances have a high development impact and grade of innovation, serving as a best practice model to be replicated. It has a regional, systemic dimension.

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ADA Strategic Alliances

Partnership objectives	To assist European companies to invest in partnerships with Mozambican entities and to facilitate partnerships that result in sustainable development of Mozambican commercial capacity on a regional level.
Eligible private sector partners	<ul style="list-style-type: none"> • Applicant companies must be based within the European Economic Area (EU countries + Iceland, Liechtenstein, Norway, Switzerland) • The program is open to all sizes of businesses with the exception of Micro – Enterprises, given a rigorous due diligence process • Mozambican companies cannot be the main applicant of an ADA business partnership, but can be part of a project as a third partner and/or beneficiary. • Strategic Alliances are regional and include at least 2 countries.

Sectors	All economic sectors
Offer	<p>As part of a Business partnership, ADA provides your company with a non-repayable grant:</p> <ul style="list-style-type: none"> • of max. 50 per cent of direct project costs up to USD 570.000 (EUR 500,000), cash and in-kind • The project has a financial volume of min. USD 857.000 (EUR 750,000) over three years • of max. 50% of the costs or USD 22.000 (EUR 20.000) for a feasibility study. <p>The term of a Strategic Alliance is limited to three years.</p>
Regional specification	Whole Mozambique
Terms & conditions	<p>To be eligible for funding, your project must meet the following conditions:</p> <ul style="list-style-type: none"> • Your project includes measures that contribute both to improving the local social, ecological or economic environment and the success of your company. • Regional dimension, including at least two countries • High grade of innovation and therefore an example for best practices that can be replicated elsewhere • Measures that contribute to systemic needs in the countries, such as international norms and standards, “ecosystems” for companies, internationalization of production, etc. <p>The idea and initiative for a Strategic Alliance usually come from the companies themselves. The best way for you is to get in touch directly with the Business partnership office, which will guide and assist you in all phases from preparing the concept to drafting the funding application to project implementation.</p> <p>Applicants are required to develop comprehensive inception, due diligence and business plan documents for submission to the program for consideration.</p> <p>The evaluation and approval process can take up to 6 months from the date of submission.</p>
Example	<p>There is no example for a strategic alliance in Mozambique.</p> <p>Tanzania: A cooperative of companies, the International Coffee Partners GmbH working with ADA is engaging in the value chain of coffee, from growing to processing and distribution and export. The strategic alliance will benefit over 8.000 smallholder farmers involved in the production of high-quality coffee in the regions of Mbeya, Mbozi, Rungwe and Ileje.</p> <p>Egypt: Within a cooperation between 4 solar energy companies, this strategic alliance aims to establish a market for solar panels and solar-thermic installations in Egypt and to integrate them into the tourism sector. Together with civil society and universities, the program has a systemic approach to a) start production of panels in Egypt, b) install demonstration plots and c) have a national certification for repair and maintenance companies. Long-term, the general conditions for renewable energies are improved through lobbying activities and the creation of a solar-thermal platform.</p>
Practical Information	<p>Coordination Office for Development Cooperation of the Austrian Embassy, Maputo maputo@ada.gv.at (+258) 21 31 73 05/06</p> <p>Austrian Development Agency Business Partnership Office wirtschaft@ada.gv.at +43(0)1 90 399 – 2577</p>

STRATEGIC PARTNERSHIPS: MULTIPLE SECTORS, REGIONAL IMPACT, LARGE SCALE

STRATEGIC PARTNERSHIPS

Summary

ADA's strategic partnership program supports and promotes entrepreneurs from within the European Economic Area with their involvement in developing countries.

A strategic partnership is a cooperation between the Austrian Development Cooperation with at least two partners for projects that are implemented in at least two countries with high development value and an innovative approach for investments, supporting the meso- and macro-level through project activities (the improvement of the value chain, the local community, technical vocational training, or other needs of the country and population), accompanied by measures targeting systemic needs.

They target systemic needs through their intervention and scope and should act as a best practice model for other such partnerships.

Strategic partnerships have a high development impact in order to serve as a best practice in a multi-stakeholder environment.

They are embedded in the Austrian Development Cooperation's country strategy and contribute to the development goals of the cooperation with a partner country.

CONTACT DETAILS

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+43(0)1 90 399 – 2577

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(+258) 21 31 73 05/06
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ADA Strategic Business Partnerships

Partnership objectives A strategic partnership is a cooperation between the Austrian Development Cooperation with at least two partners for projects that are implemented in at least two countries with high development value and an innovative approach for sustainable development.

Eligible private sector partners

- min. 2 private partner companies as applicants
- Applicant companies must be based within the European Economic Area or in Switzerland.
- The program is open to all sizes of businesses with the relevant own resources and third-party contributions of at least 50% of the total project costs, minimum USD 430.000 (EUR 400.000) a year
- Mozambican companies cannot be the main applicant of an ADA strategic partnership, but can be part of a project as a third partner and/or beneficiary

Sectors	All sectors
Offer	<p>Matching grants up to USD 570.000 (EUR 500,000) a year, the investor(s) must match the grant fund value and grants will not exceed 50% of the total project costs</p> <p>Compared to strategic alliances, the Strategic Partnerships are bigger in size, involve more companies and partners, and are regional in their scope.</p> <p>Feasibility studies pre-investment / one-year inception phase with up to USD 34,000 EUR (30,000) or 10% of inception costs</p>
Regional specification	Whole Mozambique.
Terms & conditions	<p>A strategic partnership must be implemented across at least two countries in the region.</p> <p>To be eligible for funding, your project must meet the following conditions:</p> <ul style="list-style-type: none"> • You are making long-term investments in or importing goods from Mozambique • Your activity is based on a business model that is expected to generate turnover and profits in Mozambique. • Your project includes measures that contribute both to improving the local social, ecological or economic environment and the success of your company. • Your project has a high development value and an innovative approach for investments • Your project targets systemic needs and should act as a best practice model • Your project is strategically embedded into the Austrian Development's Country Strategy for Mozambique and/or the region <p>The idea and initiative for a strategic partnership must come from the companies themselves. The best way for you is to get in touch directly with the Business partnership office, which will guide and assist you in all phases from preparing the concept to drafting the funding application to project implementation.</p> <p>The process is usually a lengthy one in cooperation with the Business partnership office, from inception to implementation. Proposals are worked on together with the partner companies and the ADA Office. The evaluation and approval process can take up to 6 months from the date of inception.</p>
Example	<p>There is no example for a strategic partnership in Mozambique.</p> <p>Pakistan: In this strategic partnership with Austrian oil & gas company OMV, the goal is to lay the groundwork for vocational training in fragile states. Two pilot projects will be established in Pakistan and Yemen, including schooling programs for primary education, secondary schools and to support and develop curricula development, teachers' training programs, and for vocational training in the oil & gas sector in the region (among others, Yemen). The overall aim is to replicate this model to other regions and countries in the long run.</p>
Practical Information	<p>Coordination Office for Development Cooperation of the Austrian Embassy, Maputo maputo@ada.gv.at (+258) 21 31 73 05/06</p> <p>Austrian Development Agency Business Partnership Office wirtschaft@ada.gv.at +43(0)1 90 399 – 2577</p>



STRATEGIC PARTNERSHIPS: MULTIPLE SECTORS, REGIONAL IMPACT, LARGE SCALE



GIZ STRATEGIC ALLIANCES

Summary

Strategic Alliances are large cooperation projects with the private sector implemented by GIZ on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ).

These Strategic Development Partnerships also combine business interests with development objectives in the areas of:

1. Market and supply chain management
2. Skills development of the local workforce
3. Innovation and product development
4. CSR, local content and community work

They are generally transnational in scope, their focus is relevant to an entire sector and they bring together various global actors from trade and industry, governments and NGOs, and other national and international organisations.

Private partners are usually multinational companies that operate in several countries.

Strategic Alliances are conducted with one or several partner companies in one or several countries.

The project's total volume (GIZ and private contributions) is at least USD 840.000 (EUR 750,000). GIZ's contribution must amount to no more than 50%.

CONTACT DETAILS

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Strategic Alliances

Partnership objectives	To bring together various global actors from trade and industry (international and Mozambican), governments and NGOs, and other national and international organisations in order to boost economic development
Eligible private sector partners	Applications are open to companies registered in the EU (or an European Free Trade Agreement (EFTA) country), as well as companies in Mozambique in which EU-registered (or EFTA-registered) companies own at least a 25% share. Any company that applies must meet the following minimum requirements: <ul style="list-style-type: none"> • Turnover: ≥ USD 1,12 (EUR 1 million) p.a. • Employees: ≥ 10 • A minimum of three years of business operations.
Sectors	All economic sectors with employment potential
Offer	The project's total volume (GIZ, public and private contributions) is at least USD 840.000 (EUR 750.000), min. 50% share of the private partner (cash or in-kind), duration of up to 3 years.
Regional specification	Whole Mozambique.
Terms & conditions	Strategic Development Partnerships target international companies that invest in Mozambique and in the region and are seeking ways to shape their corporate commitment in the long term. GIZ provides support with planning, financing and implementing the involvement at the local and regional level. Mozambican companies can be partner and/or beneficiary of a project, but not the applicant. Criteria for applications: Strategic Development Partnerships must meet the following requirements: <ul style="list-style-type: none"> • high level of innovation and replicability (e.g. introduction of a new quality standard in a certain economic sector) • above-average structure-building results (e.g. targeting an entire value chain) • multi-stakeholder approach (e.g. development of network between GIZ, private sector, government agencies, NGOs, etc.) • broad-based impact (e.g. targeting all stakeholder groups along the value chain) Application process: Companies with an interesting partnership idea should contact GIZ Mozambique in order to discuss the concept and clarify the next steps. The project concept and application documents are then elaborated jointly. Due to the involvement of several partners and the elaboration of a complex project plan, the planning and preparation of a strategic alliance usually takes min. one year.
Example	Strategic CSR Partnership with Rio Tinto: Responsible mining for a better future in Southern Africa Partnership: Cooperation between GIZ and Rio Tinto Iron & Titanium (RTIT), local partners, such as vocational training centers Region: Mozambique (Inhambane province), South Africa, Madagascar Objectives: The alliance seeks to deliver socio-economic benefits to local communities and mining regions in Southern Africa, by increasing local economic development around Rio Tinto Iron and Titanium (RTIT)'s mining sites and promoting responsible mining. Rio Tinto fulfils its local content obligations. Results: <ul style="list-style-type: none"> • In the Inhambane province, the project is providing technical assistance on improved agricultural production techniques. The target group for this intervention includes 1.500 coconut- and cassava-producing farming households in the region. • The project also supports targeted vocational trainings (e.g. welders) and promotes research, advocacy and capacity building on responsible mining.
Practical information	If you have an interesting idea for a strategic development partnership, please contact: Deutsche Gesellschaft für Internationale Zusammenarbeit (giz) GmbH Tobias Stolz, E-Mail: pro-econ@giz.de



STRATEGIC PARTNERSHIPS: MULTIPLE SECTORS, REGIONAL IMPACT, LARGE SCALE



USAID GLOBAL DEVELOPMENT ALLIANCES

Summary

USAID's flagship program for the cooperation with the private sector is the **Global Development Alliance (GDA)**. This is a mechanism in which companies may propose innovative partnership ideas to USAID and, if USAID decides to pursue the idea, both parties work together to design, fund, and implement the program.

The outcomes of a GDA will meet USAID's development goals as well as the business-oriented goals of the company. This gets to the heart of "Doing well by doing good."

GDAs combine the assets and experiences of the private sector and other non-traditional USAID partners such as corporations, foundations, nongovernmental organizations (NGOs), universities, local businesses and diaspora groups, leveraging their capital and investments, creativity and access to markets to solve complex development problems.

GDAs are co-designed, co-funded, and co-managed by all partners involved, so that the risks, responsibilities, and rewards of partnership are shared. Due to the work intensity in preparation and implementation, they are generally not targeted at SMEs.

CONTACT DETAILS

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USAID Global Development Alliances

Partnership objectives	A Global Development Alliance (GDA) is an innovative public-private partnership model for improving social and economic conditions in developing countries
Eligible private sector partners	Global Development Alliances must involve one or more private sector organizations or actors. For purposes of the GDA program, private sector organizations and actors include: <ul style="list-style-type: none"> • Private businesses, financial institutions, entrepreneurs, venture capitalists, and investors; • Foundations and philanthropists; and • Other for- and not-for-profit non-governmental entities.
Sectors	Various sectors: <ul style="list-style-type: none"> • Agriculture • Democracy & Governance • Economic Growth & Trade • Education • Energy • Health • Microfinance • Water • Workforce Development
Regional specification	No specific regional focus within Mozambique. However the USAID office evaluating the GDA concept may have specific target areas. For example, USAID Mozambique's agricultural activities are targeted in the provinces of Nampula, Zambezia, Manica, and Tete.
Terms & conditions	Potential alliance partners are expected to bring significant new resources, ideas, technologies, and/or partners to development activities. A partnership is considered a GDA when it meets the following criteria: <ul style="list-style-type: none"> • At least 1:1 leverage (cash and in-kind) of USAID resources; • Common goals defined for all partners; • Jointly-defined solution to a social or economic development problem; • Non-traditional resource partners (companies, foundations, etc.); • Shared resources, risks and results; and • Innovative, sustainable approaches to development.
Example	Integrated Gorongosa Park and Buffer Zone Global Development Alliance This five year, \$20 million USD program was developed in partnership between USAID Mozambique and the Gorongosa Restoration Project and launched in 2015. The partners are working together to ensure the long-term viability and biodiversity of Gorongosa National Park's ecosystems by involving buffer-zone communities in the stewardship of the park to reduce threats through an integrated package of activities.
Practical information	There are three main steps to the application process: <ul style="list-style-type: none"> • Consult with the USAID Mission or Technical Office Point of Contact regarding your alliance idea to judge interest in pursuing; • Submit Concept Paper to USAID for review and approval with an email copy to gda@usaid.gov, (see submission guidelines in the 2015 GDA Annual Program Statement); and • If requested by the USAID Mission or Bureau/Technical Office, submit a Full Application. Sector Guides: https://www.usaid.gov/gda/building-alliances-sector-guide-series

NOTES

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