



**USAID**  
FROM THE AMERICAN PEOPLE

DEVELOPMENT  
INNOVATIONS



# GRANTS AND PARTNERSHIPS FUND

## Q&A Session

July 27, 2016

Development Innovations Office  
Phnom Penh, Cambodia



## Today's Session

1. Development Innovations: Introduction
2. Grants and Partnerships Fund: Overview
3. Eligibility & evaluation criteria
4. Application package
5. Budget template
6. Award type
7. Important dates & deadlines
8. Advisory Services
9. Impact Hub: EPIC Incubator
10. Questions and Answers



***Development Innovations is a project that helps build Cambodian capacity to solve development problems with technology tools***

The project provides support through:



Tech coaching and ICT for development (ICT4D) advisory services



Fee-based tech services to help Cambodians use in-demand technologies (video training, user testing services, etc)



Grants and Partnerships Fund to support ICT solutions



Building capacity of Cooperation Committee for Cambodia (CCC) to deliver sustainable ICT services for NGOs after the project ends



Partnering with Impact Hub to pilot a tech-focused incubator product to support social enterprises



## Grants and Partnerships Fund

- Up to \$50,000 funding per award
- Estimated 6-10 awards
- Period of performance of 9 months or less



## What activities is DI looking to fund?

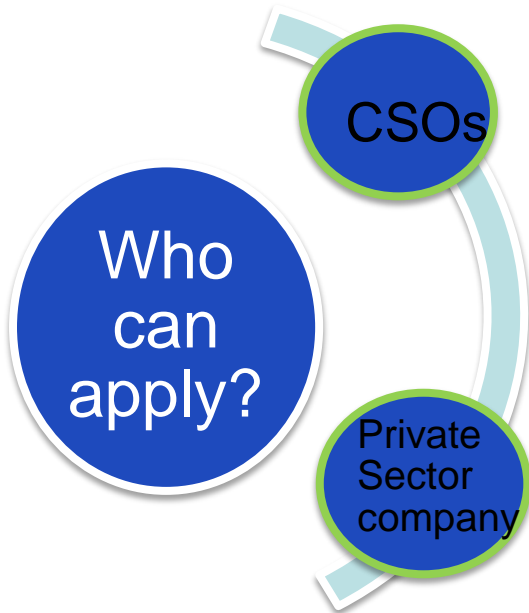
- Design and/or testing of an ICT tool
- Use of ICT to test content or messaging with users
- Improvement and/or localization of existing tool/technology
- Deployment and marketing of technology tool, including funds for marketing costs, communication strategies and/or promotion strategies

Example of previous successful grants:

<http://www.development-innovations.org/>



## Minimum Eligibility Criteria



1. CSOs or private companies officially registered in Cambodia
2. Applications should demonstrate minimum 5% cost share, either own or local sources
3. Use existing technology or create open source technology
4. Any new code developed, unless for an existing technology or platform, needs to be licensed as open source
5. Any new content created needs to be released under a Creative Commons license
6. Applications should include results of market research and/or assessment of beneficiary needs for ICT



## Evaluation Criteria

All applications that meet the requirements will be reviewed by the grants committee based on three principal criteria:

50  
points

Technical Approach

25  
points

Management & Institutional  
Capacity

25  
points

Budget & Strategy to Leverage  
Resources



## Making Your Application Easy!

*Templates provided on website*

- 1) Proposal Template
- 2) Budget Template
- 3) Financial Capability Questionnaire




*Attachments provided by applicant*

- 4) Letter of support
- 5) Proof of registration

### How to Apply & Important Dates:

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To apply for funding, please find the full instructions and guidelines in our [Request for Applications](#). You will need to submit your application using the templates attached:

- Proposal Template [Download](#) 
- Budget Template [Download](#) 
- Financial Capability Questionnaire [Download](#) 


**Download on website**







# Budget Template: Funding request from DI

Development Innovations Grant Budget						Notes - Provide a brief explanation PER item	Instructions
Description	Unit	Quantity	Cost	%	Total		
Name of Organization:						<p><b>Read instructions carefully</b></p> 	<p><b>NOTE:</b> DI must understand how costs are built up in order to analyze the budget. To the best extent possible, please clearly prorate and/or itemize your budgeted expenses and provide comments</p>
Title of Project :							
Grant Period of Performance:							
<b>1. Salary</b>							
<u>Position &amp; Name</u>	<u>Month or Day</u>			<u>0-100%</u>			<p><b>Salaries:</b> List out costs per person per position. Enter the total cost per person in days or months. Justify if cost is based on current salary and if not, explain what cost is based on, including organization's policy, etc.</p>
	Month	0	\$ -	100%	\$ -		
	Day	0	\$ -	100%	\$ -		
	Day	0	\$ -	100%	\$ -		
Sub-total: Salary					\$ -		
<b>2. Fringe Benefits</b>							
Insurance	Day	3	\$ -	100%	\$ -		<p><b>Fringe:</b> Clearly itemize or prorate indirect costs. If organization has an approved NICRA, attach to proposal.</p>
					\$ -		
					\$ -		
					\$ -		
Sub-total: Fringe Benefits					\$ -		
<b>3. Travel &amp; Transport</b>							
Local transport (within Phnom Penh)	Roundtrip	0	\$ -	100%	\$ -		<p><b>Travel:</b> If costs for travel are listed, what is the unit cost based on? Why are the number of Units required? Please also briefly explain your organization's existing policies on per diem, travel, accommodation, and explain how the costs were estimated.</p>
Per Diem	Day	0	\$ -	100%	\$ -		
Accommodation	Night	0	\$ -	100%	\$ -		



# Budget Template: Private Sector and Donor Contribution

Cost-Share Budget						Comments	Instructions
Description	Unit	Quantity	Cost	%	Total		
<b>1. Salaries</b>							Please provide the costs that your own organization will contribute directly to the grant activity
Program Manager	<b>Month or Day</b>						
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
<b>2. Travel</b>							
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
<b>3. ODCs/Program</b>							
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
	Month	1	\$ -	100%	\$ -		
<b>Sub-total: Applicant</b>					<b>\$ -</b>		
<b>2. Other Donors</b>							Please provide the costs that partner organizations will contribute directly to the grant activity
ABC Donor - Program Mana	Month	1	\$ -	100%	\$ -		
ABC Donor - Program Advis	Month	1	\$ -	50%	\$ -		
		1	\$ -	100%	\$ -		
		1	\$ -	100%	\$ -		
		1	\$ -	100%	\$ -		
		1	\$ -	100%	\$ -		
<b>Sub-total: Other Donors</b>					<b>\$ -</b>		



## Type of Grant Award: Fixed Amount Awards

- DI may consider other award types based on your organizational capacity and activity
- Payments are based on the completion of agreed upon milestones

Miles tone #	Description of Milestone Activities	Required Deliverable	Evidence of Completion required	Completion Date (if applicable)	Amount USD
1	Develop a project work plan	Final project work plan.	Approval of work plan by COP	November 25 <sup>th</sup> , 2016	20% of the total project budget (\$10,000)
2	<ul style="list-style-type: none"> <li>- Select technology partners for technology development.</li> <li>- Needs assessment/ feasibility study on ICT for reliable access and exiting M&amp;E system</li> </ul>	<ul style="list-style-type: none"> <li>- Signed sub-contract with technology partners</li> <li>- Conducted need assessment/feasibility study</li> </ul>	<ul style="list-style-type: none"> <li>- Signed sub-contract with technology partners</li> <li>- Assessment plan and report</li> <li>- Copy of grading criteria and scoring matrix.</li> </ul>	January 15 <sup>th</sup> 2017	15% of total project budget (\$7,500)



## Timeline

Deadline for questions


**July 29<sup>th</sup>**

Answers posted to DI website

**Aug 5<sup>th</sup>**

Last Advisory Services appointment

**Aug 19<sup>th</sup>**

Deadline for Final Submission 

**Aug 26<sup>th</sup>**

All applicants informed of application status

**Sept 22<sup>nd</sup>**

Applications recommended for USAID funding

Successful applicants informed of approved award

**late October**



## Tips and Reminders

- Read instructions carefully!
- Read the tips for designing successful ICT projects
- DI's Advisory team is available for one hour appointments on your tech ideas until August 19<sup>th</sup>
- Late submissions will not be accepted
- Submit final proposal (must be in English) via email
- [grants@development-innovations.org](mailto:grants@development-innovations.org)



## Advisory Services: Technology Coaching

- Our advisory team can help support you in your efforts to do better work in your tech-enabled project.
- Key service offerings:
  - Video advisory + training
  - ICT4D Technology consulting/coaching on various subjects:
    - Proposal Review
    - General Technology Coaching
    - Human Centered Design
    - Mobile Technology
    - Social Media
    - Referrals & other resources





## Advisory Services: Grant Proposal Review

- Our Advisory Services' Grant Proposal Review is available to applicants seeking to refine their ICT ideas for the grant application.
  - Appointment can be booked online via our website.
  - Offered on first come, first serve basis.
  - Available only until 19 Aug.
  - ONLY one 1-hour consultation session per applicant.

**Note:** The Advisory Services Team is not involved in evaluating grant applications. You're welcome to use Advisory Services but it is not required and will not affect your grant proposal evaluation.

### Other resources:

- [Grant Fund FAQ](#)
- [Tips for Designing Successful ICT Project](#)
- [DI Tech Resources](#)





## For more information:

- Visit our website: [www.development-innovations.org](http://www.development-innovations.org)
- Email: [grants@development-innovations.org](mailto:grants@development-innovations.org)

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## Development Innovations Grants and Partnerships Fund

### Technology Funding

We are funding small grants, up to \$50,000, for ICT related projects in Cambodia.

DEVELOPMENT INNOVATIONS  
GRANTS AND PARTNERSHIPS FUND

DEADLINE: AUGUST 26, 2016 | 5:00 PM PHNOM PENH TIME UP TO USD 50,000/GRANT

**GRANTS FUND**





# EPIC

Start Your **EPIC!** Venture

# Why is this EPIC?

EPIC is a **1 year incubation and acceleration program** that invests in and supports early-stage entrepreneurs pursuing innovative solutions to pressing social and environmental problems in Cambodia.

We'll invest up to **20,000 USD** in 5 outstanding startups.



*Mentoring*



*Network*



*Work Space*



*Funding*

# Are you **EPIC**?

- Looking for a **structured** program that will see your venture **grow** past its **early-stage** phase
- Want access to an **ecosystem** where entrepreneurs can **thrive**
- Want to **connect** with a **community** of **supportive & like-minded innovators**
- In need of **operational resources**
- Looking for seed **funding** and **investment opportunities**



# How does EPIC! work?

36 Weeks

Acceleration  
(5 teams)

12 Weeks

Incubation  
(10 Teams)

4 Weeks

Selection

DEMO  
DAY 2

DEMO  
DAY 1





# It's an **EPIC!** story!

At the end of the 1 year program...



5 sustainable ventures launched



Additional growth capital secured



Scalable impact



Replicable incubator model



# EPIC! MENTORS & SPEAKERS



**Anna Chrastinova**  
Head Innovation Unit  
UNICEF | Cambodia



**Sopheakmonkol Sok**  
CEO  
Codeignite | Cambodia



**Nicholas Lazos**  
Investment Director  
Insitor Management | Cambodia



**Clint O'Connell**  
Director, Head of Tax Practice  
DFDL | Cambodia



**Germaine Inez Tan**  
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PACT | Singapore



**Joe Rouse**  
Executive Advisor  
NUS Enterprise | Singapore



**Grace Sai**  
CEO & Founder  
Hub Singapore | Singapore



**Huong Dieu**  
Program Coordinator  
Center for Social Initiative Promotion  
Vietnam



**Shuyin Tang**  
Principal  
Unitus Impact | Vietnam



**Cheryl Low**  
Director, Social Lending  
Simply Giving | Malaysia



**Chunny Noem**  
Founder  
Anakot Asia | Cambodia



**Romy Cahyadi**  
Executive Director  
UnLtd | Indonesia

# APPLICATIONS OPEN: 29th of August 2016

To apply visit  
[www.epiccambodia.com](http://www.epiccambodia.com)



# Want to know more?



[www.phnompenh.impacthub.net](http://www.phnompenh.impacthub.net)



[impacthub@impacthub.net](mailto:impacthub@impacthub.net)



**Visit Impact Hub Phnom Penh**  
**#17 st.306, BKK1**







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# Thank you for your interest!

## Questions?