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<td>Agricultural Technology</td>
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<tr>
<td>AIWW</td>
<td>Amsterdam International Water Week</td>
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<tr>
<td>AOR</td>
<td>USAID Agreement Officer’s Representative</td>
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<td>AWP</td>
<td>Acceleration Work Plan</td>
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<tr>
<td>CEO</td>
<td>Chief Executive Officer</td>
</tr>
<tr>
<td>CFOR</td>
<td>Chief Financial Office Representative</td>
</tr>
<tr>
<td>COP</td>
<td>Chief of Party</td>
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<td>CRM</td>
<td>Customer Relationship Management</td>
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<tr>
<td>Desal</td>
<td>Desalination</td>
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<tr>
<td>DST</td>
<td>South African Department of Science and Technology</td>
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<td>DUNS</td>
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<td>Global Indicator</td>
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<tr>
<td>LOE</td>
<td>Level of Effort</td>
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<tr>
<td>M&amp;E</td>
<td>Monitoring and Evaluation</td>
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<tr>
<td>MOU</td>
<td>Memorandum of Understanding</td>
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<td>Questions and Answers</td>
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<td>SF-270</td>
<td>Federal Financial Report – Request for Advance or Re-imbursement</td>
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<td>SIDA</td>
<td>Swedish International Development Cooperating Agency</td>
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<tr>
<td>SME</td>
<td>Small to Medium Enterprise</td>
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<tr>
<td>SNV</td>
<td>Synovus Financial Corp, an international not-for-profit development organization in Netherlands</td>
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<tr>
<td>SO</td>
<td>Strategic Objective</td>
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<tr>
<td>SOW</td>
<td>Scope of Work</td>
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<td>STTA</td>
<td>Short-term Technical Assistance</td>
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<td>SWFF</td>
<td>Securing Water for Food</td>
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<tr>
<td>TA Facility</td>
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<tr>
<td>TBD</td>
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<td>United States Agency for Development</td>
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<td>USG</td>
<td>United States Government</td>
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<td>WEF</td>
<td>World Economic Forum</td>
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ABOUT SWFF

USAID and the Government of Sweden launched the Securing Water for Food Grand Challenge for Development the first week of September 2013 during World Water Week in Stockholm. Over the last several years, the Kingdom of the Netherlands and the Republic of South Africa have joined as Founding Partners. Through Securing Water for Food, the partners have worked to identify and accelerate science and technology innovations and market-driven approaches that improve water sustainability to boost food security and ultimately alleviate poverty.

Securing Water for Food aims to increase access to innovations that help farmers produce more food with less water, enhance water storage, and improve the use of saline water and soils to produce food.

Since the 2013 launch, Securing Water for Food has issued three calls for innovation: the first in November 2013; the second – the Desal Prize – in May 2014; and the third on March 9, 2015. The 17 first round innovators representing exceptional initiatives with high potential for transformative impact were announced on September 1, 2014 at World Water Week in Stockholm, Sweden. The Desal Prize winners were announced on April 22, 2015.

The twelve awardees of the third round of Securing Water for Food were announced at Amsterdam International World Week (AIWW). Awardees were selected from 408 applications representing 67 countries, 65% of which were from developing nations. During this most recent round, a greater emphasis was placed on differentiating between Stage 1 and Stage 2 applications by further defining “innovation” for the former and “potential to scale” for the latter. Additionally, Securing Water for Food prioritized innovations that emphasized the engagement of women.
THE SECURING WATER FOR FOOD ECOSYSTEM

Securing Water for Food (SWFF) taps the transformative power of science and technology and the ingenuity of experts across a broad range of disciplines to bring scalable, affordable breakthrough solutions to the developing world that promote use of water in agriculture. This graphic on the previous page illustrates the SWFF ecosystem including the founding and funding partners, SWFF broader program management, the SWFF Technical Assistance (TA) Facility, which provides accelerations services to the innovators through the team, the SWFF TA Facility Consortium, and the suite of Voucher System vendors.

The SWFF TA Facility, which is a contract of The Kaizen Company, is a USAID-funded, $7.4 million water-ag innovation accelerator that provides technical assistance to Grand...
Challenge Winner to support market-driven business development, commercial growth, and scaling in a development context.

The TA Facility Consortium comprises two firms: Imagine H2O and SNV Global. San Francisco-based Imagine H2O is the leading path-to-market resource for water-sector entrepreneurs. Imagine H2O provides support services to SWFF innovators in the form of exploring and making investor connections, reviewing and advising on sustainable business models, and preparing innovators for investor pitch sessions.

SNV, a global firm with access to consultants worldwide (1,000 service providers spanning 39 countries), including a number of locally-based services providers where SWFF innovators operate, has extensive experience accelerating innovations in developing economies. The firm integrates local knowledge and understanding with market intelligence and opportunity identification, business design and readiness, management and technical consulting, and matchmaking (financial and market) and knowledge management.

The Voucher System a Voucher System, which allows the TA Facility to rapidly procure services for the innovators on an as-needed basis in a manner compliant with USAID regulations, has 35 vendors who can provide services in 19 categories ranging from business development to supply chain development and more. The Voucher System includes:

- Individual consultants
- A large number of small businesses (many of whom are locally-based in countries where our innovators operate)
- One university
- a medium-sized firm These vendors were chosen through a rigorous selection process.
The system was operational in August 2015 and has had two separate call for vendors. A key value-add of the Voucher System is that it prevents duplication or substitution of services already covered by the procurement options stated in the contract and give the TA Facility an additional line of support to access services that the SWFF innovators need. This fourth line of support enables us to access qualified vendors if a particular scope of work cannot be addressed by one of the first three lines of support offered by the SWFF Technical Assistance Facility (i.e., 1 – the TA Facility; 2 – USAID/USAID Network; 3 – The TA Facility Consortium). The Voucher System is the SWFF TA Facility’s fourth line of support.

ABOUT THE TECHNICAL ASSISTANCE FACILITY

The SWFF Technical Assistance Facility (TA Facility) is a hybrid incubator-accelerator funded by the United States Agency for International Development (USAID), the Swedish International Development Cooperating Agency (Sida), the South African Department of Science and Technology, and the Ministry of Foreign Affairs of the Kingdom of the Netherlands.

The TA Facility provides demand-driven services, grants and financial management guidance, M&E and partnership support to innovators that have been awarded grant money from the Securing Water for Food: A Grand Challenge for Development. The Facility also provides communication support and counsel for broader SWFF program needs. At present, the TA Facility provides direct support to 24 innovators operating in 22 countries (See Annex A – Innovator Summary Table).

1 Some types of services that we can provide include improving the innovation; management team capacity building; improving distribution models; improving operational efficiency; expanding access to capital to finance the growth strategy; improving market linkages; securing contracts; building partnerships, enabling penetration of new markets; support in attracting a growing customer base; advisory services; technical services; business model improvements; business pitch development; improving prototypes through testing/piloting; improvements in business operations (including human resource management and organizational capacity building/training); strategic marketing; manufacturing; and distribution networks; and partnership identification, building and facilitation; and networking, among other services.
The TA Facility’s business objectives and strategy are driven primarily by customer satisfaction and by the overarching concern about how it can create greater value for SWFF innovators. The lean and robust team constantly monitors the Facility’s orientation to serving innovator needs, in addition to improving its operational efficiency, achieving economies of scale or scope, and closely monitoring the effectiveness of its business tools, methods, and processes.

THE SWFF TECHNICAL ASSISTANCE FACILITY TEAM

The Securing Water for Food Technical Assistance Facility team comprises five Kaizen Company employees: Dr. Donna Vincent Roa, Chief of Party; Kevan Hayes, Acceleration Facilitator; Rami Khyami, Grants and Financial Manager; Steve Simon, M&E Specialist; and Cassy Rodriguez, Jr. Program Coordinator.
The team was augmented by an international intern – Terry Kim, an engineering student from South Korea – who hails from the DC-based, The Washington Center, in addition to external short-term, technical assistance contracts executed on an as-needed basis.

Roseline Tekeu, The Kaizen Company Home Office SWFF Project Manager, Elizabeth Heller, Program Management Coordinator, and Nikki deBaroncelli, Program Management Coordinator, provide direct support in project administration and finances, contracting, management and oversight of the SWFF TA Facility Voucher System, and engagement with USAID on behalf of the company.
EXECUTIVE SUMMARY

This report outlines activities that were designed, managed and delivered by the Securing Water for Food and the Securing Water for Food Technical Assistance Facility between November 2015 and April 2016. The report documents our major activities and achievements, challenges we faced and the solutions we developed to address those challenges, in addition to providing details about the innovators that we serve.

In the past 6 months SWFF awardees have made significant progress towards their milestones, as has been shown through their improved reporting on the Cognito system and through thorough site visits for 40% of the awardees. In addition, the SWFF TA Facility has been able to successfully add additional support to the Voucher system, with 50% of the service providers now being able to provide local support. The Facility has also found new efficiencies and has increased its support to an additional 12 awardees, providing each of them with some specialized support.

The final section of the report covers highlights of the major forthcoming activities that we have planned for the remainder of the year (May 2016 – October 2016).
INNOVATOR SUCCESS STORIES

World Hope – Affordable Greenhouses

World Hope, in partnership with Pennsylvania State University, produces and distributes Affordable Greenhouses that enable year-round growing and a reduction in the water required to grow crops. These greenhouses last over 5 years, can be constructed in just two days, and sell at a $500 price point. Farmers using these greenhouses have increased from 2-3 growing cycles to 4-5 growing cycles a year, smoothing out their income streams across the year and reducing the variability of their food sources. In Mozambique alone, customers with greenhouses have produced more than 700 tons of produce for sale.

While further refining its business model, the Affordable Greenhouses project discovered a niche value proposition. The initial focus of the project was on enabling increased growing cycles across a year. However, what the project team discovered was that many of the customers they were targeting were struggling to produce the seedlings that would grow into vegetable producing plants.

As a result, a niche business model emerged. Greenhouse growers with advanced growing skills began to grow seedlings for sale to those farmers that struggled with the initial planting phase. Now, some greenhouse owners grow to produce vegetables, while others are building their own seedling businesses.

Adaptive Symbiotic Technologies - BioEnsure®

Adaptive Symbiotic Technologies (AST) has created a fungal seed and plant treatment, BioEnsure, that when sprayed onto seeds, helps plants to adapt to water-related stress. BioEnsure® enables crops to grow in suboptimal conditions and use 50% less water.
India field tests demonstrated a 29% increase in yield for crops using BioEnsure® on their plants.

AST recently received excellent publicity through their story featured in Grist magazine, with the article being facilitated by SWFF communication and outreach activities. As Rusty Rodriguez stated, “the Grist article comes out and validates us. Lots of people are developing new products in bio ag, but very few have validated results. People understand we are bringing something different to the market. Articles like this help us to get a different response in meetings with potential partners and investors.” Shortly after the article was published, AST closed a deal for approximately $2.7 million in funding, which AST noted was due in part to the positive press from the Grist article.

Si Technologies - NewSil

The SWFF team visited Si Technologies’ local partners and customers in January 2016. Though the site visit occurred before the bulk of Year 1 customers had received their products, the team observed very promising results from a number of early adopters of the NewSil treatment.

In one case, greenhouse plantings of cucumber experienced a 37% yield increase over a 6-month season. In another farm greenhouse, tomato yield doubled after the farmer’s growing season was lengthened from 3 to 5 months as a result of using the product.

aQysta – Barsha Pumps

aQysta has made significant headway in selling water-powered pumps to farmers in Nepal, in spite of a 3-month delay from political disruptions and border closings. They have doubled sales in the second year of SWFF implementation to 20 units, identified a local distributor, and shifted manufacture of the pumps to local facilities.
SWFF TA FACILITY OVERVIEW AND CONTEXT

During the first six months of this project year, the TA Facility has completed 14 of the 97 work deliverables. Fifty-nine are classified as “in progress,” and 24 activities (many of which are programmed to support the Round 4 Call for Entries and intake of new innovators) have not been started. Twenty-two of the Year 1 categories were deemed necessary to include in the TA Facility’s Year 2 Workplan. The team is on target to complete 100% of the deliverables documented in the TA Facility’s Year 2 Work Breakdown Structure.

Categories of deliverables include: USAID reporting compliance & engagement with USAID; onboarding awardees to the TA Facility; managing awardee milestones and milestone-based funding; acceleration and SOW service delivery; effective management of acceleration services promoting SWFF, branding and communication; expanding the SWFF awardee network, and facilitating partnerships; and consortium management and consortium relations.

WORK PLAN DELIVERABLE STATUS

Summary of TA Facility Innovator Support Engagements

The table below provides a summary of the support engagements assigned to the TA Facility’s lines of support to be completed in this project year ending in October 2016.
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<th>Support Type</th>
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<td>Groasis Waterboxx</td>
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<td>Financing Models</td>
<td>AgroSolar Irrigation</td>
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<td>Groasis Waterboxx</td>
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<td><strong>Consortium Member: SNV</strong></td>
<td>Business Model and Strategy Development</td>
<td>Irrigation Scheduling System</td>
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<td>Monitoring and Evaluation</td>
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<td>Technical Advisory and Engineering Support</td>
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<td>Human Capital Advisory</td>
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## ACCELERATION SUPPORT

### Acceleration Work Planning (AWP) Overview

The TA Facility has worked to apply industry best and next practices to deliver acceleration support that would improve our innovators’ overall business effectiveness, organizational capacity, business growth, brand impact and end-user impact. Our mandate includes:

- Helping innovators advance the development of their innovations and business models, enable penetration of new markets, expand access to capital, build partnerships, and attract more customers
- Working with innovators to make progress towards the indicators that they have set up in their acceleration workplans and M&E portfolios
• Documenting lessons learned to provide insights into the success of the innovators and where possible contribute to the growing evidence that entrepreneurship, economic growth and poverty reduction has a causal relationship

• Applying lessons learned and effectiveness measures across our operation to ensure effective and efficient delivery of services

Through its needs-based assessment process and the use of a diagnostic tool, the TA Facility identified and delivered integrated packages of support services (e.g., technical support, one-on-one mentoring, training, and access to specialist service providers) to help innovators achieve their milestone targets and overcome economic, financial, and institutional barriers to scale. The TA Facility has identified 50+ scopes of work for delivery in Year 2 that address core components of the business model, product design and enhancement, and operational capacity building.

The Acceleration Work Planning process is multi-step and designed to work in collaboration with the innovator. Through the process, the TA Facility, SWFF Team Lead and the awardees defined the milestone targets to which the innovator would be held accountable for continuation in the SWFF program, clarified the evidence to be gathered to demonstrate achievement of those targets, and through phone consultations informed by the Innovator Needs Diagnostic, outcomes of prior support engagements, and project updates, identified organizational strengths and weaknesses to be addressed with technical assistance. Support services are mutually agreed between the innovator and SWFF program as priorities for hitting milestone targets and overcoming barriers to scale.
Once an innovator’s support needs are clarified, the TA Facility identifies the most relevant and cost-effective resource available to address the need through four lines of support. The first line of support is the TA Facility itself, considering staff member capabilities, capacity and availability. The second line is USAID and its relevant partnerships (volunteer or pro bono services). The third line is the consortium of organizations that are contracted to deliver services on a fee basis (Imagine H2O and SNV Global). The fourth line is the voucher system comprised of 35 vendors, approximately half of which are locally based in SWFF implementation countries.

The TA Facility then engages with the selected support providers and the innovators to draft and agree on detailed work plans and ensure that deliverables and objectives are met. The TA Facility checks in with the innovators to ensure a high level of customer service and satisfaction with the service provider engaging with them.
Key operational successes to date include efficiencies and support delivery enhancements that have been built into the acceleration work planning process described in the Updates section below. Key acceleration support successes include:

- A connection made on behalf of Practical Action with PRAN, a Bangladesh-based food and drink distributor, which has led to discussions of an MOU for the sale of sandbar pumpkins
- A connection and MOU signed between aQysta and a Nepal-based distribution partner
- Enhanced presentation and compelling storytelling capacity for M-Fodder, most recently applied at the Global Forum for Innovations in Agriculture
- Enhanced strategic decision making tools for aQysta and Aybar
- Applied techniques for clarifying the product’s value proposition among customers for Groasis Waterboxx
- Enhanced and actionable water consumption savings measurement techniques for multiple innovators
Updates to the Acceleration Work Planning Process

The lessons learned from Year 1 yielded several adjustments to the acceleration work planning process to streamline need identification and improve support delivery. The primary updates to the process are described below.

**Acceleration Facilitator involvement in all support engagement kick off calls.** In Year 1, the TA Facility intentionally took a lightweight approach to service delivery. The purpose was to connect the support provider to the innovator and then let the engagement develop from there without the TA Facility in the middle. In too many cases, rather than streamline the engagement, this approach left uncertainty in the innovators’ minds regarding the association between the support provider and the TA Facility and the TA Facility’s role in facilitating the support. To resolve this, the Acceleration Facilitator Kevan Hayes now joins every kickoff call, facilitating introductions on the call and covering the overall process of support delivery and the roles of the TA Facility, the support provider, and the innovator.

The Acceleration Facilitator also provides a high level overview of the support need and emphasizes the characteristics of a quality service engagement in the SWFF context, namely tangible deliverables and actionable follow-on steps rather than high level reports. Within a very short period of time, both the innovators and the support providers view this change as positive in helping the support engagement get off to the right start.

**Innovator Needs Diagnostic to clarify performance gaps and to align services.** To assess the support needs for Round 3 innovators the TA Facility created an Innovator Needs Diagnostic to clarify the state of their business models. The Diagnostic covers various aspects of the business model such as their understanding of the value proposition from the perspective of the customer, the partnership types needed, their understanding of the kinds of financing and investment available, and their understanding of the competitor landscape and alternative products, among other
areas. The Diagnostic provides a tool to enable the TA Facility to be a better advisor to the innovator, highlighting gaps that they should consider addressing through SWFF technical assistance.

**Providing locally based acceleration support whenever possible.** Feedback from innovators receiving technical assistance in Year 1 indicated that in some circumstances the support delivered required local context and knowledge. Without that local context, in several cases the support was more of an academic exercise. As a result, the TA Facility shifted toward locally based support delivery through its voucher system. Across January and February, the TA Facility researched and identified consultancies and subject matter experts located in the countries of SWFF implementation and invited them to apply to the voucher system. As a result, the percentage of locally based providers available in the voucher system increases from 12.5% to nearly 45%.

**Enabling collaboration across support providers.** An innovator is likely to have multiple support providers working with them across the life of their award. The TA Facility sought to create a collaborative environment across support providers so that they are freely sharing what they have learned from and delivered to an innovator with any other support provider working with the same innovator.

To create this collaboration, the TA Facility established a Google Drive folder for each innovator and shared them with all support providers. These Google Drive folders contain all deliverables from prior support engagements, the innovator’s application to the SWFF program, the Innovator Needs Diagnostic responses, any scopes of work applicable to them, and notes from site visits, among other documentation.

This information can be used by a support provider to get up to speed on the innovator and better inform their approach and advisory. In addition, the TA Facility has shared a support calendar that contains all the support requests from all innovators and the
timing of delivery. Additionally, that calendar contains the contact information for the provider that delivered or will deliver the support. A support provider can use this calendar and contact information to reach out to other providers to discuss and share ideas to better inform the support delivered.

Involving the innovator in support provider selection. In Year 1, there were a couple of examples where quality of the support service delivered fell short of expectations due to the support being at too high a level and not grounded in local context to be actionable. To increase innovator confidence in the support provider selected to work with them, the TA Facility has in some cases begun to vet the potential support providers to a final two and provides the innovator an opportunity to speak with each to gain a comfort level with their ability to meet their needs. This approach is being tested with World Hope and Practical Action in Year 2.

Enhancing the support engagement work plan template. Revisions have been made to the work plan template to clarify expectations of the support to deliver between the support provider and the innovator. Additional sections cover what is not in scope and how much effort and time is expected from the innovator’s staff.

These revisions further clarify expectations and reduce the risk of surprises during support delivery. Additionally, work plans are including the relevant milestones and targets so that there is a clear connection between support and the target for the innovator and the provider has a greater understanding for both the immediate term and longer-term goals of the support.

Ongoing Challenges and Potential Solutions

In Year 2, the TA Facility will continue to work to bring solutions to challenges faced in the smooth and expedient delivery of support services. Some of the key challenges are discussed below. The TA Facility is actively building a repository of materials for each
innovator that help the support provider come up to speed quickly on an innovator and allow early support engagement discussions with the innovator to go deeper and also inform the work plan of support delivery. A gap in the documentation in the repository relates to business model materials.

Specifically for each innovator we lack financial models, outcomes of surveys designed to get customer feedback and value proposition insight, cash flow forecasts, product or service brochures and early marketing materials, evaluation results of product performance, and other materials related to the components of their business models.

Currently this material is being gathered from an innovator at the beginning of a support engagement. However, the time taken to gather this important information extends the time to delivery. As a solution, for the Round 4 innovators SWFF will ask for submission of documents from a checklist provided to them that will cover various aspects of their business models.

A second challenge is the maturity of innovator organizations and business models to absorb and maximize the value of the support engagements they are scheduled to receive. In some cases, an innovator that is requesting sales and marketing support, for example, does not have a clear understanding of the value proposition of their product or service from the perspective of their customers. In multiple instances, innovators have not conducted the surveys and interviews with their customers to get a large enough data set to clarify the pain points of their customer and the value proposition that addresses those pain points.

In this example, customer segmentation and the product’s value proposition are essential building blocks for an effective sales and marketing plan. On a case-by-case basis, the TA Facility is shifting these support engagements to focus on the aspects of the business model that will inform a sales and marketing strategy as a prerequisite receiving sales and marketing support. For Round 4 innovators, we will explore the
potential for a standard support service to assist innovators as they clarify their business models.

A third challenge is in managing a collaborative approach across multiple support providers when working with an innovator. The TA Facility has put in place several mechanisms to encourage collaboration including the support delivery calendar, the provider contact information, and the shared Google Drive folders containing prior support engagement reports and deliverables. The Acceleration Facilitator also consistently communicates the need to collaborate to support providers when an engagement begins and emphasizes the resources and contacts available. We will monitor the effectiveness of these solutions over the course of Year 2 and make adjustments as necessary. We pivot accordingly with each new piece of information that we receive and make adjustments with an eye towards benefitting the innovator.

**Updates to the Voucher System**

Shoring up the voucher system has enhanced our ability to scale. In the past six months, we have refined the usage of our two sophisticated online platforms that make up the voucher system (Podio and Screendoor) and have been working out any technical kinks. We have been increasing our utilization of the Podio platform, including its capabilities to populate agreement documents and send automated emails to vendors and innovators directly through the system (versus us communicating by manually populating templates and writing messages).

The Kaizen Company Home Office staff have trained TA Facility staff members on voucher system tools, so that multiple team members are now equipped to lead parts of the voucher system process, namely use of the Screendoor platform to post the solicitations to share with pre-approved vendors.
Most notably, through a rigorous process the team has selected an additional 18 vendors to join the voucher system (see Annex C). Extensive research led to a broad working list of potential vendors, many local to the countries where our innovators are based. The solicitation for the Round II Blanket Purchase Agreement (BPA) was shared in late February with this list of potential vendors and was posted publicly on The Kaizen Company’s website and shared widely by the SWFF TA Facility and various members of the Kaizen Home Office.

Twenty-six (26) proposals were received and reviewed carefully by the team, and 18 vendors were selected in early March as part of Round 2, to become eligible to provide services to innovators across 19 service categories. Since the new vendors were added to the system Kaizen has released four new call orders. We expect to process over 50 scopes of work in the remainder of this project year.

A kick-off introduction conference call was scheduled with the new vendors in the first week of May to orient them to the TA Facility and the Securing Water for Food innovators.

M&E AWARDEE PERFORMANCE MONITORING OVERVIEW

SWFF M&E support is grouped into two portfolios. The first is to build the performance monitoring capacity of SWFF awardees and to assist SWFF Team Lead Dr. Ku McMahan in evaluating the data quality and progress reported by SWFF Awardees. The second portfolio is that of the performance monitoring of the TA Facility itself, which is discussed in the TA Facility Performance Monitoring Summary.

Overall, significant progress has been made in building the capacity of SWFF awardees to report results to the SWFF program, and as of May 10, 2016, one awardee just
began their second year of implementation and 21 awardees have a six-month submission that is in-progress.

A key change was made in the awardee reporting process from Year 1 to Year 2 of the SWFF program. A widely discussed pain point for awardees was their input of results into the DevResults system. The user interface was not intuitive, with no clear sequential “flow” of data entry steps. As a tool that is typically used by program-level staff, entering data pertinent to their one award often required accessing multiple disconnected sections of the platform. This caused much confusion for the SWFF innovators. From a data quality assurance perspective, the TA Facility spent a significant amount of time correcting awardee mistakes, as the system had editing permissions that allowed awardees to edit data that was unrelated to their semi-annual reporting.

The TA Facility M&E Specialist has created a new data entry process that mitigates these concerns by removing direct awardee interaction with DevResults from the process. The new system instead allows collection of awardee results data, narrative, and backup documentation through a customized survey platform called Cognito Forms (www.cognitoforms.com) and Google Drive.

The use of Cognito Forms to collect results data and narrative has allowed the TA Facility to create one data collection tool that collects the varying 20+ individualized indicators from all awardees. The tool is designed such that awardees are only prompted for data that is relevant to their organization, has on-screen FAQs to address common questions, and the prompts incorporate guidance that is informed by common mistakes observed in awardee data entry from past reporting periods.

A summary of major activities follows, grouped according to the SWFF awardee-facing responsibilities of the SWFF TA Facility M&E Specialist, as stated in the SWFF TA Facility M&E Operational Plan:
1. Work with SWFF-level M&E Advisor to develop targets, if applicable, for select indicators

The Acceleration Facilitator, USAID Team Lead, and the M&E Specialist finalized Year 2 targets for all continuing Round 1 awardees and new Round 3 awardees in AWP calls in October 2015.

2. Verify SWFF awardee reporting

All awardee performance monitoring data is currently being reported by awardees directly into the Cognito data collection tool. The SWFF M&E Specialist will enter these results into the DevResults system after completing data quality checks and receiving necessary clarifications from awardees about their supporting documentation.

With this data assembled, the SWFF team will use a portion of the upcoming quarterly call with the awardee to present the SWFF program’s assessment of their progress, with an opportunity for awardees to provide feedback and additional information. As most awardees have reached the mid-year reporting period of their awards, this data collection activity is one that is used to build their capacity to report accurate data at the end of the year.

The following is a summary of awardee progress against their milestone indicators.
3. **Build capacity of SWFF awardees to report M&E data accurately and on-time and develop training guides for awardees**

The transition of awardee direct reporting away from DevResults began with development of the Cognito data tool in Year 1, with an early beta-test of sample forms on two volunteer awardees (Adaptive Symbiotic Technologies and Practical Action) that were chosen because of their willingness to give honest feedback and their differing organizational perspectives (high internet connectivity vs. limited internet connectivity).

Their feedback was incorporated into the form, and the tool was trialed to collect the Year 1 annual submission of a single awardee whose reporting schedule was offset from others in the program. All awardees were provided with a live webinar and recording where the TA Facility M&E Specialist and USAID Team Lead Dr. Ku McMahan walked awardees through an example submission by a fictional awardee.
Feedback from awardees on the new reporting system has been consistently positive. Awardees have noted that it is “intuitive,” “easy to use,” and “straightforward” with a clear roadmap of sequential steps at the top of the page that makes navigation easy.

They have noted that it is easy to save their progress and enter data as they receive it, and that whereas before file management in DevResults was time consuming, files are more easily managed in the shared Google Drive folders. The process of granting awardees access permissions in Google Drive has been the primary focus of improvement, as they often attempt to access the file system with new unrecognized Google accounts. The only current requested change to the data collection tool is incorporating a summarized results table at the end to facilitate a final review before submission.

The TA Facility anticipates receiving additional feedback after the remaining 21 awardees complete their mid-year submissions and will incorporate suggested changes into the system. The fact that the data collection tool was created in-house and can be easily modified is an asset towards making awardee reporting as intuitive as possible.

Awardees were also given an updated guide of suggested types of backup documentation to include with their data submissions. The SWFF M&E Specialist continues to provide multiple rounds of feedback at both the six-month and 11-month points of awardee progress reporting. See an example of the SWFF reporting tool below.
4. Assist in developing Awardee technical indicators, as needed, for Securing Water for Food metrics

All current SWFF indicators were developed during the intake process of Round 1 and Round 3 awardees. In Year 2, the SWFF team pivoted in response to the confusion expressed in Year 1 about data collection requirements by awardees. In the intake of Round 3 awardees, the SWFF team dedicated a larger part of the Acceleration Work Planning call to explicit conversations about measurement, and the Acceleration Work Plan document itself was expanded to require extra detail from awardees regarding their data collection procedures. With this information, there has still been a need to engage in awardee capacity building around water-related data collection and measurements.
In order to provide highly tailored support to the varying SWFF projects, the SWFF team incorporated the Innovation Investment Advisory Committee member Dr. Beverly McIntyre, seconded to USAID from IWMI, into a consultative review process with every awardee. Awardees were initially surveyed to determine their pre-SWFF water measurement methodologies, their access to relevant equipment/technology/data sets/resources, and they were asked to propose an initial plan for determining their water-related results. These responses were gathered, and along with a review of their applications and acceleration work plans, Dr. Beverly McIntyre, Dr. Ku McMahan, and the TA Facility M&E Specialist Steve Simon provided detailed guidance to awardees for measuring their water-related results.

The process not only increased awardee capacity to report results, but also realigned certain aspects of the SWFF program to better capture awardee impacts. In two cases, it was determined that an entirely different water indicator was more appropriate (and easier to collect) for awardees. In two cases, awardees requested additional technical assistance from the TA Facility M&E Specialist to refine their data collection plans, which was provided both remotely and during subsequent site visits.

**Lessons Learned**

On April 20-21, 2016, SWFF Program Lead Dr. Ku McMahan and SWFF M&E Specialist Steve Simon participated in the Grand Challenges Learning and Evaluation Meeting, with Dr. McMahan serving as a panelist on monitoring and evaluation and participating with the SWFF M&E Specialist in a roundtable Q&A session. The SWFF Grand Challenge shared learnings on the capture of lessons learned, awardee selection, and the ongoing methods of monitoring and evaluation.
Ongoing Challenges and Potential Solutions

As Year 2 of the SWFF program has progressed, some of the key challenges in the M&E portfolio are as follows:

As the number of awardees has increased, it has become more challenging to check the quality of data that awardees submit in their semi-annual reports. The M&E Specialist is mitigating this concern in three ways.

- The SWFF TA Facility interns recruited through the Washington Center are highly motivated and thus far have shown a high attention to detail in their work. The M&E Specialist trialed using Washington Center interns to complete time-intensive, yet simple quality assurance tasks in the beginning of Year 2 and will expand this practice in the second half of the year.
- A significant amount of time was wasted in Year 1 undoing mistaken entries by awardees in the DevResults system, due to a poor permissioning system in that product. The newly created reporting tool collects only the information that is needed, and frames queries based on lessons learned about prior mistakes that awardees commonly made in reporting. The use of this system will reduce the amount of time needed to review submissions, as they will be higher quality when submitted.
- The start of site visits and quarterly calls with awardee provides valuable context that will allow the M&E Specialist to ask fewer follow-up questions when awardee submissions are not entirely clear.

In Year 2, all awardees are implementing small-scale control trials to ground-truth the assumptions behind their declared water savings. Given the diversity of awardees, ensuring quality plans to collect data among the awardee cohort is a challenge.
• The increased reliance on the IIAC for pro-bono technical expertise has allowed the SWFF (with support from IIAC member Dr. Beverly McIntyre, Dr. Ku McMahan, and SWFF M&E Specialist Steve Simon) to provide tailored support to all awardees with regard to water-savings measures. The TA Facility is also using site visits as an opportunity to review water data collection plans, and where possible, to provide feedback on ongoing water measurements in the field.

In Year 2, the SWFF is visiting a significant proportion of awardees in the field to gain a better understanding of the ongoing impacts of the projects on customers.

• SWFF values transparent feedback from these customers, as it allows the team to pivot in the various forms of support provided to awardees, if needed. Therefore it is important that the customers visited to determine impact are not skewed towards those that are most successfully implementing the SWFF awardee technologies and approaches.

• In order to ensure that a representative sample of local customers are surveyed, the TA Facility uses prior documentation submitted by awardees to pro-actively suggest a random (or cluster sampled) selection of customers.

• Awardees are asked to justify any changes to this requested subset, to reduce the chance that successes will be over-represented.

• When interviewing customers, the SWFF asked a standard set of detailed questions to collect impact results that can be compared across sites, and where possible, utilizes translators who are unbiased in reporting farmer feedback.

The TA Facility portfolios are structured to address the following overall results: increased usage/uptake of innovations, increased technical capacity of innovations, increased financial sustainability of innovations, and efficient management of milestone-based funds. The figure below illustrates how the activities that comprise the TA Facility portfolios contribute to those end results. The table that follows summarizes TA Facility progress towards the metrics by which these activities are measured.
### SUMMARY OF TA FACILITY METRICS

<table>
<thead>
<tr>
<th>Indicator</th>
<th>TARGET</th>
<th>YEAR 2 ACTUAL</th>
<th>TARGET MET</th>
<th>REPORTING FREQUENCY</th>
</tr>
</thead>
<tbody>
<tr>
<td>IR1: Technical Assistance &amp; Scaling</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>QoSS: How effective was process to define services that are most valuable?</td>
<td>4.5/5.0</td>
<td>4.52/5</td>
<td>YES</td>
<td>Annual</td>
</tr>
<tr>
<td>IR1.2: Technical and scaling assistance is high quality, needs-based and mutually agreed upon</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% of awardees with increased technical capacity (tally)</td>
<td>60%</td>
<td>35.7%</td>
<td>ON</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td>Metric</td>
<td>Percentages</td>
<td>Track</td>
<td>Reporting Frequency</td>
<td></td>
</tr>
<tr>
<td>-----------------------------------------------------------------------</td>
<td>-------------</td>
<td>-------</td>
<td>---------------------</td>
<td></td>
</tr>
<tr>
<td>Count of services that are in that category</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>% of service delivery surveys completed by innovators</td>
<td>80%</td>
<td>YES</td>
<td>Semi-Annual</td>
<td></td>
</tr>
<tr>
<td>Average NetPromoter Score received on innovator service delivery surveys</td>
<td>7/10</td>
<td>YES</td>
<td>Semi-Annual</td>
<td></td>
</tr>
<tr>
<td>% of awardees with increased usage/uptake of SWFF innovations (Y/N)</td>
<td>60%</td>
<td>TBD</td>
<td>Annual</td>
<td></td>
</tr>
<tr>
<td>Percentage of mutually agreed upon support requests that are in delivery pipeline at support delivery or completed</td>
<td>100%</td>
<td>52.9%</td>
<td>ON TRACK</td>
<td></td>
</tr>
<tr>
<td>Percentage of providers in voucher system who are based in innovator-specific countries</td>
<td>50%</td>
<td>45%</td>
<td>ON TRACK</td>
<td></td>
</tr>
</tbody>
</table>

**IR2: Grants & Financial Management**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Percentages</th>
<th>Track</th>
<th>Reporting Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of awardees who successfully complied with and met PAS requirements</td>
<td>100%</td>
<td>50%</td>
<td>ON TRACK</td>
</tr>
<tr>
<td>QoSS: Percentage of awardees reporting positive effects from PAS process on their organization</td>
<td>50%</td>
<td>61.90%</td>
<td>YES</td>
</tr>
<tr>
<td>% of awardees with an increased rating of awardee financial systems from TA Facility and consortium (Poor / Acceptable / Strong)</td>
<td>75%</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>% of awardees who report that the TA Facility assistance was useful in completing financial forms</td>
<td>25%</td>
<td>38%</td>
<td>YES</td>
</tr>
<tr>
<td>% of awardees who experienced a reduced time to sign (with/without)</td>
<td>25%</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>% of awardees who received first disbursement faster with TA Facility (as compared to control group in Y1)</td>
<td>25%</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>% of awardees who received first disbursement faster with TA Facility (as compared to DIV)</td>
<td>25%</td>
<td>TBD</td>
<td>Annual</td>
</tr>
</tbody>
</table>

**IR3: Monitoring & Evaluation**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Percentages</th>
<th>Track</th>
<th>Reporting Frequency</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of innovators with requisite quarterly calls held</td>
<td>100%</td>
<td>77%</td>
<td>ON TRACK</td>
</tr>
<tr>
<td>% of awardees with streamlined reporting (Cognito + quarterly call + 1 set of questions)</td>
<td>80%</td>
<td>100%</td>
<td>YES</td>
</tr>
<tr>
<td>Mid-term and end-of-year reports per awardee</td>
<td>100%</td>
<td>100%</td>
<td>YES</td>
</tr>
<tr>
<td>Average level of evidence of SWFF awardees</td>
<td>1.5</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>QoSS: I feel prepared to collect data for (all / most / some / few) of our milestones.</td>
<td>3/4</td>
<td>3.24/4</td>
<td>YES</td>
</tr>
<tr>
<td>Percentage of innovators using M&amp;E data to advance their innovation or business</td>
<td>40%</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>---</td>
<td>---</td>
<td>---</td>
<td>---</td>
</tr>
</tbody>
</table>

**IR4: Communication, Visual Identity & Partnerships**

<table>
<thead>
<tr>
<th>% completion of communication deliverables</th>
<th>100%</th>
<th>90%</th>
<th>ON TRACK</th>
<th>Semi-Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td># of LL/communication materials produced by TA Facility (including reports, stories, case studies, etc.) that are shared</td>
<td>100</td>
<td>78</td>
<td>ON TRACK</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td># of partnerships leveraged to address the critical barriers of the SWFF Grand Challenge by TA Facility</td>
<td>0</td>
<td>0</td>
<td>YES</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td># of awardees with increased partnerships</td>
<td>5</td>
<td>TBD</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>$ and % of outside funding beyond SWFF award funding</td>
<td>25%</td>
<td>TBD</td>
<td>TBD</td>
<td>Annual</td>
</tr>
</tbody>
</table>

**IR5: TA Facility Administration**

<table>
<thead>
<tr>
<th>% of awardees that rate TA Facility responsiveness at 6/7</th>
<th>80%</th>
<th>95.2%</th>
<th>YES</th>
<th>Semi-Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td>% of awardees that rate TA Facility understanding of awardee needs at 6/7</td>
<td>80%</td>
<td>76.2%</td>
<td>NO</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td>% of awardees that rate TA Facility as helpful towards awardee goals at 6/7</td>
<td>80%</td>
<td>71.4%</td>
<td>NO</td>
<td>Semi-Annual</td>
</tr>
<tr>
<td>$$ of volunteer services/$$ of paid services</td>
<td>5%</td>
<td>TBD</td>
<td>TBD</td>
<td>Annual</td>
</tr>
<tr>
<td>$$ value of services per LOE, as compared to industry standards</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>Annual</td>
</tr>
</tbody>
</table>

**GRANTS MANAGEMENT OVERVIEW**

Grants Management refers to the capacity building, assistance, and support provided to SWFF innovators in order to comply with USAID standard rules and regulations (USAID operational policies and procedures).
Capacity building was carried out by the Grants Manager Rami Khyami through: 1) Kick-off virtual webinar for all SWFF innovators; 2) Specialized optional webinar for all SWFF innovators; 3) Ongoing one-on-one support to answer SWFF innovators’ inquiries and provide assistance; 4) Tools to streamline financial reporting; and 5) Tailored support to strengthen innovators’ financial systems (as part of the acceleration support).

For this reporting period, grants and compliance functions included:

- Pre-award activities: describe the pre-award phase prior to applicants being selected as finalists and include specific support that assisted finalists once they were selected in order to complete their award requirements.
- Assisting finalists in: 1) Completing the award budget and budget narrative; 2) Completing required certifications for the specific type of award; 3) Completing the required Assessment of Environment Consequences; 4) Collecting specific information required to complete the award including banking information; and 5) Completing the Pre-award Assessment Survey.
Pre-award Assessment Survey (PAS)

The goal of the pre-award assessment survey is to assess the financial and organizational strength in the following areas: Organization structure and legal status, internal controls and segregation of duties, standard written policies and procedures, current financial and accounting systems, budgeting, annual audits, and staff general experience and knowledge of USAID policies and procedures. The narrative consisted of an explanation of the PAS requirements, areas to be assessed, process of administering the assessment, and outcome and decision making process.

Round 1 Innovators (Cooperative Agreements)

The Grants Manager Rami Khyami shared the PAS requirements with the SWFF innovators and was available for continuous assistance and support. The SWFF innovators were then provided with the necessary documentation to facilitate completion of the PAS. A few (or some of the) SWFF innovators’ PAS were conducted over the phone or via Skype call. Scoring the PAS was done through assigning high, medium, or low risk categories to each of the SWFF innovators. The scores correlated with qualitative data that was also collected.

The outcome of each survey was discussed and cleared by the AOR and AO. Some scores also resulted in a recommended action plan that consisted of correction actions to be implemented by the SWFF innovator and TA Facility engagement in capacity building activities. All Round 1 SWFF awardees met all of their PAS requirements.

Grants Capacity Building for Innovators

Round 3 Innovators (Fixed Amount Awards)

The Grants Manager modified the PAS assessment tool by simplifying it and reducing redundancy of information needed to meet specific requirements. Standard PAS
templates (including sample policies, procedures, forms, checklists, and matrices) were established and shared with all awardees prior to administering PAS.

As a result of these preemptive measures, any gaps in their systems that might have resulted in them not meeting PAS requirements were identified before completing the PAS, and the templates were available to be implemented after being modified to the organization’s needs. PAS requirements and necessary information were shared with the twelve SWFF innovators, while providing ongoing support and assistance. The PAS was completed for all Round 3 innovators, and the PAS requirements were listed in the innovators’ award documents.

Upon receiving their contracts, award recipients received explanation of any outstanding requirements and support was continuously being provided to assist them in implementing the standard templates and addressing any remaining gaps.

The Grants Administrator:

- Provided assistance to Round 3 innovators and reviewed their budgets and budget narrative, assisted in completing required award certifications and environment assessments, and registration with DUNS and SAM
- Facilitated completion of award documents and worked closely with the AO and AOR to ensure all innovators have all information needed to finalize their awards
- Shared sample templates to be implemented by innovators to meet the pre-award survey assessment
- Provided assistance to various innovators and explained how such templates should be implemented.
Out of the twelve award recipients, one innovator was exempted from the PAS, five met and passed the requirements, and six are in the process of enhancing their systems to meet the requirements.

The Grants Manager continued providing support to Round 1 and Round 2 innovators and responded to ad hoc questions raised by innovators. For Round 1 innovators, and during year two, the cash-flow tool has been enhanced to capture detailed cost-share requirements, and Google Drive and Google sheets have been utilized to streamline the process and reduce the burden on awardees, and online collaboration has been introduced. As a result, time and effort to update the cash flow, and clear the funding requests has been decreased.

For Round 3 innovators, a webinar in collaboration with the AO and AOR has been conducted to provide guidance and instructions on how to properly complete voucher payments (Form SF-1034). Accordingly, all Round 3 innovators received funds within 60 days of meeting the milestone requirements.

The SWFF Help Guide has also been updated to incorporate tips and instructions related to Round 3 award requirements.

Support activities to SWFF innovators included: 1) Conducting an information and instructional webinar to familiarize innovators with financial reporting requirements
and standard USAID process; 2) One-on-one training sessions over conference calls and Skype; 3) Providing innovators with guidance materials, instructional guide, and explanations to specific requirements; and 4) Responding to ad hoc inquiries.

Additional support has been provided to various innovators as part of the acceleration support provided by the TA Facility. For example, Aybar Engineering has been receiving ongoing support to enhance their financial systems. The support consisted of:

- Identifying the gaps and addressing the quality of experience needed for the accountant to properly manage financial operations of the organization
- Providing analysis for strategic decisions to executives for organizational growth
- Providing training to the hired accountant on proper operation of international standard accounting package

Moreover, Adaptive Symbiotic Technologies identified the need to establish an employee handbook in preparation for expansion and for hiring additional employees in the near future. The Grants Manager assisted in drafting a handbook that meets the organization needs, while complying with standard legal requirements. In the near future, support will be provided to Conservation South Africa (CSA) in developing the capacity of the rangers. Training will be provided to develop their financial and accounting skills to properly manage the accounting operations of the organization.

COMMUNICATION, THE SWFF IDENTITY & PARTNERSHIPS

Revitalizing the SWFF Identity

During the fall 2015 Innovation Investment Advisory Committee (IIAC) meeting in Washington, DC, several of the participants noted that SWFF should upgrade and
revitalize its identity to more accurately reflect the great work that was being accomplished program-wide. They suggested that the SWFF identity should garner positive attention for the program; be an inspiration for and evoke positive emotions among current and potential stakeholders; and show that we fully understand, appreciate and can implement the “good design is good business” principle. Adopted by the SWFF TA Facility in late fall and initiated in February, the project objectives were to:

- Elevate the SWFF brand to an ideal future identity that better serves the intentions of our Founding Partners and highlight the evolving nature and importance of this program
- Meet the requests, high standards and expectations of the Securing Water for Food Innovation Investment Advisory Committee
- Stimulate pride and engagement amongst our current slate of innovators and wide range of influencers and stakeholders
- Create a look and feel that piques the interest of potential partners, social impact investors, other governments and USAID missions

Our planned vision for the identity was to convey that SWFF is sophisticated, dynamic, and modern. We sought to create materials that show that the program is a world-class actor in the water-ag nexus and backed by the world’s leading donors.
From an archetype standpoint, we are: 1) primary: hero and 2) secondary: creative. The Securing Water for Food program one-pager below illustrates the new color palette and the hero and creative archetypes. The Securing Water for Food program one-pager illustrates the new color palette and the hero and creative archetypes.

SWFF Chief of Party, Dr. Donna Vincent Roa managed the procurement, redesign and launch of the SWFF program website (www.securingwaterforfood.org). Designed with a clean, modern look and feel and positioned to feature the innovators, the 10-page website includes a home page that highlights innovators, a rotating panel of innovator photographs, an active news and updates feed, and a Twitter feed. A variety of other materials were redone to match the new SWFF identity including the SWFF newsletter, the SWFF Chief of Party Communiqué, the SWFF Annual Report, the SWFF PowerPoint deck and numerous other related templates. Initiated in February, 26 of 29 deliverables were completed through April 31, 2016. Two samples are given below: the SWFF website and sample pages from the SWFF annual report.
A BILLION PEOPLE ON THE PLANET DON'T HAVE ENOUGH TO EAT.

Securing Water for Food sources and accelerates innovations that enable the production of more food with less water, and/or make more water available for food production, processing, and distribution.

30
SWFF Innovators

28
Countries

1991
Tons of food produced with SWFF funds
Chief of Party Communiqué

During this reporting period, SWFF, through Chief of Party, Dr. Donna Vincent Roa, sent 10 COP Communiqué newsletters to the innovators, USAID and to SWFF or TA Facility interested parties (156 subscribers). The communication tool features a variety of news and update items including acceleration work planning, M&E, pre-award surveys, financial reporting, event details, in addition to providing relevant USAID updates, a resource section, and a featured photograph of one of the innovators. A key objective of the newsletter is to consolidate communication from each of the team members and the USAID SWFF Team Lead to our innovator community.

SWFF Program Newsletter

During the transition of the communication and visual identity portfolio to the TA Facility from another USAID contractor and during the gap between communication service providers procured through the Voucher System, the TA Facility Chief of Party prepared and sent out one SWFF program newsletter. The new communication vendor picked up this task in May 2016.

Partnerships

The TA Facility’s goal for partnering is to expand the ecosystem that SWFF innovators have at their disposal to connect with subject matter experts, develop potential partner leads, leverage practical tools and resources, and identify investor groups with complementary funding initiatives. The team actively manages strategic alliances to enhance the value of our acceleration services portfolio to the SWFF innovators.

While we have maintained our efforts in looking for ways to develop strong and meaningful partnerships that would add value to our innovators, at the time of this report, we are currently in stasis until we have a final definition on the legal authority
from OAA on the classification of volunteer activities and how we should treat the arrangements from USAID’s perspective. Once we get this information, we will renew our efforts to secure high-value partnership for our innovators. Here’s a summary update of our partnership arrangements:

• **Sidley Austin** – We have engaged Sidley Austin to work with TAHMO, now a SWFF alumnus, to create a series of contract templates for the various types of contracts they use when formalizing partnerships. The contract templates will enable TAHMO to more rapidly enter into agreements, especially as they expand to other countries, by enabling adaption of a contract to a country context rather than starting from a blank page. Additionally, the TA Facility has discussed the potential for Sidley Austin to provide legal services for the life of the organization to three SWFF awardees. In Year 2, we will engage Sidley Austin to formalize this discussion and move toward the selection of three awardees to participate.

• **Johns Hopkins University** – This partnership was completed. Eighty-one students participated in the activity and provided a variety of communication deliverables for the Round 1 SWFF Innovators. The final product – a 150+ page report – will be used as a backdrop to inform the 2016 communication efforts.

• **Peace Corps** – The TA Facility met with the Peace Corps to discuss how SWFF innovations could be incorporated into Peace Corps activities or how Peace Corps volunteers could actively participate and work with SWFF innovators. Ignitia’s and Reel Gardening’s specific needs were presented to the Peace Corps officials with the idea that we could map a Peace Corps volunteer to the organization to address one or two of its current personnel needs. Peace Corps officials recommended the Peace Corps Response Program, a 16-month Peace Corps program, which is free to the organization or business who applies for a volunteer. The Peace Corps covers and supports logistics, medical insurance, and salary/stipend for the volunteer.

• **Global Good** – Global Good is a collaboration between Bill Gates and Intellectual Ventures to address human suffering in developing countries from...
causes that humanity has the scientific and technical ability to solve. The collaboration invents, develops, and deploys commercially-viable technologies that improve life in developing countries. Recently, the SWFF TA Facility has been in discussions concerning specific innovator support requests that align to Global Good’s areas of expertise. The TA Facility has submitted three support requests to Global Good to review for its ability to deliver. Those requests include two scientific SME advisory requests for NewSil, a Round 3 innovator, and one product design review request for Aquaponics, another Round 3 innovator.

• **TOMS Shoes** – The TA Facility has been in discussion with TOMS Shoes to act as a coach and mentor for Reel Gardening, which is exploring a similar buy-one-give-one (BOGO) business model. TOMS is widely recognized for its BOGO approach and will have lessons learned around model planning and deployment and pitfalls to avoid. We have recently connected to the Head of Water Giving at TOMS and will continue to explore this connection.

• **Peace Corps Pilot** – By way of background, Peace Corps volunteers operate in country, on the ground and work with communities at the grassroots level. Volunteers are matched within the country and are focused on a specific area based on interests and skills. Volunteers work with a counterpart organization at the local level. The Peace Corps had an initial conversation with Alexis Bonnell (USAID) on how they could engage and collaborate with the Global Development Lab. Peace Corps was looking for ways that they could connect volunteers with some of the innovations being supported by the Lab (e.g., Securing Water for Food innovators). This initial meeting involved a broad-level discussion on current efforts and brainstorming on ways the two parties could work together.

A follow-on meeting was held with the Securing Water for Food team and Peace Corps to discuss how SWFF innovations could be incorporated into Peace Corps activities or how Peace Corps volunteers could actively participate and work with SWFF innovators. During this meeting, Ignitia and Reel Gardening’s specific needs were presented to the Peace Corps officials with the idea that we could
pair a Peace Corps volunteer with the organization to address one or two of their (the innovators’) current needs.

Peace Corps officials recommended the Peace Corps Response Program, a 16-month program, which is free to the organization or business that applies for a volunteer. The Peace Corps covers and supports logistics, medical insurance, and a salary or stipend for the volunteer.

With the Response Program, communities or organizations fill out an application, identify the certain skill set they require, and provide a position description. The program involves placement of volunteers in their second or third year of the program (i.e., volunteers that are capable of doing higher level, more complex work requirements). The majority of volunteers in this program are 25 years old, however there are volunteers of all ages with different levels of experience and skill sets. The Peace Corp does its best to accurately match volunteers with the job description provided by the business.

SWFF will assist Ignitia and Reel Gardening with their application to the program. Peace Corps will conduct a general outreach and contact program specialists that focus in the ag-water sectors and will do high-level blasts through sector specialists, Peace Corps passport, and through their newsletters. At country level, they will also make the connection in the country office and request that they share the opportunities with the volunteers.

SWFF seeks to establish a pilot with Ignitia and Reel Gardening and will provide the innovators with the process requirements, application, and any other information for a successful outcome. Based on pilot outcomes, we will refine the process and apply it for other innovators that seek to augment their staff with a Peace Corps Response Program volunteer.
FORTHCOMING ACTIVITIES (6/1/2016 – 12/1/2016)

Ag Innovation Investment Summit

SWFF awardees have emphasized that they would like more networking opportunities to share lessons learned with each other, increase connections with investors and other implementers that can lead to outcomes, and help to further accelerate their innovations.

In support of SWFF’s efforts to incorporate innovator feedback and maximize opportunities for investment, the USAID Agriculture Innovation Cluster, which consists of Securing Water for Food, Powering Agriculture, and Feed the Future Partnering for Innovation, will host a first-ever Agriculture Innovation Investment Summit (AIIS) in Washington, D.C June 1-2, 2016. The event will bring entrepreneurs and investors together around the nexus of agriculture, energy, and water in emerging markets.

The Ag Innovation Investment Summit was structured to be highly interactive and gave attendees opportunities for relationship building and make connections with investors and other implementers. The Ag Innovations Investment Summit will feature a formal matchmaking event with investors, including family foundations, social impact investors, venture capitalist, and angel investors, TED presentations by select early to mid-stage innovators, “Shark Tank” investor panels for later stage innovators and an “Unconference” for SWFF innovators where they will have the opportunity to participate in conversation hubs and one-on-one mentor conversations, in addition to networking with peers.

The USAID Agriculture Innovation Cluster selected Nairobi-based, Open Capital Advisors as the support provider to identify potential investors that are aligned with innovator needs and investment readiness, facilitate the program, and provide
innovators with presentation coaching and assistance for communicating to an investor audience.

**Acceleration Work Planning**

Acceleration work planning in the second half of the year will focus on wrapping up support services delivered to Round 1 and Round 3 innovators and preparing for bringing on board the Round 4 innovators. Any support services that had been requested from innovators for delivery in the second half of the year will either be delivered by a SWFF consortium member or run through the voucher system for vendor selection.

As support engagements are completed across this time period, the TA Facility will request that each innovator complete a customer satisfaction survey. The feedback provided through these surveys will be incorporated into support delivery in the coming year to improve service quality and streamline delivery. Finally, acceleration work planning activities will include seeking creative means to address innovator support requests that have not been able to be delivered through one of the four lines of support to date.

For the Round 4 innovators, we will begin the process to identify milestones and targets for their awards. As with the Round 3 awardees, the application process will include proposed technical and financial milestones and targets. The TA Facility will validate those proposals in the context of their interviews and other components of their applications.

**Grants & Financial Management**

In the remaining period for Year 2 and as per the program workplan, the forthcoming work for this portfolio will include:
PAS for Round 3

Five innovators have not yet fully met the PAS requirements. The focus during May-September will be in providing assistance to these organizations as needed in order to clarify the PAS requirements listed in their award documents and provide them with necessary guidance, instruction, or resources that will facilitate their efforts.

Pre-award Activities for Round 4

The pre-award activities are planned to start at the end of the year when the new Round 4 innovators are brought on board. Similar to previous rounds, various pressing activities have to be completed in a short turnaround time, in collaboration with the AOR and AO.

Once finalists are named, a webinar will be scheduled to familiarize them with the pre-award activities including PAS, DUNS and SAM registration, budget and budget narrative development, award certifications, environmental concerns, and others. During September – December 2016, all paperwork including PAS results are expected to be ready in order to finalize the awards.

Fund Management and Financial Reporting

Ongoing support and assistance will be provided to both Round 1 and Round 2 innovators by reviewing the periodic funding requests and standard quarterly financial reports. Towards the end of the year and mainly the months of September – November, support will be provided to both rounds to assist them in moving forward with Year 2 and Year 3 budget approvals and obligations as needed.
Capacity Building and Acceleration Support

Ongoing support and assistance will be provided to all SWFF award recipients as needed for the Grants Manager to provide instructions, guidance, or clarification on award compliance-related matters. Also, as part of the acceleration support provided by the SWFF consortium, the Grants Manager will be involved in strengthening the financial operations for two of the innovators. SOWs have been finalized and approved, and the support will be completed by the end of this year.

Communication, Visual Identity and Partnerships

Over the next six months, the TA Facility Chief of Party Dr. Donna Vincent Roa, in coordination with the SWFF USAID Team Lead Dr. Ku McMahan, will be working with Melwood Global (hired through the TA Facility Voucher System) to work through January 2017 on the broader Securing Water for Food communication strategy and efforts. With the completion of Round 3, Securing Water for Food’s communication efforts have shifted its emphasis to focus on innovators, profiling innovation successes, building up a network of resources through partnerships, capturing and communicating innovation learning, and highlighting the unique and innovative nature of the Securing Water for Food Grand Challenge.

Melwood Global has been tasked to build on and expand the communication work accomplished over the last two years. They are expected to raise the volume and intensity of innovator storytelling and SWFF program communication; expand awareness, heighten credibility of Securing Water for Food in the innovation space, and showcase Securing Water for Food as a thought leader and leading connector at the water and agriculture nexus.

This enhanced communication will also support our stepped-up efforts in identifying and securing additional pro bono and volunteer partnerships to support the SWFF
innovators. The TA Facility has been working with USAID to determine the right labels and processes for this activity and will move forward once we obtain additional clarity of the Agency’s requirements.

In the second half of the year, we will complete the SWFF visual identity project. We have three deliverables to complete at the time of this report, one of which will be prepared for promoting the Round 4 call for entries.

**SWFF Round 4 Call for Entries and IIAC Evaluation Meeting**

**SWFF Round 4 Call for Entries**

SWFF will release the $7 Million Round 4 Call for proposals June 1, 2016 at the Ag Innovation Investment Summit. At the time of writing of this report, the SWFF Founding Partners are drafting the Round 4 Request for Applications to incorporate lessons learned from Round 3 and recommendations from the SWFF program midterm evaluation.

Two areas that will be updated: Requiring a minimum amount of business and financial data for all applicants, as well as improving on the quality of the gender-related questions. Given the efficiency of the Round 3 process and overall success, many of the same processes will apply to Round 4.

**Innovation Investment Advisory Committee**

Securing Water for Food’s focus on doing development differently is epitomized in its Innovation Investment Advisory Committee (IIAC). The IIAC is a highly collaborative global body comprised of members with substantial technical, investment, financial, market, and development expertise relevant to SWFF’s ability to make awards to the most technically sound, commercially viable, and sustainable organizations.
SWFF’s use of the IIAC is set apart in government, because not only does the IIAC help make the initial SWFF investment decisions, these advisors remain involved for the life of the awards by helping SWFF determine which awards have met their milestones and by providing additional guidance, technical expertise, and business/financial strategy to SWFF awardees. This use of non-government experts allows SWFF to harness the knowledge of the private sector and the newest knowledge coming from investors and industry to make better and more efficient government decisions.

The IIAC was helpful in making the final determinations for all Round 1 award winners for Year 1. Twelve IIAC members have decided to continue with the program for a second 18-month term. The program is in the process of adding additional IIAC members with a focus on members from developing countries.

SWFF will have the IIAC semi-annual meeting for Round 1 and Round 3 awardees in June 2016 and the annual review will take place in October/November 2016. In addition, the IIAC will continue to review applications for SWFF Round 4.

**Washington Center Interns – Summer & Fall 2016**

The Washington Center for Internships and Academic Seminars provides students with transformational experiences that foster academic and professional achievement, leadership and civic engagement. The organization is a feeder source of high-quality, engaged interns for the TA Facility from all over the world, and this is our third semester where we’ve adopted a student to work with us. In prior years, we’ve had interns from Colombia and Japan.

This semester our intern, Terry Kim, hails from Korea. He has been invaluable in providing support to the TA Facility’s strategic initiatives and portfolios, including
monitoring and evaluation, acceleration work planning, the Voucher System, and other general tasks to support the Chief of Party.
## ANNEX A – INNOVATOR SUMMARY TABLE

<table>
<thead>
<tr>
<th>Awardee</th>
<th>Innovation</th>
<th>Product Summary</th>
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<tbody>
<tr>
<td>Adaptive Symbiotic Technologies (For-Profit)</td>
<td>BioEnsure</td>
<td>A fungus found in Yellowstone National Park that reduces water consumption,</td>
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<tr>
<td>(SWFF Round 1)</td>
<td></td>
<td>increases drought tolerance, and enhances crop yields with no negative impact</td>
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<td></td>
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<td>when applied to seeds.</td>
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<td>aQysta Holding BV (For-Profit) (SWFF Round 1)</td>
<td>Barsha Pumps</td>
<td>A low-cost hydro-powered irrigation pump that does not require any fuel or</td>
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<td></td>
<td></td>
<td>electricity, has no operating expenses, and does not emit any polluting</td>
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<td>Arcadis (For-Profit) (SWFF Alumn)</td>
<td>Freshwater</td>
<td>sustainable, innovative freshwater management system that prevents</td>
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<td></td>
<td>Management System</td>
<td>groundwater salinization in coastal areas.</td>
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<td>Aybar Engineering (For-Profit) (SWFF Round 1)</td>
<td>Broad Bed and Furrow</td>
<td>Broad bed and Furrows Maker (BBM) reduce planting time and drain excess water</td>
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<td></td>
<td>Maker</td>
<td>away from crops, using lighter-weight materials appropriate for Ethiopian</td>
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<td></td>
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<td>farmers.</td>
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<tr>
<td>Centre for Environment Concerns</td>
<td>SWAR</td>
<td>The innovation delivers assured spread moisture at plant root zone to cultivate</td>
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<tr>
<td>(Non-Profit) (SWFF Round 3)</td>
<td></td>
<td>vegetables, flowers, fruit/forestry trees using only one fifth of water</td>
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<td></td>
<td></td>
<td>compared to Indian drip irrigation systems.</td>
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<td>Center for Sustainable Dryland Ecosystem and</td>
<td>M-Fodder</td>
<td>Enables smallholder livestock farmers to send an SMS and receive high-quality</td>
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<td>Societies (CSDES) – University of Nairobi (For-</td>
<td></td>
<td>hydroponically-produced fodder for their livestock.</td>
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<tr>
<td>Profit) (SWFF Round 3)</td>
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<tr>
<td>Conservation South Africa (For-Profit) (SWFF</td>
<td>Ecoranglers and Meat</td>
<td>Meat Naturally Pty uses ecological science, a government job creation program,</td>
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<td>Round 3)</td>
<td>Naturally</td>
<td>and market interest in sustainable meat to implement communal grazing systems</td>
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<td></td>
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<td>that result in improved water and food availability.</td>
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<td>Awardee</td>
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<tr>
<td>Deutsche Welthungerhilfe E.V. (Non-Profit) (SWFF Alumni)</td>
<td>Greenhouse</td>
<td>An innovative combination of low-cost rainwater harvesting and greenhouse technology that allows vegetable production during colder months when no water for agricultural production is typically available.</td>
</tr>
<tr>
<td>FutureWater (For-Profit) (SWFF Round 1)</td>
<td>Flying Sensors</td>
<td>FutureWater provides smallholder farmers with insights that are critical to improving their application of limited resources such as water, seed, and fertilizer.</td>
</tr>
<tr>
<td>Green Heat Uganda LTD (For-Profit) (SWFF Round 3)</td>
<td>Slurry Separation System</td>
<td>A slurry separation system that vastly reduces the water demands of anaerobic digesters, creates a solid fertilizer which is easy to handle, increases gas production, and improves pathogen kill.</td>
</tr>
<tr>
<td>Ignitia AB (For-Profit) (SWFF Round 3)</td>
<td>Mobile Weather Forecasts</td>
<td>A highly accurate weather model that helps farmers to sow, fertilize and harvest at the optimum time, manage their daily activities, improve crop yields, and optimize food production.</td>
</tr>
<tr>
<td>Institute for University Cooperation (ICU) – Jordan (Non-Profit) (SWFF Round 3)</td>
<td>Groasis Waterboxx</td>
<td>An integrated planting technology that allows planting fruit, fodder trees and shrubs in degraded farmland and rangelands.</td>
</tr>
<tr>
<td>Institute for University Cooperation (ICU) – Peru (Non-Profit) (SWFF Round 3)</td>
<td>Irrigation Scheduling System</td>
<td>An irrigation scheduling system that provides farmers with direct indications on when and how much to irrigate. Through a climate station, the system measures air temperature, humidity, wind speed and direction, intensity of solar radiation, and rains.</td>
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<tr>
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<tr>
<td>Institute for University Cooperation (ICU) – Tunisia (Non-Profit) (SWFF Round 3)</td>
<td>The Buried Diffuser</td>
<td>Patented underground irrigation technique for field and green house trees, shrubs, vegetables in fields and green houses that enhances efficiency of water resources, increases crop productivity, and makes rain-fed agriculture sustainable.</td>
</tr>
<tr>
<td>International Center for Baseline Agriculture (ICBA) (Non-Profit) (SWFF Round 1)</td>
<td>Salt-Tolerant and Resilient Crops</td>
<td>A non-GMO, salt-tolerant quinoa that can enable significant food production in saline soils, without the need for fresh water.</td>
</tr>
<tr>
<td>Islamic Relief Kenya (Non-Profit) (SWFF Round 3)</td>
<td>AgroSolar</td>
<td>SunCulture’s AgroSolar Irrigation Kit (ASIK) is a combination of off-the-shelf, proven, no-frills, cost-effective, solar powered pumping and drip irrigation technologies.</td>
</tr>
<tr>
<td>MetaMeta &amp; SaltFarmTexel (For-Profit) (SWFF Round 1)</td>
<td>Salt Tolerant Potato</td>
<td>A non-GMO, salt-tolerant potato that requires very little fresh water for cultivation. Scaling up access to this potato will contribute to better use of lands and waters that have high salinity and will reduce the pressure on freshwater resources.</td>
</tr>
<tr>
<td>MetaMeta Research B.V. (Non-Profit) (SWFF Round 3)</td>
<td>WaterPads®</td>
<td>A sandwich of paper and jute with an inner layer of 0.5 mm large granular polymers in dry form. The polymer absorbs 100 times its own weight of water (7 grams absorbing 1 liter of water) retaining water at binding tension.</td>
</tr>
<tr>
<td>MIT-Jain (For-Profit) (SWFF Round 2)</td>
<td>Electro dialysis Reversal (EDR) System</td>
<td>EDR is desalination process in which an electric potential is applied to electrodes, and dissolved salt ions are pulled through ion exchange membranes to separate the salts from the water.</td>
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<td>Awardee</td>
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<tr>
<td>MyRain LLC (For-Profit) (SWFF Round 1)</td>
<td>RainMaker</td>
<td>A customized irrigation system design tool that removes the complexity of drip irrigation design and installation for small agro-retailers across India. The application enhances water efficiency by up to 50%.</td>
</tr>
<tr>
<td>Practical Action (Non-Profit) (SWFF Round 1)</td>
<td>Sandbar Cropping</td>
<td>A low-cost model that transforms previously unused sandy islands that appear after each rainy season into large-scale pumpkin farms.</td>
</tr>
<tr>
<td>Puralytics (For-Profit) (SWFF Alumni)</td>
<td>LilyPad</td>
<td>A reusable, chemical-free solar-activated water treatment product that floats on a body of water to kill viruses, bacteria, and protozoa in water used for agriculture.</td>
</tr>
<tr>
<td>Reel Gardening (Non-Profit) (SWFF Round 1)</td>
<td>Biodegradable Seed Tape</td>
<td>A simple, quick, and effective biodegradable paper tape that encases organic fertilizer and seeds at the correct depth and distance apart, resulting in a potential saving of 80% in water consumption.</td>
</tr>
<tr>
<td>Si Technologies International (For-Profit) (SWFF Round 3)</td>
<td>NewSii</td>
<td>NewSii applies silicic acid to food crops in an affordable and environmentally friendly way that substantially reduces crop loss in times of water stress and drought.</td>
</tr>
<tr>
<td>Trans African Hydro-Meteorological Observatory (TAHMO) (For-Profit) (SWFF Alumni)</td>
<td>Weather System</td>
<td>TAHMO’s weather stations measure meteorological and water resource variables (rainfall, radiation, temperature, humidity, wind speed/direction, soil moisture, etc.) and send the data via GSM networks to a data server, providing accurate, localized, and timely weather information.</td>
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</thead>
<tbody>
<tr>
<td>University of Texas – El Paso (University) (SWFF Round 2)</td>
<td>Zero Discharge Desalination (ZDO)</td>
<td>ZDO is a hybrid process that combines reverse osmosis (membrane filtration) as the primary desalter and electrodialysis metathesis (EDM) to recover additional water from the desalination brine.</td>
</tr>
<tr>
<td>Wageningen University &amp; Research Center (University) (SWFF Alumni)</td>
<td>Salt Tolerant Quinoa</td>
<td>Non-genetically modified salt-tolerant quinoa that not only grows but also thrives in saline soils.</td>
</tr>
<tr>
<td>Water Governance Institute (Non-Profit) (SWFF Round 3)</td>
<td>Aquaponics Farming</td>
<td>Promoting commercial aquaponics farming among smallholder farmers/households for water efficiency, food security and livelihoods improvement.</td>
</tr>
<tr>
<td>World Hope International (Non-Profit) (SWFF Round 1)</td>
<td>Affordable Greenhouses</td>
<td>In partnership with Penn State, World Hope is producing and distributing Affordable Greenhouses that enable a year-round growing season and reduction in water consumption.</td>
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</table>
ANNEX B – INNOVATOR PIPELINE & ONE-PAGERS

Each of pages that follow contains a Securing Water for Food Innovator one pager for both active innovators and alumni. The last five innovators in the set are alumni (e.g., ARCADIS, Puralytics, Deutsche Welthungerhilfe, Wageningen, and TAHMO.

For Round 1 SWFF Innovators, the one pagers feature the specific challenge that the innovator is addressing, their solution, milestones and achievements and goals. For Round 2 and 3 SWFF Innovators, the one pagers feature the challenge, solution, in addition to details of how does the solution works.

The innovator pipeline below shows the placement of the SWFF innovators along the four stages of commercialization.
Affordable Greenhouses

WORLD HOPE

CHALLENGE
Approximately 70% of Sierra Leone and Mozambique’s populations are employed in the agricultural sector, growing, selling, buying, and preparing food for their families. However, with global climate change affecting water availability, agriculture is not always a reliable source of income.

SOLUTION
In partnership with Pennsylvania State University, World Hope is producing and distributing Affordable Greenhouses that enable a year-round growing season and reduction in water consumption. These greenhouses can be constructed in just two days at a price point of $500. The greenhouses are durable and last over five years.

MILESTONES AND ACHIEVEMENTS
World Hope’s Greenhouses Revolutionizing Output (GRO) project was able to install dozens of greenhouses in Mozambique and Sierra Leone in year 1 of its innovation in the Securing Water for Food program. These greenhouses are actively growing produce and within the next several months, the innovator expects to have nearly three tons of crops. The affordable greenhouses have reached almost 2,000 beneficiaries and resulted in more than 770,000 liters of water savings. Based on their first harvest, World Hope estimates that farmers will see a full payback in the cost of greenhouse expenditures in 2–3 growing cycles. Additionally, the innovator is seeing an unexpected fledgling industry of seedling production that is rapidly growing.

GOALS
1. Support in simplifying highly scientific and complex calculation methods for tracking and reporting on water consumption and reduction results.
2. Review of the innovator’s business model to ensure sustainability and viability going forward. Key questions include identifying the most appropriate customer bases, sales and marketing approaches to reach rural farmers, and how to evaluate and select potential partners.
AgroSolar Irrigation Technology
ISLAMIC RELIEF KENYA

CHALLENGE
There are 5.4 million hectares of arable land in Kenya, but 83% of that land is unsuitable for rain-fed agriculture leaving it in need of irrigation and water pumping technology. Unfortunately, only 4% of the land is currently under irrigation, mainly using diesel, electric or treadle pumps for furrow irrigation. These processes are inefficient, environmentally unfriendly and costly. This trend is not isolated in Kenya, but persists across Africa.

SOLUTION
Islamic Relief Kenya, in partnership with SunCulture, is transforming the status quo with their affordable solar-powered drip irrigation technology, AgroSolar Irrigation. This innovation is designed to meet the needs of smallholder farmers and improve productivity and profitability. AgroSolar Irrigation is both low-maintenance and long-lasting, providing farmers with high-value fruits and vegetables for just a fraction of the cost of traditional irrigation technology.

HOW DOES IT WORK?
AgroSolar Irrigation is a solar powered drip irrigation system built to support the cooperatives in Kenya. SunCulture links potential users to training and financial service providers, who in turn offer loans to cooperative members to acquire the technology. The system is ultra-efficient, saving about 80% of the water used in furrow irrigation, and delivering water and fertilizer directly to crop roots. Farmers can expect yield gains of over 300%.

Utilizing clean energy services over current diesel water pumping practices results in a cost and labor savings of almost $14,000 per acre. This unique business model takes a whole value chain approach to improving upon the fragmented value chain currently found in Kenya and ensures that barriers for smallholder farmers are removed.

OBSTACLE
There are 5.4 million hectares of arable land in Kenya, but 83% of that land is unsuitable for rain-fed agriculture leaving it in need of irrigation and water-pumping technology.

INNOVATION
AgroSolar Irrigation

ORGANIZATION TYPE
Non-Profit

COUNTRY
Kenya

CONTACT
Stephen Omware
stephen.omware@islamic-relief.or.ke
islamicreliefkenya.org

SECURING WATER FOR FOOD TECHNICAL ASSISTANCE FACILITY
GRAND CHALLENGE INNOVATOR | APRIL 2016
Aquaponics Farming
WATER GOVERNANCE INSTITUTE

CHALLENGE
Declining water availability due to climate change paired with limited access to commercially viable farmland are just a few of the challenges facing growers in Uganda. Additionally, the food system in the nation faces hurdles with a declining fish eating culture resulting from dwindling fish supply in lakes, high local and international demand, and high costs. Without access to protein-rich foods like fish, many Ugandans, especially children, cope with nutritional deficiencies.

SOLUTION
Water Governance Institute’s Aquaponics system closes the loop between fish and horticultural crop farming to provide much needed nutritional supplements and alternative incomes to Ugandan citizens and farmers living in rural, urban or peri-urban household settings. The all-in-one system uses less water and allows for crop production and fish rearing at home.

HOW DOES IT WORK?
The Aquaponics system is an integrated technology that involves growing crops like sweet pepper and tomatoes in a permeable tray. The tray is filled with a growth medium such as husks or loamy soil, and underneath is a water tank for rearing fish. Wastewater from the fish is routinely introduced to the growth medium via the tray through an irrigation process.

Organics in the water decompose, releasing nutrients that are taken in by the crop, making it a closed loop system. The water in the tanks is recycled several times, so less water is needed to rear the fish and to grow crops. With enough water, farmers and system owners can grow crops all year round. The system is low-cost, gender and disability friendly and yields high value, premium price produce.
Biodegradable Seed Tape

REEL GARDENING

CHALLENGE

Planting a home garden can be a daunting task requiring access to large volumes of water, start-up capital, and at least some gardening knowledge. For many low-income communities, committing precious resources to seeds, fertilizer, and water just to have a garden fail can be a deterrent to growing your own produce, which can feed a family or be sold for extra income.

SOLUTION

Reel Gardening has developed a unique seed system that can be grown into a vegetable or herb garden in nearly any climate. The innovator pre-packages a paper strip with seeds and fertilizers so it can be easily planted at the correct depth and maintained. It takes just 5 minutes to plant, uses 80% less water and provides hours of joy and months of food.

MILESTONES AND ACHIEVEMENTS

Reel Gardening has manufactured and delivered over 300,000 household gardens. They have implemented their Garden in a Box technology in 200 schools and have secured the matching funds to meet their Year 1 Securing Water for Food obligations. Reel Gardening has saved 19.5 million liters of water, farmed 30 hectares of land, and produced approximately 1,000 tons of produce from their seed tape. The innovator has established two new partnerships and finalized their first international partnership with an organization based in Kenya.

GOALS

1. Support in developing and implementing an agent distribution model to roll out school gardens and in establishing a process for follow-on sales within a community.
2. Assistance in efficient and effective forecasting and cash flow management processes and help in finding tools to enable the capture and reporting of backup documentation that will support cost share obligations.
3. Aid in developing a buy-one-donate-one retail model to help Reel Gardening determine how this model could be marketed and implemented without overpricing the product and how they can size the market to assess potential uptake for this kind of model.

OBSTACLE

For many low-income communities, committing precious resources to seeds, fertilizer, and water just to have a garden fail can be a deterrent to growing your own produce, which can feed a family or be sold for extra income.

INNOVATION

Biodegradable Seed Tape

ORGANIZATION TYPE

For-Profit Social Enterprise

COUNTRY

South Africa

CONTACT

Claire Reid
claire@reelgardening.co.za
www.reelgardening.co.za
BioEnsure®
ADAPTIVE SYMBIOTIC TECHNOLOGIES

CHALLENGE
Some of the greatest threats facing agricultural sustainability are abiotic stresses including drought, rising salinity, and poor water quality, all of which are exacerbated by climate change. Simultaneously, increasing populations, urbanization, soil degradation, and the reduction of arable farmland are decreasing global agricultural growing capacity.

SOLUTION
Adaptive Symbiotic Technologies’ BioEnsure® is a fungal seed and plant treatment that, when sprayed onto seeds, helps plants to adapt to water-related stress. By applying BioEnsure®, crops can grow in suboptimal conditions and use 50% less water. BioEnsure® is the only product on or soon to be on the market that can confer stress tolerance.

MILESTONES AND ACHIEVEMENTS
In the first year of its participation in the Securing Water for Food program, BioEnsure® users in India saw a 29% increase in crop yields. Even those farming in difficult growing conditions are seeing an increase in plant resiliency. Currently, BioEnsure® is being applied to 4 food crops—okra, maize, wheat, and millet. Securing Water for Food isn’t the only program that believes in Adaptive Symbiotic Technologies’ innovation. The innovator has leveraged more than $2 million in outside funding in the first year.

GOALS
1. Expand funding sources and make connections with potential investors.
2. Support in identifying partners in target countries to set up in-country testing facility and conduct seed tests.
OBSTACLE
In the Ethiopian highlands alone, there are about 7.6 million hectares of vertisols out of which farmers use only 25% for crop production.

INNOVATION
Broad Bed and Furrow Maker (BBM)

ORGANIZATION TYPE
For-Profit

COUNTRY
Ethiopia

CONTACT
Melesse Temesgen
melesse_tem@yahoo.com
www.aybareng.com

CHALLENGE
Vertisols are important to Ethiopian agriculture. In the Ethiopian highlands alone, there are about 7.6 million hectares of vertisols out of which farmers use only 25% for crop production. In traditionally cultivated fields, farmers’ crops are suffocated by water and yields are significantly reduced.

SOLUTION
Aybar’s Broad Bed and Furrow Maker (BBM) is used at planting time in order to drain excess water away from crops. It is a multi-purpose ridger and bed maker used to drain excess water and conserve moisture in dry areas. The innovator is currently working primarily in Ethiopia, where only 25% of the land is cultivated due to waterlogging. The BBM has been developed to build the optimum BBMs using lighter-weight materials appropriate for Ethiopian farmer needs. The use of their BBM has improved wheat yields from 0.5 tons per hectare to 3.8 tons per hectare.

MILESTONES AND ACHIEVEMENTS
In Year 1, Aybar has been busy manufacturing their BBMs. The innovator is working with farmers in both the wet and dry areas of Ethiopia to help local smallholders adopt their technology. Aybar seeks to train farmers on their BBMs, so that those farmers can, in turn, act as future trainers themselves.

GOALS
1. Support in navigating the Ethiopian small-plot farmer market and agricultural economy.
2. Review of Aybar’s business model with accompanying feedback that will help them solidify and expand their value proposition and operations.
3. Aid in communicating with local government officials to increase engagement with Aybar.
Ecorangers and Meat Naturally
CONSERVATION SOUTH AFRICA

CHALLENGE
Nearly 90% of South Africa’s water for agriculture comes from surface catchment areas that are vulnerable to alien plant spread and bush encroachment, often triggered by communal livestock. Degradation of rangelands across Africa is destroying water catchment functions and driving poverty for livestock farmers. Restoring catchments infested by non-native species is a national priority in South Africa for efficient water management.

SOLUTION
Trained cattle herders and communal herding techniques minimize the negative impacts of climate change and alien plant invasions to wetlands and riparian zones. Conservation South Africa uses an innovative business model, Meat Naturally Pty, to implement communal grazing systems that result in improved water and food availability. The business model is based on training herders and supporting market access in a way that improves livestock condition, croplands, rangeland ecosystems, and, by working at scale, ensures sustainability in formal private sector markets.

HOW DOES IT WORK?
Meat Naturally Pty uses ecological science, a government job creation program, and market interest in sustainable meat to implement communal grazing systems that result in improved water and food security. The system provides a scalable vehicle for African communal farmers to enter into a growing niche market for grass fed and sustainably-produced meat.

The enterprise will have two key revenue streams: one focusing on production and land restoration support by Ecorangers paid by the government, and another focused on sales and auditing support paid by farmers and retailers.

Using Ecorangers to intensely manage grazing will improve soil and allow for crop planning and fertilization to be integrated into resilient food systems. Once established in South Africa, this model can be the driver for development for much of Africa’s drylands.
Electrodialysis Reversal System
MIT-JAIN

CHALLENGE
All too often, groundwater is brackish and not suitable for human consumption or crop irrigation. Irrigation with brackish water is not sustainable and ultimately leads to low crop yield and salinization of the soil. In India, 60% of the land is underlain by salty water. The nation is in need of freshwater supplies for crop, human, and animal consumption. Further, electric grids that can run conventional reverse-osmosis desalination plants are not widely available in India.

SOLUTION
MIT and Jain Irrigation Systems designed a photovoltaic-powered electrodialysis reversal (EDR) system that desalinates water. This system uses electricity to pull charged particles out of the water and further disinfect it by using ultraviolet rays. The system was designed for low energy consumption, limiting costs especially in off-grid areas.

HOW DOES IT WORK?
Photovoltaic-powered (PV) electrodialysis reversal (EDR) desalinates water through a simple, robust design that uses electricity to pull charged particles out of the water and then further disinfect with UV. The system has low energy consumption, leading to lower system costs and capital expenses, especially in off-grid areas. Jain Irrigation Systems’ capabilities in large-scale manufacturing, marketing, distribution, and servicing in rural areas increase this innovation’s potential.

As their test pilot period begins, MIT plans to automate their system with electronic valves, so it can automatically turn on and off. Additionally, this automated system would allow for reversal of the electrodialysis process, as well as automatic separation of potable from agricultural water. Jain will roll out training activities for farmers during their test pilot period in India.
Flying Sensors

**FUTUREWATER**

**CHALLENGE**

In Mozambique, some of the most common crops—maize, cassava, and sorghum—have very low yields per hectare. Most farmers do not have access to reliable information on the status of their crops and are afraid to risk using costly inputs such as high-quality seeds, on-time irrigation, and fertilizer for fear of wasting these precious resources.

**SOLUTION**

FutureWater provides smallholder farmers with insights that are critical to improving their application of limited resources such as water, seed, and fertilizer. The Flying Sensor provides high-resolution spatial information beyond the visual spectrum. Flying Sensors are equipped with near-infrared sensors that detect crop stress up to two weeks before it is observable by the human eye.

**MILESTONES AND ACHIEVEMENTS**

The first year of FutureWater’s project had promising results. In Year 1, the Flying Sensor benefitted approximately 2,000 households and conducted flyovers on 660 hectares of land. A subset of beneficiaries reported that using the Flying Sensor resulted in a 39% water reduction.

This year also saw the innovator focused on navigating Mozambique government regulations, increasing public visibility, and resolving a few remaining technical issues with the Flying Sensor. The innovator has now obtained the necessary clearance from the Ministry of Defense and has learned from the Civil Aviation Authority that there are no regulations applicable to their product.

**GOALS**

1. Support to navigate and accelerate the Mozambique government’s approval process so that in-country sales can begin.
2. Create a marketing and communications strategy, which includes channel identification, corporate messaging, customer research, and partner research.
3. Help to establish baseline metrics for water consumption reduction and productivity.

**OBSTACLE**

Most farmers do not have access to reliable information on the status of their crops and are afraid to risk using costly inputs such as high-quality seeds, on-time irrigation, and fertilizer for fear of wasting these precious resources.
Groasis Waterboxx
INSTITUTE FOR UNIVERSITY COOPERATION

CHALLENGE
In MENA countries, a rising demand for agricultural products combined with a fragile natural environment is rapidly adding pressure on scarce land and water resources. This unsustainable balance between production limitations and demand calls for a meaningful change in water efficiency in the region.

SOLUTION
The Groasis Waterboxx (GW) is an integrated planting technology that allows fruits, trees and shrubs to grow in degraded farm and rangelands. The GW surrounds the bases of a plant to collect water necessary for crop survival. This innovative and inexpensive technology revitalizes degraded ecosystems, while simultaneously providing valuable nutrient sources of fruits and feed to both humans and animals.

HOW DOES IT WORK?
The GW is a 20-liter box that is placed around a young seedling at transplanting. The box builds up a water column under the plant by collecting dew and rainwater, and distributes it over a long period of time to avoid evaporation.

In practice, the transplanted seedling will receive just enough water from the GW to survive while it searches for water deep in the soil to develop a strong taproot. The taproot developed in this way will make the whole plant resilient to prolonged drought periods. The GW requires less inputs and management when compared to other water-saving technologies such as drip irrigation—and farmers may see a 95% money saving per hectare over a period of ten years.

OBSTACLE
In MENA countries, a rising demand for agricultural products combined with a fragile natural environment is rapidly adding pressure on scarce land and water resources.

INNOVATION
Groasis Waterboxx

ORGANIZATION TYPE
NGO and Non-Profit

COUNTRY
Jordan

CONTACT
Berardo da Schio
berardo.daschio@icu.it
www.icu.it/en/
CHALLENGE
In Peru, access to information about climate and weather patterns is both limited and expensive. Data that is collected and provided by the public authority covers only a small portion of the country. Marketing companies that sell climate stations exist, but only provide services to large farming institutions because of high costs.

SOLUTION
ICU offers Peruvian smallholder farmers an innovative technology that permits widespread sharing of information on climate and irrigation at an accessible cost. Their innovation consists of an irrigation scheduling system that helps farmers know when and how much to irrigate.

HOW DOES IT WORK?
The irrigation scheduling system provides farmers and agriculture technicians with direct indications on the best irrigation practices. Through a climate station, the system measures air temperature, humidity, wind speed and direction, intensity of solar radiation, and rain. These data points are then processed in a GIS platform. Additionally, this platform considers soil characteristics and the type of food produced, and finally provides recommendations directly to farmers through texts, e-mails or notifications to their tablet. This game-changing solution permits farmers to switch from turn driven irrigation to a demand driven system.
M-Fodder

CENTER FOR SUSTAINABLE DRYLAND ECOSYSTEM AND SOCIETIES (CSDES) – UNIVERSITY OF NAIROBI

CHALLENGE
There is an urgent need for change in the agricultural and livestock systems of Africa. Livestock feed prices are escalating due to water scarcity caused by lack of space and the effects of climate change and remain unaffordable to poor smallholder farmers. These farmers comprise 80% of the agricultural workforce in East Africa. With high feed prices, large-scale livestock and crop production are stunted.

SOLUTION
M-Fodder, a mobile phone application, connects smallholder livestock farmers to high-quality fodder through SMS messages. This technology is game changing in two ways. First, it promotes production of high quality affordable hydroponic fodder, which utilizes about 10% less water than traditional fodder. Second, the production, technology dissemination, and marketing of the fodder utilizes the fastest and most affordable means of communication—mobile phone technology.

MILESTONES AND ACHIEVEMENTS
M-Fodder’s SMS system enables farmers to access a reliable source of low-cost, sustainable hydroponic fodder right through their phones. Livestock farmers send the distributor an SMS with the fodder quantity required and their location. The farmer will receive a call from the fodder producer within minutes and receive a delivery of hydroponic fodder within seven days.

M-Fodder is capitalizing on the rapid uptake of mobile technology by farmers and creates a gateway for communication between growers and fodder producers. Hydroponic fodder is water efficient and sustainable and may help decrease the number of farmers out of work due to drought and feed price.
Mobile Weather Forecasts
IGNITIA AB

CHALLENGE

Extreme weather variability due to climate change hinders farmers from capitalizing on rainfall for crop production. Predicting the weather based on traditional forecasts is often insufficient for small-scale farmers living in these weather volatile regions. Of the estimated 1.4 billion hectares of cropland worldwide, around 80% is rainfed and accounts for about 60% of the global agricultural output. Reliable and accurate weather forecasts help farmers sow, fertilize and harvest at the ideal time to realize greater yields.

SOLUTION

Ignitia AB has developed a highly accurate weather model to help small-scale farmers in West Africa manage their daily activities to predict water availability and improve their yields to optimize food production. Working in partnership with major telecommunications firms, Ignitia sends daily, customized weather forecasts to farmer’s phones.

Weather forecasts are delivered daily via text message to mobile phones and depict the predicted weather for the next 48 hours specific to the subscriber’s location. Farmers receive updates on the likelihood of rain, timing of rainfall, and intensity of precipitation. Messages are low-cost at $0.03/day and constructed to be user-friendly so that even low-literacy subscribers are able to extract useful information after very little training.

Current global weather forecast models all fail to provide accurate forecasts in the tropics. Ignitia’s forecasts are accurate 84% of the time compared to its competitors, which are accurate only 39% of the time. Designed with end-users in mind, Ignitia delivers highly localized, accurate forecasts and a lightening-fast warning system to alert farmers in case of sudden storms.
NewSil
SI TECHNOLOGIES INTERNATIONAL

CHALLENGE
Worldwide droughts cause severe agricultural losses. Prolonged lack of rainfall from climate change inhibits the photosynthesis of plants, causes chlorophyll changes, and damages of the photosynthesis apparatus. Plants are inhibited from photochemical activities and see decreased enzyme activities.

SOLUTION
Si Technologies found a way to stabilize silicic acid to strengthen crop resilience against droughts and extreme weather. With their product, NewSil, food crops can absorb silicon, resulting in a reduction of water consumption of 30-50%. Applying silicic acid to food crops is an affordable and environmentally friendly solution to reduce drought stress so crops can overcome periods of water shortages, which saves harvests.

HOW DOES IT WORK?
Silicic acid, an important element in plant growth, is highly unstable. In the creation of NewSil, Si Technologies stabilized silicic acid in its monomeric form and added the element boron--making it the first and only product that found a way to increase silicon uptake by plants. NewSil is simply sprayed over crops, allowing for rapid uptake of the product. Plants will have increased drought tolerance by maintaining proper water balance, photosynthetic activity, and erectness of leaves and structure of xylem vessels under high transpiration rates. The best part: NewSil is a completely safe and natural product, with ingredients found widely in nature.
Rainmaker

MYRAIN LLC

CHALLENGE

In India, 41 million small-plot farmers rely on flood irrigation, a method that stunts crops and washes away valuable soil nutrients. Drip irrigation increases the efficiency of water and fertilizer by 20% to 50%, and increases yields by 30% to 100%. Drip irrigation also preserves nutrients in the soil and increases land longevity. Due to weak distribution chains and product complexity, drip technology has proliferated to only 5% of these farmers.

SOLUTION

MyRain is a wholesaler of drip irrigation products. MyRain’s Rainmaker (patent-pending) is a point-of-sale and design application that makes it easy for retailers to customize drip irrigation systems for small-plot farmers based on entering a few parameters. This intuitive app removes the barrier of retailer engineering expertise and increases the ease and opportunity to advise, sell, and order drip irrigation components.

MILESTONES AND ACHIEVEMENTS

In year one, MyRain has focused on increasing access and usage of micro irrigation in India. To date, the innovator has seen over 235 million liters of water savings and reached 660 beneficiaries. Farmers have used MyRain-supplied irrigation products on 162 hectares of fields. Additionally, sales have been good. MyRain sold more than $80,000 worth of irrigation and hardware products at a gross profit margin of more than 21%.

GOALS

1. Support to better understand the agricultural retailer market in the Indian states of Tamil, Karnataka, Andhra Pradesh, and Telangana.
2. Assist in making connections with local Indian banks to link MyRain’s retailer network to working capital and financing.
3. Introductions to potential investors.

OBSTACLE

In India, 41 million small-plot farmers rely on flood irrigation, a method that stunts crops and washes away valuable soil nutrients.

INNOVATION

Rainmaker

ORGANIZATION TYPE

For-Profit

COUNTRY

India

CONTACT

Steele Lorenz
steele@myrainindia.com
www.myrainindia.com
Salt Tolerant Potato

**METAMETA & SALTFARMTEXEL**

**CHALLENGE**

The UN estimates that at least 1 billion hectares of land are currently affected by salinity and the world loses at least 3 hectares of arable land every minute due to salinization. In Pakistan, 4.2 million hectares of land are affected by salt. With limited freshwater resources available, farmers are forced to use brackish groundwater to water their crops, reducing overall yields and quality.

**SOLUTION**

MetaMeta is a Netherlands-based development consultancy that partnered with SaltFarmTexel to introduce salt-tolerant potatoes to the Pakistani market. In Pakistan, floods and sea water intrusion wipe out crops with increasing regularity. Their salt-tolerant potato crop offers an alternative to 250 million people globally that live on salt-affected soil.

**MILESTONES AND ACHIEVEMENTS**

After the first year, MetaMeta has produced 16 tons of salt tolerant potatoes and saved nearly 10.3 million liters of water. The innovator successfully grew their crop in water with a salinity of 8.7 dS/m. In 2014, MetaMeta planted demonstration crops in Pakistan. The innovator held two “open days” this year, attended by USAID, Al Jazeera, the Dutch ambassador to Pakistan, local farmers, distributors, and sales representatives. The first potato crops were successfully harvested in April of 2015. MetaMeta is building a cohort of farmers interested in testing their potato varieties, and have 10 beneficiaries so far. Numerous restaurants and hotels have also expressed interest in testing the quality.

**GOALS**

1. Advice in creating a legal structure upon which the three partners in the innovator’s consortium can operate and conduct business.
2. Assistance in building brand awareness among potential growers of the salt-tolerant potato and promotion of partnership opportunities with local growers.
Salt-Tolerant and Resilient Crops
INTERNATIONAL CENTER FOR BIOSALINE AGRICULTURE

CHALLENGE
The West Asia and North Africa regions are two of the most water-scarce regions in the world with agriculture consuming over 75% of freshwater resources. Many of the groundwater-based agro-ecosystems and river-based irrigated agricultural lands in this region are affected by salinity and water logging, which is a major constraint to crop production.

SOLUTION
ICBA is working to establish salt-tolerant seed production and exchange chains in Yemen and Egypt, where freshwater is scarce.

Specifically, the innovator is looking at key crops such as barley, triticale, fodder beet, pearl millet, sorghum, safflower, and quinoa. They seek to improve the livelihoods of small-scale farmers.

MILESTONES AND ACHIEVEMENTS
The primary objective for ICBA in the first six months of their SWFF award is shifting their focus from production in the Sinai to scaling in the New Valley region of Egypt. Partner meetings took place in early May to ramp up activities in the New Valley. The innovator’s efforts are now centered on recruiting farmers for seed production. In the second year of the award, they intend to turn towards seed sales.

GOALS
1. Advisory support to help ICBA work through a business model that will be most successful in Egypt and Yemen.
2. Support in helping the innovator establish a better understanding of developing an integrated supply chain.
3. Consulting on sales and marketing to help ICBA clarify the value proposition to better engage and mobilize the private sector.
Sandbar Cropping

PRACTICAL ACTION

CHALLENGE
After the rainy season ends each year in Bangladesh, large barren sandy islands appear in the main rivers. These sandbars usually disappear after five months and thus cannot be cultivated year-round. However, during the dry season these lands can be used by extremely poor farmers to grow high-nutrition crops.

SOLUTION
Practical Action’s sandbar cropping technique enables landless families in Bangladesh to diversify their incomes by growing pumpkins and other crops on previously barren land. Farmers can overcome seasonal food shortages and reduce risks that threaten their livelihoods with sandbar cropping. Practical Action teaches farmers how to identify suitable sandbar cropping space, dig pits, fill them with compost, and add pumpkin seeds. Crops thrive and the pumpkins last for up to a year, enhancing food security and improving earning potential among extremely poor farmers.

MILESTONES AND ACHIEVEMENTS
In Year 1, Practical Action has reached 750 beneficiaries, 150 of whom were families of female farmers. Their unique sandbar cropping technique has led to a 54% reduction in water usage and produced approximately one million kilograms of pumpkins. The innovator has made 30 hectares of land farmable and seen a 100% repayment rate from pumpkin farmers to-date. The project team has identified five sandbar locations managed by five irrigation entrepreneurs in the Rangpur district.

GOALS
1. Support in water quality testing to ensure that water supplies downstream from the sandbar cropping are not adversely affected by the pumpkin growing process.
2. Assistance in creating a business and marketing strategy at the national and international level and identifying opportunities for pumpkin export to other countries.
3. Help in exploring the potential for growing and exporting other pumpkin varieties and vegetables using the sandbar approach.
**Slurry-Separation System**

**GREEN HEAT UGANDA LTD**

**CHALLENGE**

Anaerobic digestion transforms organic wastes into methane and fertilizer, which saves money while improving energy security, air quality, public sanitation, and crop yields. Unfortunately, in Uganda, 50% of digesters are abandoned within a year because farmers find the process unsustainable. Current designs require every kilogram of waste to be mixed with a kilogram of water for the system to function. Women and children must fetch more than 80 liters of freshwater a day to feed their digesters, wasting precious natural and labor resources.

**SOLUTION**

Green Heat Uganda Ltd’s innovative slurry-separation system greatly reduces water demand. The system creates an easily managed fertilizer product while increasing gas production. Utilizing a solar-powered sewage pump and innovative heating process, slurry is dewatered and converted into solid fertilizer that can be packaged, stored, or applied directly to the fields. Water by-products are separated during the process and re-used to mix with organic wastes later in the system. Green Heat Uganda increases the potential of success by enabling all farmers to enjoy the benefits of digesters, regardless of their water access.

A solar-powered submersible chop pump transfers slurry into a black bag that absorbs UV radiation. Heat is applied to kill pathogens and stimulate microbial activity to increase gas production. Solids are removed from the slurry using dewatering fabric, and can then be used or sold as fertilizer. The remaining liquid is mixed with wastes entering the digester, replacing freshwater. The system is eco- and gender-friendly, efficient, and a true cost-saver.
OBSTACLE
Half of the arable land in India is subject to low rainfall and prone to frequent drought.

INNOVATION
SWAR

ORGANIZATION TYPE
Non-Profit

COUNTRY
India

CONTACT
Santana Gopal Komandur
cegopal@yahoo.com
www.cechyd.org

SWAR
CENTRE FOR ENVIRONMENT CONCERNS

CHALLENGE
Half of the arable land in India is subject to low rainfall and prone to frequent drought. Risk derived from unfavorable weather patterns drives debts and leaves farmers vulnerable to financial and mental disrepair—farmer suicides are not uncommon. Irrigation sourced from canal and groundwater has a limited scope and current pressure on natural resources leaves irrigation practices in India in need of improvement.

SOLUTION
The Centre for Environment Concerns introduces SWAR: the world’s first sub-surface drip irrigation system that release moisture when ‘asked’ for by the crop. This underground, gravity-based irrigation system provides moisture to plants at the root level. SWAR enhances soil nutrients, uses harvested or stored water, provides irrigation to low rainfall areas, and in turn, transforms the livelihoods of poor farmers to help them grow more food.

HOW DOES IT WORK?
SWAR technology consists of low-pressure drip irrigation components like overhead tanks and drip lines, but is extended with adapted and permeable clay pots. Pots are placed at the root zone and connected to drip lines. Water oozes out of the pots and wets the soil and then ‘sweats’ to maintain a favorable soil moisture condition. This method assures moisture is spread at the plant’s root zone to cultivate vegetables, flowers, fruit and forestry trees using only one fifth of other drip irrigation systems in India. SWAR is automated but doesn’t require electricity and results in huge water savings.
The Barsha Pump
AQYSTA HOLDING BV

CHALLENGE
For small and medium-sized farmers in the Himalayan Mountains of Nepal, watering crops can be a challenge. Irrigation solutions such as diesel and solar-powered pumping exist, but are not sustainable, requiring constant repairs, refueling, or large upfront investments. Simple solutions are needed to help farmers keep crops watered.

SOLUTION
aOysta’s Barsha pump is a low-cost, innovative solution for smallholder farmers to irrigate their fields without using any fuel or electricity. The hydro-powered pump is easily implemented anywhere there is flowing water nearby and requires little maintenance.

MILESTONES AND ACHIEVEMENTS
To date, aOysta has reached 241 beneficiaries with its hydro-pump technology. The innovator has installed 5 Barsha pumps across Nepal in diverse socioeconomic conditions. In Year 2, aOysta hopes to install 40 new pumps. Additionally, the innovator has leveraged more than $200,000 in outside funding, and has seen a profit margin of 21%.

GOALS
1. Counsel on aOysta’s overall business model in order to identify the most optimal path to scale.
2. Help collaborating with USAID’s Nepal projects and help positioning the pump technology to local farmers.
3. Recommendations on connecting with relevant investor audiences such as venture funds, impact funds, and family foundations.
4. Support in developing a micro-financing option model to approach micro-financing institutions.
5. Help in designing a complete irrigation and pump system for packaged sales.

OBSTACLE
For small and medium-sized farmers in the Himalayan Mountains of Nepal, watering crops can be a challenge. Simple solutions are needed to help farmers keep crops watered.

INNOVATION
The Barsha Pump

ORGANIZATION TYPE
For-Profit

COUNTRY
Nepal

CONTACT
Pratap Thapa
pratap@aOysta.com
www.aqysta.com
The Buried Diffuser

INSTITUTE FOR UNIVERSITY COOPERATION

CHALLENGE

In Tunisia, 43% of the families are completely dependent on agriculture for their means of survival. Unfortunately, agriculture-based incomes can be unreliable as smallholder farmers are often affected by droughts, especially in disadvantaged rural areas. Drip-irrigation systems, currently the most efficient irrigation system spread on the market, can be costly and energy inefficient for smallholder farmers struggling to survive.

SOLUTION

The buried diffuser is a new underground irrigation technique for trees, shrubs, and vegetables in fields and greenhouses. This innovative technology allows for water and energy savings as well as drought mitigation. In center-south Tunisia, the buried diffuser can keep trees alive during dry periods and improve olive yields that constitute the main source of income for the farmers in the region—thus contributing to poverty reduction.

The buried diffuser provides underground irrigation that delivers water to plants at the root level, and lessens the likelihood of water loss from evaporation. The system is comprised of diffusing parts, which facilitate water infiltration of the soil. A connection to a water distribution pipe helps regulate water flow to plants.

The buried diffuser works with gravity, as well as conventional water pressure to ensure that crops are efficiently getting the water they need. This innovation performs better than currently widespread irrigation methods, and should allow farmers to decrease production costs up to 30%. Additionally, the buried diffuser uses 30% less water to produce the same weight of crop.

OBSTACLE

In Tunisia, 43% of the families are completely dependent on agriculture for their means of survival.

INNOVATION

The Buried Diffuser

ORGANIZATION TYPE

NGO and Non-Profit

COUNTRY

Tunisia

CONTACT

Matteo Boschi
matteo.boschi@icu.it
www.icu.it/en/
OBSTACLE
Large inequity in water and food accessibility exists in Turkey.

INNOVATION
Waterpads®

ORGANIZATION TYPE
Non-Profit

COUNTRIES
Ethiopia, Turkey

CONTACT
Martin van Beusekom
mvanbeusekom@metameta.nl
www.metameta.nl

CHALLENGE
Large inequities in water and food accessibility exist in Turkey. Farmers and refugees living in the arid regions of the southeast struggle to gain access to land and precious resources like freshwater. Currently, the region is home to two million Syrian refugees. With this demand for water and space, the pressure on groundwater sources during the six months dry period starting in April, is enormous.

SOLUTION
Waterpads, through the organization MetaMeta Research B.V., increases water efficiency in the international vegetable and fruit tree sector through their low-cost water buffering technology. This innovation is essential for water-deprived farmers who need to grow a lot of food with just a little bit of water. The low weight polymer pads are placed close to the roots of plants, avoiding evaporation and the loss of useful runoff water.

Waterpads are a sandwich of paper and jute with an inner layer of granular polymers in dry form. The polymer absorbs 100 times its own weight of water, retaining water at binding tension. Placed at root level, the pads increase farmers’ irrigation efficiency by 40%, while increasing yields between 10 and 25%. With this technology, young plants and trees are significantly more likely to survive the dry times. Costing about mere pennies per plant with lifetime of 5 years, Waterpads are low-cost, easy to produce and reliable for farmers in arid regions.

GOALS
1. Increase the likelihood of young plants and trees to survive the dry times.
2. Provide low-cost Waterpads for farmers in arid regions.
Zero Discharge Desalination
UNIVERSITY OF TEXAS – EL PASO

CHALLENGE
By 2050, water demand is projected to increase by 55% globally, meaning that the number of people impacted by water scarcity and stress will continue to rise. Importantly, more than 70% of global water use occurs in the food value chain. By 2025, two-thirds of the world’s population could be living in severe water stress conditions and developing countries will see the impact on human health and food production. To satisfy future water demand, we must augment traditional water supplies with brackish groundwater.

SOLUTION
The University of Texas at El Paso (UTEP) Center for Inland Desalination (CIDS) designed a zero discharge desalination (ZDD) technology that reduces water waste in the desalination process.

HOW DOES IT WORK?
Zero discharge desalination (ZDD) technology provides an order-of-magnitude reduction in the amount of water wasted in the desalination of groundwater by conventional processes. Electrodialysis metathesis uses a DC voltage to remove undesirable ions from water and strategically pairs them with other ions to produce a precipitate that can then be used by farmers for soil augmentation. UTEP plans to optimize their technology primarily by simplifying their operational process to include control set points.

The team plans to go to a single electrodialysis stack and to feed sodium chloride precipitated from their system back into the process, forming a closed loop. The team plans to work with local agriculture extension agents affiliated with the university to provide farmer outreach and to coordinate farmer training at the pilot test location in Honduras.

OBSTACLE
To satisfy future water demand, we must augment traditional water supplies with brackish groundwater.

INNOVATION
Zero Discharge Desalination (ZDD)

ORGANIZATION TYPE
University

COUNTRIES
Honduras, Latin America

CONTACT
Malynda Cappelle
macappelle@utep.edu
www.utep.edu
Freshwater Management System

ARCADIS

CHALLENGE
Water demands in coastal Mexico are on the rise while fresh water resources are increasingly becoming limited. Economic growth, growth in population, and climate change exacerbate existing freshwater shortages and increase pressure on shallow fresh groundwater reservoirs. Additionally, saltwater intrusion is making aquifers unsuitable for irrigating agricultural lands.

SOLUTION
Subsurface water technologies provide an innovative, practical approach to freshwater management in coastal areas. ARCADIS’s Freshkeeper product stops and reverses salinization of aquifers and water wells by intercepting intruding brackish groundwater. Fresh and brackish water are pumped simultaneously from different depths, to control the fresh-brackish intercept.

MILESTONES AND ACHIEVEMENTS
ARCADIS has completed an analysis for a business case in Mexico that highlights opportunities for their product in the Mexican market. The innovator is exploring a potential customer base of both farmers and municipalities. Their first working visit to Mexico entailed establishing a coordinated effort among local stakeholders and gathering information on the local geohydrology and salinization problems.
Lilypad
PURALYTICS

CHALLENGE
Man-made ponds and large diameter open tanks have chemicals and micro-organisms.

SOLUTION
Puralytics has pioneered a photochemical technology for water purification. The Lilypad provides both an environmentally safe and effective water treatment solution for cleaning ponds and managing catchment areas. This reusable, floating purifier continuously destroys chemicals and micro-organisms and works in man-made ponds and large diameter open tanks.

MILESTONES AND ACHIEVEMENTS
Puralytics has developed a strong relationship with Driscoll’s, a berry producer in Mexico. Driscoll’s has agreed to serve as a demonstration partner to prove out the Lilypad product. Puralytics is negotiating with Hidro Industrial to be a distribution and installation partner.

During the company’s first year in Securing Water for Food, its goals included developing the value proposition for the small farmer, developing their business model, and identifying the minimum viable system that is affordable for their customers.
Greenhouse
DEUTSCHE WELTHUNGERHILFE E.V.

CHALLENGE
From October to April, irrigation canals are closed for repairs, making water extremely scarce for food production.

SOLUTION
Deutsche Welthungerhilfe e.V. has combined a rainwater harvesting mechanism with greenhouse technology. In their focus country, Tajikistan, greenhouses enable vegetable production from October to April, which will significantly reduce the cost to consumers. Rainwater is captured by roof catchments. Greenhouses are sinotype and use an isolation system to capture heat.

MILESTONES AND ACHIEVEMENTS
Deutsche Welthungerhilfe e.V’s primary goals were to increase broad knowledge of the technology among the potential customer base, select the initial group of farmers to implement the greenhouse, and construct and put into operation 10 greenhouses.

Deutsche Welthungerhilfe e.V held 14 information sessions to build knowledge and conducted individual meetings with 45 farmers. They learned that their customers wanted a greenhouse twice their planned size so that multiple families could use the same one and cut down on running costs. To date, five greenhouses have been completed with two additional under construction.

OBSTACLE
Long winters reduce the amount of time for growing crops in Tajikistan.

INNOVATION
Greenhouses

ORGANIZATION TYPE
Non-Profit

COUNTRY
Tajikistan

CONTACT
Jens Steuernagel
jens.steuernagel@welthungerhilfe.de
www.welthungerhilfe.de
Salt-Tolerant Quinoa

WAGENINGEN UR

CHALLENGE
In agricultural lands impacted by high salinity, smallholder farmers realize lower than average yields and reduced incomes. In these regions, improving food production and creating new opportunities for earning a livelihood are desperately needed.

SOLUTION
Researchers at Wageningen UR have come up with a non-genetically modified salt-tolerant quinoa that not only grows, but also thrives in saline soils. By making this high-value super grain available to farmers in areas impacted by high salinity, there is a potential to reduce fresh water consumption, reduce food scarcity, reclaim unused or underused agricultural lands, and create new livelihood opportunities for smallholder farmers.

MILESTONES AND ACHIEVEMENTS
Wageningen has sown field trials of the salt tolerant quinoa in China and Vietnam, as well as set up tests to determine maximum salt level tolerance. In Chile, they have harvested 60 hectares and, through their partner AbbottAgra, signed an agreement with SPS Chile, a production chain managing company that licenses them to use the non-bitter varietals in country. Wageningen has submitted an EU-H2020 project proposal aimed at improving productivity of quinoa under abiotic stress conditions and improving agronomy by extensively testing genotype, environment, and management interactions.

GOALS
1. Improve farmer adoption of salt-tolerant quinoa crops.
2. Enhance volume of seed sold.
Weather System
TRANS AFRICAN HYDRO-METEOROLOGICAL OBSERVATORY (TAHMO)

CHALLENGE
Without climate information, you cannot optimize crop selection or ensure it without knowing the risks.

SOLUTION
The TAHMO weather system is the first continent-wide weather network that allows free data to non-commercial users including researchers. The innovative, solar-powered sensor system delivers accurate, localized, and timely meteorological and water resource information to farmers multiple times per day via a mobile device. The network helps enhance food security and reduce the risk to smallholder farmers that rely on rain-fed agriculture to cultivate crops.

MILESTONES AND ACHIEVEMENTS
In addition to reducing agricultural water consumption in targeted areas, TAHMO tested alternative business modalities and is having some success with a direct-marketing approach to schools. The system was presented at the Addis GEF meeting, where weather observation was the focus of the meeting for East Africa. Ministers saw the stations and invited TAHMO to pilot in 5 countries.
ANNEX C – VOUCHER SYSTEM UPDATES

DOCUMENT NOTE

Section I – Product Categories and Firms includes the service categories, provides the general category, and shows the eligible firms for the respective category.

Section II – Firm/Consultant Descriptions, which starts on page 18 of this document, provides a brief summary description of the firm or consultant and shows the categories to which the firm has applied.

SECTION I – PRODUCT CATEGORIES AND FIRMS

Business Development General Category Description: identifying examining and providing strategic direction on potential growth opportunities for innovator management, as well as providing the subsequent support and monitoring of its implementation in a developing country context; b) examining and providing advice with regards to the innovator's business/ operating model and how the organization can integrate knowledge and feedback from production, marketing, sales, etc. to take advantage of the identified growth opportunities; c) identifying and helping to set up strategic alliances and partnership (in-country and others) to expand innovator capacities or meet other organizational goals; d) helping to identify, research and analyze and bring to market new businesses and products. This would be a more formal arrangement with specific deliverables, which may include a mentorship component. The activities would focus on market penetration and growth, support to generate revenues through new products and service offerings, and directly contribute to the SWFF innovators growth through the development of sales and business from relevant customers.
Eligible firms for this category:

- Angelique Rewers
- BAXIS Consulting and Technology Services Ltd.
- Biosfera Desarrollos
- CDC Consult Ltd.
- Double-0 Marketing
- Ennovent
- I-DEV International
- Intellecap
- Larta
- MRI International
- Open Capital
- Sattva
- SkyQuest
- Whitten & Roy

**Business Mentorship General Category Description:** Mentors serving SWFF innovators would alternate between receptive and active roles: 1) As a role model and advisor; 2) As a sounding board providing wise counsel; 3) As a guide; 4) As a skill developer; 5) As an advocate, champion, and trusted confidante. A mentor for the SWFF innovators would sometimes assume a teaching or coaching role around a particular skill-set or service area, helping the mentee to learn quickly, in the format and style of the culture, legal, or business environment. The role would be specific, short-lived, and individualized. The engagement may include an evaluation of the SWFF innovator’s diagnostic results, negotiating and drafting mentorship agreements, and monitoring progress of mentor-innovator relationships. Mentoring may be one-on-one and group, remote or onsite, and leverage existing technology-enabled mentoring platforms plus piggyback on important international and regional conferences.
Eligible firms for this category:

- Angelique Rewers
- ConsultUs
- Ennovent
- EnviroMedia
- Evans Wadongo
- I-DEV International
- Larta
- Moonshot
- Open Capital
- Sattva
- SkyQuest
- The George Washington University
- Whitten & Roy
- Womble Carlyle

**Business Modeling** General Category Description: The firm would work with SWFF innovators to develop a plan implemented by a company to generate revenue and make a profit from operations. They may help the innovators develop a business model canvas, offer tailored business planning services, and evaluate current business plans. The final product could include coaching to support business plan implementation or actually creating a plan to show how the company can make money. The firm would provide insights on the methods or means by which a SWFF innovator would capture value from their business, in addition to defining how the company would generate economic value, compete in the marketplace, convert inputs to outputs, and strengthen its ability to create returns greater than the (opportunity) costs of capital invested by shareholders and/or the SWFF Grand Challenge.

Eligible firms for this category:

- Angelique Rewers
• BAXIS Consulting and Technology Services Ltd.
• Biosfera Desarrollos
• CDC Consult Ltd.
• Ennovent
• I-DEV International
• Intellecap
• Larta
• Moonshot
• MRI Global
• Open Capital
• OzMozis Limitada
• Sattva
• SkyQuest
• The George Washington University
• Whitten & Roy

**Gender Assessments / Considerations** *General Category Description:* This category would include primary and/or secondary research to support country gender assessments, gender assessments by sector, and company gender assessments, and gender impact assessments. It may also include training on gender, gender sensitization, and other gender-related categories of work (e.g., understanding the challenges facing smallholder farmers and advising on participatory extension programs, identify and establishing relevant PPPs, etc.).

*Eligible firms for this category:*

• Hans Muzoora

**Graphic Design, Branding, and Website Development** *General Category Description:*) Firms in this category will be responsible for creating design solutions that have a high visual impact and business value for a huge variety of products and
activities to support SWFF innovators. The firms will develop creative ideas and concepts and work with up-to-date knowledge of industry software and a professional approach to time, costs and deadlines. They are expected to deliver cost-effective designs, branding and website development.

*Eligible firms for this category:*
  - 3 Roads Communications
  - Angelique Rewers
  - Dimitriy Karfagenskiy
  - Double-0 Marketing
  - Moonshot
  - TM Design

**Human Resources Management** *General Category Description:* Effective management of people is a driving factor behind profitable businesses. Firms in this category will provide solutions, tools and services and implement effective practices that would help SWFF innovators manage their staff and create a work environment that attracts and retains high quality staff.

*Eligible firms for this category:*
  - Abacus Consulting
  - Angelique Rewers
  - BASIX Consulting and Technology Services
  - Open Capital

**Legal Services** *Category Description:* The firms in this category would provide a variety of legal services to the SWFF Innovators. These may include basic (e.g., sample contractor agreements, charters, IP research) to complex services that could be company-specific, multi-jurisdictional/countries, and a variety of high-level legal and strategic services that are relevant and focused on the intersection of impact and sound
business management practices. Business mentoring on legal issues would also be included. (e.g., legal issues that affect ongoing operations; establishing sound organizational and operating principles that are tailored to their business models; advise on structuring transactions that will provide the necessary access to, and effectively deploy, capital in support of sustainable, profitable and social responsible operations).

*Eligible firms for this category:*
  - Thomas & Krishnaswami Law Associates
  - Womble Carlyle

**Market Research and Market Analysis** *General Category Description:* in-country market research and mapping exercises to evaluate a variety of business issues (e.g., this research could include qualitative and quantitative research, in-person interviews, focus groups, surveys, etc.) Deliverables, which should be tailored for maximum impact, could include summary research reports, country reports, customer and market segment evaluation reports, etc. depending on the need of the SWFF innovator. The firm would help innovators to secure intelligence about sectors and markets, key trends, competitors, and local partners.

*Eligible firms for this category:*
  - Abacus Consulting
  - BASIX Consulting and Technology Services Ltd.
  - CDC Consult Ltd.
  - ConsultUs
  - Ennovent
  - Hans Muzoora
  - I-DEV International
  - Innovision Consulting
  - Open Capital
  - Sattva
• SkyQuest

Materials Science General Category Description – we had no respondents in this service category.

Eligible firms for this category:
• Biosfera Desarrollos

Media Training and Presentation Coaching Category Description: training and instruction to ensure effective news media interviewing using intensive on-camera work and role-playing, development of key messages, developing an individual interview style, presentation coaching sessions to improve nervousness, body language, voice projection and overall speaker presence and readiness for public speaking engagements.

Eligible firms for this category:
• 3 Roads Communications
• Angelique Rewers
• EnviroMedia
• Larta
• Oratorio

Organizational Capacity Building Category Description: distinct focus on the business process redesign, talent management, team development, change management, meeting design and facilitation, group problem solving, reorganization; and creating a more rewarding and productive workplace, and improving overall organizational effectiveness. This may include strategic operational assessments, customized training and targeted technical assistance, organizational capacity assessments, and identification of specific areas for improvement.
Eligible firms for this category:

- Abacus Consulting International
- BASIX Consulting and Technology Services Ltd.
- CDC Consult Ltd.
- Ennovent
- I-DEV International
- Moonshot
- Open Capital
- Whitten & Roy

Partner Identification and Partnerships *General Category Description: SWFF* innovators benefit from partnerships that support business growth and scaling. Firms in this category would identify potential partners, facilitate partnerships that affect a company’s value chain, provide support to the innovators in managing a partnership portfolio, and structure strategic partnerships that could enable SWFF innovators to scale their operations, explore new distribution channels, and provide access to customer financing, network building, and finance.

Eligible firms for this category:

- Angelique Rewers
- Ennovent
- Intellecap
- Larta
- Moonshot
- Open Capital
- OzMozis Limited
- SecondMuse
- SkyQuest
**Policy and Advocacy** *General Category Description*: Review policy frameworks as they relate to SWFF innovator growth; support innovators in planning approaches to policy reform and advocacy. Firms in this category would help the TA Facility to explore innovation ecosystems and the formal and informal mechanisms that support the ecosystem, including the government legal and regulatory barriers that may negatively affect growth. This may include stimulating public-private dialogue, identifying commercially viable and environmentally sustainable projects and partners, and developing communities for learning about policy and advocacy.

*Eligible firms for this category:*

- Larta
- Melwood Global
- Moonshot
- Open Capital

**Product Development, Refinement, and Diversification** *General Category Description*: Firms in this category may provide training and workshops around product development; develop processes to support product development, refinement and diversification; apply innovation principles to product development; evaluate current and planned product portfolio for profitability; study competitor products to determine if SWFF innovators can refine their products to increase product desirability and competitiveness.

*Eligible firms for this category:*

- BASIX Consulting and Technology Services
- MRI Global
- Open Capital
Public Relations and Communication *General Category Description:* The services required in this category would include developing innovator specific communication strategies, developing messages, engaging local, regional, national and international media, developing social media campaigns, establishing editorial calendars, building video products, provide strategic communications advice, and other on-demand, needs-based services. This could include product launch plans and implementation, audience segmentation strategies, evaluation of communication and marketing collateral, feature story writing, speech writing, developing case studies, etc.

*Eligible firms for this category:*
- 3 Roads Communications
- EnviroMedia
- Melwood Global
- Moonshot
- Outreach Strategies

Smallholder Farmer Marketing and Sales *General Category Description:* For the clear majority of the SWFF innovators, the smallholder farmer is the target customer for their innovations. Firms in this category must know and understand the challenges faced by this segment of customer, and know how to develop and deliver programs that are based on building relationships with the customer. They must be able to identify and reach farmers, effectively work in our target countries and markets, and devise and implement activities and deliverables that change behaviors and change lives. Firms may be required to advise smallholder farmer co-ops, influence outgrower network operations, and work directly with finance institutions that serve smallholder farmers.

*Eligible firms for this category:*
- BASIX Consulting and Technology Services
- CDC Consult Ltd.
- ConsultUs
• Hans Muzoora
• Intellecap
• Open Capital
• Whitten & Roy

Supply Chain Development General Category Description: Services in the category may include evaluation of SWFF innovator supply chains, identifying potential vendors, providing assistance in improving efficiency in their operations, in addition to potentially sourcing new vendors. Firms would deliver general supply chain develop support which may include assessing ag value chains, market research and analysis, R&D innovation services, access to technical knowledge, expanding network connections, identifying potential opportunities for expanding markets, and advice on scale-up as it relates to supply chain development.

Eligible firms for this category:
• Angelique Rewers
• ConsultUs
• Moonshot
• MRI Global
• Open Capital
• OzMozis Limitada

Technical Writing and Scope of Work Development General Category Description: Firms in this category will be responsible for contributing to the SWFF SOW development work. They will evaluate the mini-SOW created by the TA Facility Acceleration Facilitator, interface with the TA Facility about the innovator, conduct the innovator interviews, and develop the full-blown services scopes of work that will be used as a roadmap for current and future work.
Eligible firms for this category:

- Abacus Consulting
- MRI Global
- Whitten & Roy

Travel Services (Conferences/Investor Workshops/Meetings) General Category

Description: The firms in this category would provide SWFF TA Facility support for conferences, workshops and meetings to include: site searches/hotel selection/contract negotiation, planning of the food and beverages, understanding guarantees and the impact to the bottom line, understanding audio visual (yet not being the technicians), working with various vendors for various aspects including transportation, entertainment, speaker management, white paper reviews, awards, sponsorships, exhibitions, risk management, marketing/branding and communication along with the finance management. The firm would serve as the TA Facility’s risk mitigators, budget trackers, analytical allies, timeline tracers, logistics leaders, and supplemental support team.

Eligible firms for this category:

- Angelique Rewers
- BASIX Consulting and Technology Services
- KCA
- MRI Global
SECTION II – FIRM/CONSULTANT DESCRIPTIONS

VENDOR: 3 ROADS COMMUNICATIONS

3 Roads Communications is an Emmy Award-winning, woman and veteran owned, small business located in the greater Washington, D.C. area. The Washington Business Journal named 3 Roads one of the Top 15 Public Affairs firms in Washington for the past two years. A video production and strategic communication firm, 3 Roads has over twenty years of experience producing public television series, documentaries, Public Service Announcements (PSAs), web series, commercials, and special programming.

Categories: Graphic Design, Branding and Website Development, Media Training and Presentation Coaching, Public Relations and Communication

VENDOR: ABACUS CONSULTING

AbacusConsulting was incorporated in 1987 and for over 28 years has been offering cutting-edge business solutions helping organizations to transform their visions into realities through a combination of latest business methodologies and technological tools. We offer a wide range of products & services, including information technology services (Mobile based technologies, SAP implementation & education, data warehousing and data mining, custom-developed ERP suite and enterprise assets management solutions). Strategic consulting, financial & investment advisory, business process improvement, Human Resource Consulting etc.

Categories: Organizational Capacity Building, Market Research and Market Analytics, Technical Writing and Scope of Work, and Human Resource Management
VENDOR: ANGELIQUE REWERS

Angelique Rewrs is an independent consultant and nationally recognized expert for her work advising, mentoring and training entrepreneurs and innovators — as well as for her work advising global corporations.

After a distinguished career leading critical marketing, business development, communication, media and change management initiatives for Fortune 500 corporations, she launched her own consulting business, quickly landing top corporate names in the technology, defense, energy, medical and consulting sectors, including Northrop Grumman, ITT, Constellation Energy, BD, Towers Watson, MedStar Health and others.

Over the last six years, she has trained and mentored over 1,500 international start-ups and small business owners on how to land lucrative corporate clients through live workshops and conferences, virtual trainings/products and individual/small group mentoring.


VENDOR: BASIX CONSULTING AND TECHNOLOGY SERVICES LTD.

BASIX Consulting and Technology Services Ltd. (BCTS) is the consulting arm of BASIX Social Enterprise Group (BASIX). BASIX SEG is the group name of the 13 companies that are engaged in livelihood promotion services held by their holding company BASICS Limited that was established in the year 1996 in India and has provided
investment and strategic guidance to its subsidiaries in the areas of livelihood since inception and also been involved in policy work at governmental level. The BASIX Social Enterprise Group (SEG) is India’s first “new generation Livelihood Promotion Institution (LPI)” established in 1996.

The mission of the BASIX SEG is to promote a large number of sustainable livelihoods, especially for the rural poor and women, through the provision of financial services and technical assistance in an integrated manner. The BASIX SEG provides a comprehensive set of livelihood promotion services which include Inclusive Financial Services (IFS), Agriculture, Livestock and Enterprise Development Services (AGLEDS) and Institutional Development Services (IDS). BASIX works with more than 5 million customers at the base of the pyramid (BoP), covering 24 states in India and other developing countries in the regions of Asia Pacific, South East Asia, South Asia and Africa. Pl refer Annexure-1 for the BASIX SEG corporate structure.

**Categories**: Business Development, Business Modeling, Market Research and Market Analysis, Organizational Capacity Building, Product Development and Refinement, Smallholder Farmer Marketing and Sales, Travel Services (Travel Services (Conferences/Investor Workshops/Meetings), Human Resource Management

**VENDOR: BIOSFERA DESARROLLOS**

Biosferra Desarrollos provides technical assistance that is based on a model that combines understanding of the country’s business environment, informs and provides support on strategic decisions, assists in transferring business management skills as well as organizing business core functions and innovating the business models.

The Biosferra Desarrollos technical assistance capacity is given by its growing network of a hundred talented business development practitioners who are nationals from Mexico, Central America, the Caribbean and southern America countries, which allows
us to form multidisciplinary and scalable teams. Our experts excel in specific technical skills and are well-known in their countries and regions by their entrepreneurial desire to innovate business models and in their strategic thinking. Each one of our experts have at least eight years of experience providing technical assistance for successful launching and building capabilities for full operations for startups as well reaching strategic milestones for businesses in expansion.

Biosfera Desarrollos leverages the consultant technical assistance impact by providing remote as well face-to-face support for project management that keeps the project on track and focused on technical assistance efficiency. In this way we manage to reach measurable results under the budget and the program defined.

**Categories:** Business Development, Business Modeling

**VENDOR: BONNY NTARE**

Bonny Ntare is an independent consultant with over thirty years of experience in International Agricultural Research for Development with skills team leadership; management of agricultural research for development, multi-institutional program/project design, development, and implementation; participatory research approaches; training of agricultural researchers and farmers in priority skills; and seed systems in sub-Saharan Africa. Relevant experience included serving as a country director in Mali (2003-2011) and Assistant Regional Director, West and Central Africa for the International Institute for the Semi-Arid Tropics (ICRISAT). The min role was to provide leadership, managerial and technical support of ICRISAT Country team in Mali and the sub region comprising multidisciplinary team of specialists in crop improvement, agro-ecosystems, seed systems, GIS and agribusiness.

**Categories:** Materials Science
VENDOR: CDC CONSULT LIMITED

CDC Consult Limited executes assignments through the six different but interrelated service lines of Training and Recruitment Management; Market Solutions and Organizational Development; Financial Management and Investment Advisory Services; Risk Management and Assurance Service and Outsources and Project Management Services.

Within these service lines are project teams with an average of three members, which manage various aspects of engagements with speed and precision. Each service line, in addition to the in-house team of consultants, have readily available associates to undertake assignments, ensuring the availability of the relevant expertise to deliver client focused services on each assignment. The project management framework used by the firm’s service lines is built around the pillars of:

- Contract and financial management
- Human resource management
- Project and team communication management
- Risk management and management of un expected situations
- Planning, documentation and reporting
- Administrative and logistic support
- Internal project monitoring and evaluation
- Quality assurance to achieve intervention objectives.

Categories: Business Modeling, Market Research and Market Analysis, Organizational Capacity Building, Smallholder Farmer Marketing and Sale
VENDOR: CONSULTUS

ConsultUs consists of 11 core, and 7 “floating” experts across the field of Agricultural development (feasibility studies, sector analysis, value chain analysis and development, crop and animal husbandry etc); Business planning, modelling, strategy; Project finance (idea development, technical writing, SWOT analyses; Legal services (contract drafting, negotiations and closing); IT (network installations, programming, graphic design, app development for android, GIS mapping) and inclusive development (especially gender awareness). We also have a deep network of public and private sector clients and partners, which should support development of business linkages and advocacy. Within our core competencies, ConsultUs has solid and extensive practical experience in dealing directly with clients across highlighted business sectors.

Categories: Business Development, Business Modeling, Market Research and Market Analysis, Smallholder Farmer Marketing and Sales, Supply Chain Development

VENDOR: DMITRIY KARFAGENSKIY

Dmitriy is an independent consultant, offers a wide range of services across the branding/design/development category, and can be engaged to both lead complex design projects and provide support in a more tactical capacity.

Categories: Graphic Design, Branding, and Website Development

VENDOR: DOUBLE-0 MARKETING

Double-0 Marketing brings to the table an extensive background in communications, design and marketing leadership in the international development sphere, not to mention another eighty-plus categories. Our team has worked on numerous USAID-based projects for a wide variety of organizations. Some of these organizations include
Counterpart International, Creative Associates, International Executive Service Corp (IESC). In addition, we will start engagements with the Global Reading Network and GrowCocoa in Q1 of 2016. Beyond the traditional International Development arena, Double-0 has partnered with other non-profit organizations and associations such as ASAE (Center for Association Leadership), Environmental Protection Agency, LES (Licensing Executives Society), the Boy Scouts of America and the American Red Cross.

**Categories:** Graphic Design, Branding, and Website Development

**VENDOR: ENNOVENT**

Ennovent is a global innovation company that helps clients accelerate innovations for sustainability in low-income markets in developing countries. We build solutions, deliver services and operate communities to discover, start up, finance and scale the best social innovations to generate profits and impact. Since 2008, Ennovent has worked with around 60 clients to accelerate over 250 innovations in 15 countries. Our core sectors include energy, food, water, health, education and sanitation.

**Categories:** Business Development, Business Mentorship, Business Modeling, Market Research and Market Analysis, Organizational Capacity Building, Partner Identification and Partnerships

**VENDOR: ENVIROMEDIA**

EnviroMedia is a privately owned communications and PR agency headquartered in Austin, Texas, with a satellite office in Washington, D.C. Founded in 1997, EnviroMedia is the nation’s first full-service agency to focus solely on the environment and public health. Our experienced staff helps clients achieve their goals using in-house research,
branding, creative development, corporate public affairs, media relations, social media, community outreach, experiential marketing, web design, web programming, and media planning and buying. Any of our services can be accessed with just one email or phone call.

**Categories:** Business Mentorship, Media Training & Presentation Coaching, Public Relations and Communication

**VENDOR: EVANS WADONGO**

Mr. Evans Wadongo, 29, is social entrepreneur and development expert, co-founder at GreenWize Energy, which is advancing cutting edge African designed renewable energy solutions in Sub Saharan Africa. He is also the founder of Sustainable Development For All, that has helped lift thousands of mostly rural people out of poverty. Wadongo grew up in a rural village in western Kenya before earning a BSc. (Honors) in Electronic and Computer Engineering from Jomo Kenyatta University of Agriculture and Technology. At 19, he designed the first-ever African designed solar lamp, dubbed MwangaBora®.

He has experience in implementing various projects, working with communities, and advising other entrepreneurs focused on the emerging markets; for over 8 years. He has gained experience providing vocational and business skills training to over 1200 youths and over 300 women groups who have set up businesses. Through a company he co-founded, GreenWize Energy Ltd, he has gained experience advising and training corporate executives. He is also a board chair of Wadson Ventures, an early stage impact investment firm (which invests in agriculture, health, education, energy, ICT and related sectors) through which he has gained insights into the skills and competencies needed in establishing and growing new enterprises in the East African region and what investors in this market look for when making decision to fund new enterprises.
**Categories:** Business Mentorship, Business Development

**VENDOR: HANS MUZOORA**

Hans Muzoora has over 17 years’ experience of working in the cotton sector in East Africa in demonstrated his technical and analytical skills through numerous value chain analyses and baseline studies of commodities and rural farming. His proven track record of successfully engaging the private sector in agriculture value chains has improved productivity and production, and created jobs in the cotton, coffee, beans and maize sectors. In addition to a proven track record of obtaining results through private-sector initiatives, in his current position as an agriculture and rural development consultant for Agridev Solutions, Inc., he has conducted a value chain and market analysis and designed a program to develop the job skills of rural Yemeni youth and adults, and designed a youth livelihoods program in Uganda that used Youth Farmer Field Schools to increase the incomes of over 1,500 youths.

**Categories:** Gender Assessments/Considerations, Market Research and Market Analysis

**VENDOR: I-DEV INTERNATIONAL**

I-DEV International is a management strategy and investment advisory firm that specializes in helping to grow and scale businesses in emerging markets. Over the past decade, I-DEV has worked with 250+ SMEs and helped raise over $50M in financing for growth-stage companies across Sub-Saharan Africa, Latin America and Asia. In addition, I-DEV has a breadth of in field experience working across five continents to provide technical assistance to businesses across the value chain.

I-DEV provides support services to emerging market businesses in many capacities and
engagement structures. Its core services are management consulting and investment advisory. Within these service lines, I-DEV helps businesses with financial and commercial strategy development, supply chain analysis and strengthening, buy and sell side investment advisory and due diligence, among others. While I-DEV is often hired directly by SMEs, the majority of I-DEV’s technical assistance is delivered through projects for foundations, multilaterals, international NGOs and aid organizations seeking I-DEV’s expertise to strengthen businesses they support. For such engagements, I-DEV often works with multiple businesses within the same program. In the last nine months, I-DEV has performed several multi-company projects, including providing consulting and investment advisory services to 20+ businesses simultaneously for the Global Alliance For Clean Cookstoves (on a global basis) and five Amazonian businesses across the Peruvian amazon simultaneously for Conservation International.

**Categories:** Business Development, Business Mentorship, Business Modeling, Organizational Capacity Building, Market Research and Market Analysis

**VENDOR: INNOVISION CONSULTING**

Innovision Consulting specializes in research and project management services to develop inclusive and sustainable markets. Inclusive markets provide sustainable income and employment opportunities and access to affordable basic services (health, education, water, sanitation) for the people living under poverty. Our specialized areas of works include: Designing and managing interventions for systemic development (Markets for Poor or M4P) in agriculture, industries, services and health markets, Agricultural and industrial value chain analysis, program design and facilitation, Designing challenge fund programmes for enterprise development, Application of the Donor Committee for Enterprise Development (DCED) standard for monitoring and results measurement (MRM) of systemic interventions and Training and staff capacity development on M4P, Value Chain Development, DCED monitoring and results measurement.
**Categories:** Market Research and Market Analysis

**VENDOR: INTELLECAP FIRM**

Intellecap is a global advisory firm with expertise in supporting and scaling social enterprise ecosystems in South Asia and Sub Saharan Africa. Since inception, Intellecap has grown into a Group of more than 900 employees and 400 engagements across 25 countries around the world. Intellecap has a strong foundation in India, East Africa and South East Asia with local teams in place in India, Indonesia and Kenya and a strong network of partners in other developing geographies. We are pioneers in providing innovative business solutions that help build and scale profitable and sustainable enterprises dedicated to social and environmental change. We provide thought leadership and strategic advice to investors, governments, corporations, and other decision-makers that seek to grow social entrepreneurship. We also build capacity of the impact enterprises to scale through consulting on business skills, building relevant partnerships to expand networks and mobilizing domestic and international investors to provide access to capital.

**Categories:** Business Development, Business Modeling, Partner Identification and Partnerships, Policy and Advocacy, Smallholder Farmer Marketing and Sales

**VENDOR: ENNOVENT**

**Categories:** Business Development, Business Mentorship, Business Modeling, Organizational Capacity Building, Partner Identification and Partnerships, Market Research and Market Analysis
**VENDOR: KCA**

KCA is a unique multi-management firm dedicated to customized and focused conference and association management client services, while providing superior quality and embracing high ethics and standards. KCA has successfully designed and developed creative meetings and events to enhance its clients’ objectives locally, regionally, nationally and internationally for nearly 25 years. Our clients can attest that KCA professionally handles its accounts and effectively manages its responsibilities with our team of 15 and an extensive global network of vetted industry vendors who often go above and beyond to meet clients’ requests. Additionally KCA is WBENC Certified, one of the most widely recognized and respected women owned business certifications in the USA.

**Categories**: Travel Services (Conferences/Investor Workshops/Meetings)

**VENDOR: LARTA INSTITUTE**

Larta Institute possesses a team of business and technical professionals with experience in advising emerging companies and government organizations that support innovation across a variety of sectors (agricultural technology, energy, healthcare, climate and environmental-related technologies, advanced materials, and electronics and IT). Moreover, Larta has built a strong institutional network and knowledge management capability in the agricultural sciences and related sectors relevant to SWFF awardees. Larta launched and manages the leading investment and partnering event for early stage agritech and agritech-related innovation (The Ag Innovation Showcase). The event has grown into a recognized destination that convenes stakeholders across the global ag spectrum—innovators, investors, industry, academia, specialists, foundations, government and development organizations.
Categories: Business Development, Business Mentorship, Business Modeling, Media Training and Presentation Coaching, Partner Identification and Partnerships, Policy and Advocacy

VENDOR: MELWOOD GLOBAL

Since 2005, Melwood Global has helped our clients fulfill their communications and outreach goals with a level of tailored support that few firms can offer. The company is owned, managed, and staffed by former journalists who understand today’s complex media landscape and who have the experience, newsroom contacts, and know-how to deliver results. Melwood has put this extensive experience into action for federal and state government agencies, NGOs, and private companies on a wide variety of issues including international development, health, defense and education.

In our work with the U.S. Global Development Lab, Melwood managed anywhere from five to eight unique program media campaigns, juggling individual priorities, events, releases, and training needs on a tight hourly budget. Through this contract, Melwood has demonstrated our ability to respond quickly to requests for technical assistance under the Media Training and Presentation Coaching as well as Public Relations and Communications service categories. Within a week of working with the Lab, Melwood was tasked with supporting SWFF’s Desal Prize. To an outsider, this event risked being viewed as merely a USAID/Bureau of the Interior “science fair” in the middle of the desert. Melwood, however, creatively pitched it as the “Burning Man for Water Geeks” with enormous results.

Categories: Public Relations and Communication, Policy and Advocacy
VENDOR: MOONSHOT

Moonshot is a women-owned advisory services firm with an agile team based in the United States and Chile and associated consultants based in Sub-Saharan Africa and South Asia. Moonshot staff and consultants have experience implementing projects in over 50 countries including these countries where first-round SWFF grantees are located: Bangladesh, Ethiopia, India, Mexico, Kenya, Pakistan, Rwanda, Sierra Leone, South Africa, Tajikistan, Tanzania, Uganda, and the United States. Moonshot team members have lived outside their cultures in Bangladesh, Chile, England, Egypt, Kazakhstan, Kenya, India, Morocco, Poland, Singapore, Swaziland, Thailand, and Uganda.

Categories: Business Mentorship, Business Modeling, Graphic Design, Branding and Website Development, Organizational Capacity Building, Partner Identification and Partnership, Policy and Advocacy, Public Relations and Communication, Supply Chain Development

VENDOR: MRI GLOBAL

MRIGlobal is an independent 501c(3) engineering and R&D organization that has a long history and experience in supporting a variety of US government agencies (DOE, EPA, DoD, DHS, USAID, USDA, and others) in the management of research and technology innovation programs all the way from laboratory scale to commercialization. We have also been successful in the development of public-private partnerships that are focused on acceleration of innovative technologies for market applications.

Categories: Business Development, Business Modeling, Product Development, Refinement, and Diversification, Supply Chain Development, Technical Writing and SOW Development, Travel Services (Conferences/Investor Workshops/Meetings)
VENDOR: OPEN CAPITAL

Open Capital is a team of 36 full-time professionals with extensive experience advising Sub-Saharan Africa-focused businesses, investors, governments, and other organizations. We have supported over 130 engagements over the past 6 years, covering 12 countries in East and Southern Africa. Our team brings experience from top global firms including the Boston Consulting Group, McKinsey, the Bain & Company, Credit Suisse, IFC, Hogan Lovells, and as well as local firms including major African banks, accounting firms, and successful businesses.


VENDOR: ORATORIO

Oratorio is a certified Woman-Owned Small Business with a GSA schedules contract for Media Training, Presentation Training, Crisis Communications Training, and Message Development (GSA Contract #GS-02F-0015Y). We have provided these services to hundreds of corporate and government officials and other senior professionals around the world since 1998. Oratorio's co-partners Susan Tomai and Bill Connor are both former Washington television journalists who are joined by an experienced team of trainers – Andy Field, Alejandro Alvarado, Gary Nurenberg, Jodie Klein and Anne Murillo Hoyt. This large team of former journalists, coupled with our streamlined management process, permits us to respond quickly to client requests for training in the U.S. and around the world.

Categories: Media Training and Presentation Coaching
VENDOR: OUTREACH STRATEGIES

Outreach Strategies (OS) is a communications and public affairs firm dedicated to designing and implementing successful programs that promote positive change on large-scale environmental and natural resource challenges. Operating at the intersection of business, policy and public engagement on national and international levels, we bring decades of experience to developing and executing winning communications strategies that resonate at the global, national and local level. The OS Team has “been there.” We’ve led successful communications, advocacy and policy campaigns around some of the most complex and contentious environmental issues in recent years. We’ve integrated government relations and grassroots programs. We’ve counseled clients through crises. We’ve built broad business coalitions and managed effective advocacy campaigns at both the national and international levels.

Categories: Public Relations and Communication

VENDOR: OZMOZIS LIMITADA

OzMozis Limitada is a small development and investment advisory consultancy established in Mozambique in 2009. The managing director, Michael Baxter, had more than 30 years of experience in development and in developing countries when he established the firm, including more than 20 as a manager of project operations at the World Bank.

OzMozis staff have participated in more than 50 distinct tasks, including investor representation and business development, task team leadership and membership, and chairing the investment selection committee of the Africa Enterprise Challenge Fund (AECF), the largest innovation-focused agribusiness and renewable energy competitive fund in Sub-Saharan Africa. OzMozis focuses on Mozambique but has worked across southern Africa as well as though in numerous countries in Africa. OzMozis’ work in
recent years has included focusing on the business models of SMEs and financing constraints they face.

**Categories:** Business Modeling, Partner Identification & Partnership, Supply Chain Development

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**VENDOR: SATTVA**

Sattva has a strong professional background of engaging with a wide range of stakeholders over the last 7 years in helping bring in a confluence of social and business impact. In doing so, Sattva has engaged with non-profits, community organizations, social-businesses, hybrid-organizations, corporations, philanthropy organizations, investors, research/education institutions, policy/advocacy groups, think-tanks and government agencies - the diverse set of stakeholders that it engages with brings a clear sense of diversity, cross-pollination of ideas and best practices, an approach of collaborative solutions, and an ability to be able to address solutions both from an outside-in and an inside-out perspective. Sattva's experience has also spanned multiple geographies - while the strongest base of engagements has been the Indian sub-continent, Sattva has also engaged extensively on engagements spanning South-East Asia, Japan, Europe, Africa and North America.

**Categories:** Business Mentorship, Business Development, Business Modeling, Market Research and Analytics

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**VENDOR: SECOND MUSE**

SecondMuse is an innovation and collaboration agency. We co-create prosperity by applying the art and science of collaboration to solve complex problems. We believe that the key to human prosperity is the convergence of diverse thinking and coordinated
action to solve really tough challenges. We create and facilitate this process. Our team builds capacity in people to think about challenges in different ways and to create alternative solutions. We facilitate this ongoing process using the principles of design thinking, systems dynamics, curated collaboration and open innovation, creating opportunities for change across organizations and industries.

**Categories:** Partner Identification and Partnerships

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**VENDOR: SKYQUEST**

SkyQuest is a global IP focused research acceleration and commercialization organization widely known for its expertise working with both developing and developed ecosystems. Over the last 10 years the group and its management have been working with diverse stakeholders (individuals, researchers, institutions, Science and Technology agencies, SMEs, Export Institutes, agencies, large corporations etc) at various levels & capacities.

Such contributions have been at various levels, including but not limiting to:

1. Mapping development roadblocks (regional, national, international), restructuring and re-modeling of businesses, strategies
2. Enabling innovation access, addressing tech exchange & adoption bottlenecks
3. Technology and Market research, evaluation, feasibility, Go-No-Go
4. New market entry, partnering, business development, market development strategy, execution & planning, usability testing
5. Market launch support & soft landing services (local resource allocation, regulatory approvals, clearances etc)
6. Mentoring, Skill-gap analysis and need-based skill & capacity development

**Categories:** Business Mentorship, Business Development, Business Modeling, Partner Identification and Partnership, Market Research and Analytics
VENDOR: THE GEORGE WASHINGTON UNIVERSITY

The George Washington University (GW) is a leading university with significant expertise and resources available for providing technical assistance services quickly and across a wide range of developing countries and contexts for innovation and entrepreneurship, including particular strength in business modeling and mentoring. GW is the largest institution for higher education in Washington, DC with over 25,000 students, 2,200 faculty, and $1.2B in annual expenditures. It has deep international and innovation expertise through its faculty and staff, including the GW Office of Entrepreneurship (GWOE) and the Elliott School of International Affairs. The GWOE has been a leader in the delivery of business modeling education, training, consulting, advising, and mentoring, and would be the unit within GW responsible for responding to call order requests from Kaizen.

**Categories:** Business Mentorship, Business Modeling

VENDOR: THOMAS & KRISHNASWAMI LAW ASSOCIATES

Our firm is a full service commercial law firm that is capable of providing advise across various business sectors/industries and across commercial laws in India including employment laws, industrial laws, intellectual property laws, laws relating to manufacture, import, sale, distribution and marketing, corporate laws and property laws. Between them, our firm’s partners have 38 years of transactional and in-house legal experience and count some of the leading domestic and multi-national corporations as their clients. Our firm also works extensively with various start-ups and also has experience providing legal services to NGOs / not-for-profit companies. Our firm is a boutique firm that provides focused legal advice to its clients to meet and facilitate their business goals and works with a lean and efficient team that is capable of providing high quality and timely services at very competitive costs. Our firm has a presence in multiple cities in India at Chennai, Bangalore and Pune and also has the ability to
leverage informal networks with legal professionals in various parts of India when local assistance is required at locations where we do not have a presence.

**Categories:** Legal Services

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**VENDOR: TM DESIGN**

TM Design is a woman-owned studio delivering graphic design, web development and marketing communications project management. A Minority Business Enterprise (MBE) located in Maryland, the company has been in business for more than two decades serving local, regional and national clients in every genre of business, from non-profit to retail to business-to-business and Fortune 1000 firms. The team at TM Design is flexible and can respond quickly. Because we have a small team of highly skilled professionals you will not have to wait for the typical large creative firm process. TM Design prides itself on exemplary customer service. We build strong long-term relationships with our clients, which helps us to better understand their needs and respond quickly. Many of our clients feel that we are part of their team – an extension of their staff.

**Categories:** Graphic Design, Branding, and Website Development

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**VENDOR: WHITTEN & ROY PARTNERSHIP**

Whitten & Roy Partnership (WRP) is a sales and management consultancy with substantial international and development experience, having worked in 14 developing countries for eight years: Nicaragua, Haiti, Mali, Ghana, Ethiopia, Uganda, Kenya, Rwanda, Tanzania, Nepal, Myanmar, Cambodia, Laos, and Indonesia. We are based in the United States in California and Tennessee and operate out of consultant hubs in Phnom Penh Cambodia and London UK. We have delivered projects ranging from short term (up to 6 months), medium term 6 months to 2 years) and long term (over 2 years)
in multiple social enterprise sectors: agriculture, energy (solar and cookstoves), irrigation, potable water, rural sanitation, and urban sanitation. We provide the full scope of services: from diagnosing problems, developing SoWs, designing solutions, delivering solutions, and embedding.

**Categories:** Business Development, Business Mentorship, Business Modeling, Organizational Capacity Building, Smallholder Farmer Marketing and Sales, Technical Writing and Scope of Work Development

**VENDOR: WOMBLE CARLYLE**

Womble Carlyle, a large law firm, has professionals with experience in and who focus across a broad array of sectors and geography. Womble Carlyle has established an Impact Practice group, and employs a Director of Impact Strategies, both of which are closely aligned with the mission and subject matter of the SWFF program. Womble Carlyle has significant experience in managing complex, multi-jurisdictional, and international client engagements. Womble has invested heavily in internal systems that enable it to respond swiftly, across subject matter areas, practice groups, and geographies, and pioneered a document management system for which it has received numerous legal industry recognitions. Womble Carlyle is also a member of the Lex Mundi Network, an international organization of leading local law firms.

**Categories:** Business Mentorship, Legal Services
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<td>Hans Muzoora (USA)/Consultant – 3 cat.</td>
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<td>KCA (USA)/Firm – 1 cat.</td>
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<td>Larta Institute (USA)/Firm- 6 cat.</td>
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<td>Melwood Global (USA) – 2 cat.</td>
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<td>Moonshot (USA)/Firm – 8 cat.</td>
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<td>MRI Global (USA)/Firm – 6 cat.</td>
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<td>Open Capital (Kenya)/Firm – 11 cat.</td>
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<td>Oratorio (USA)/Firm – 1 cat.</td>
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<td>SecondMuse (USA)/Firm</td>
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<td>The George Washington University (USA)/Firm</td>
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<td>Thomas &amp; Krishnaswami Law Associates (India)/Firm</td>
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<td>Womble Carlyle (USA)/Firm</td>
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Number of Vendors in Service Category

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