



Republic of Uganda

Ministry of Agriculture, Animal Industry, and Fisheries

P. O. Box 102

Entebbe – UGANDA

## REQUEST FOR EXPRESSION OF INTEREST (EOI), TO PARTICIPATE IN A DISRUPTIVE AGRICULTURAL TECHNOLOGY (DAT) INNOVATION CHALLENGE

Project ID No. 1263

Credit Number: IDA 45037

### 1. Background

The Government of Uganda (GOU), through the Ministry of Agriculture, Animal Industry and Fisheries (MAAIF) received a 150m dollar fund from the World Bank towards the cost of the Agriculture Cluster Development Project (ACDP). The project objective is to raise on-farm production, productivity, and marketable volumes of **Beans, Rice, Maize, Cassava** and **Coffee**, in specified geographical clusters, making up 42 districts.

During its implementation, the project is met with various challenges such as the lack of a farmer register, low farmer enrolments onto the program, lack of mechanisation services such as tractor hire, lack of institutional capacity to train individual farmers, lack of systematic pest and disease management among others. These challenges have slowed the progress of the project towards the realisation of the development objective. It is envisioned that interventions such as **Disruptive Agricultural Technological (DAT)**<sup>1</sup> solutions can help turn around the project performance, through automation of key business processes along the value chain, as well as improving service delivery to the intended project beneficiaries. MAAIF, the executing agency, thus intends to apply part of the credit facility towards the cost of supporting digital technological innovations to mitigate the identified challenges.

### 2. Objective of the Innovation Challenge

The overall objective of the Innovation Challenge is to explore opportunities offered by Disruptive Agricultural Technologies (DATs) to address the challenges identified in the implementation of the ACDP.

### 3. Scope

MAAIF now invites interested start-ups, entrepreneurs, and businesses to express interest in showcasing functional, and market-tested agricultural digital solutions that could improve the project delivery by solving a challenge or set of challenges identified above. The specific interest is on the following challenge areas;

#### Challenge 1: Advisory and Information for Agricultural Productivity

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<sup>1</sup> "Disruptive Agricultural Technologies (DATs) are digital and non-digital innovations that enable smallholder farmers to **leapfrog** their current constraints and improve their yields, incomes, nutritional status, and climate resilience. These technologies range from mobile apps, to digital identities for farmers, to solar applications for agriculture, to portable agriculture devices, to bio-fortified foods."

- Solutions for profiling farmers and increasing registration and enrolment
- Solutions for delivering agricultural extension and advisory for beneficiary farmers on the subsidy program
- Solutions for delivering digitally enabled equipment hire services, such as tractor hire
- Solutions for real-time alert of pest and diseases, and early warning
- Solutions offering soil productivity information, satellite imagery as well as remote sensing

#### **Challenge 2: Market linkages**

- Solutions for establishing input and output market linkages
- Solutions for bulking of demand for imports of adapted fertilizer and agrochemical supply through PPPs
- Solutions for strengthening of the agro-input dealers' distribution network and quality control systems

#### **Challenge 3: Financial Inclusion**

- Solutions for expanding coverage of financial services to farmers, including credit, savings and other financial services

#### **Challenge 4: Data**

- Solutions enabling low-cost collection, analysis, and visualization of high-quality, high-frequency and high-resolution agriculture data to produce maps, farmer registries, project dashboards, climate advisories, market forecasts and other relevant analytics
- Agricultural data management and statistics for agricultural policies and decision making
- Integrated Management Information System

### **4. Eligibility and Selection criteria**

#### Eligibility Criteria

- Must be serving farmers in Uganda
- Must have a revenue generating business model
- Must be in scaling stage of your business
- Must address one of the 4 challenge themes
- Must combine digital technologies, data analytics and innovations, IOT or innovative business models and digital and analogue outreach
- Must be crop or commodity specific, except for the financial inclusion track

#### Selection criteria

**Scale:** We are looking for innovative solutions which have been tried at a minimum scale of 3,000 farmers in terms of outreach and impact. We will look for this achievement in Kenya and any other country in the Africa region.

**Business model and sustainability:** We are looking for those who have developed proof of concept and have reached a viable and sustainable business model to deliver services and have sustained it over at least two years.

**Impact data and evidence:** We are looking for innovations which have data and evidence of impact on productivity.

**Inclusion:** We are looking for inclusive innovation with a focus on smallholders and women farmers. **Ecosystem engagement:** We are interested in understanding how the innovators have engaged with other ecosystem players

**Scaling-up aspirations:** We will ask the innovators to describe how they plan to scale up the innovation and how they can get to 10,000 farmers in the next two years as part of the ACDP solutions provider.

The shortlisted candidates will be invited to a one-day boot camp on **14<sup>th</sup> of November, 2019** to prepare them for the final event on the **19<sup>th</sup> of November 2019**.

## **5. Benefits and opportunities**

- All qualifying participants will walk away with a certificate of recognition for participating in the event
- Selected solutions will be taken up by the World Bank funded project; ACDP
- Opportunity to demonstrate business solutions to an audience comprising of innovation ecosystem stakeholders (MAAIF, Investors, development partners etc.)
- Opportunity to capture 450,000 households in 42 districts; by showcasing their solutions to the innovation community, opportunity may not be restricted to ACDP
- There will be opportunities for networking and scaling of ideas with the potential partners and business owners, as well as opportunities to access training, mentors, workspaces, exchange/study tours as well as incubation of innovations

## **6. Submission**

### **Electronic application**

The application to participate in this challenge can be made through the link; <https://www.surveymonkey.com/r/DAGriTech>, or you can request for the application link through an email request to [ict@agriculture.go.ug](mailto:ict@agriculture.go.ug). The application should be made not later than **5:00pm** on **November 11, 2019**

### **Physical application**

Sealed Expressions of Interest consisting of one (1) original, and two (2) copies in English should be delivered to the address below not later than **5:00pm** on **November 11, 2019** forwarded to the Permanent Secretary on the address below.

**Ministry of Agriculture, Animal Industry, and Fisheries**  
**Attn: The Head Procurement and Disposal Unit**  
**Procurement and Disposal Unit Office,**  
**Plot 16-18, Lugard Avenue,**  
**P.O. Box 102, Entebbe - UGANDA.**