

## Call for Concepts: Frequently Asked Questions (FAQs)

### **What is The DFID IMPACT Programme?**

The DFID IMPACT Programme (“the Programme”) is a DFID-funded programme aiming to unblock constraints preventing Impact Investing from scaling in Sub-Saharan Africa and South Asia. It seeks to support the flow of investment capital from Impact Investors into businesses reaching the underserved as consumers, suppliers, distributors or employees, in hard to reach geographies, and/or through innovative business models.

### **How do I apply to the Programme?**

Refer to Application Guidelines for the application process here <http://www.theimpactprogramme.org.uk/fundingopportunities>

### **Is an individual eligible to submit a concept note under this Call?**

Individuals are not eligible to apply. This call is only open to registered organizations that meet the Programme’s eligibility criteria. The following entities are eligible to apply; private sector companies; CSOs, NGOs, INGOs; research organisations and policy institutes or think tanks; and trade and industry associations.

### **Would a team that is newly or only recently established that is made up of individuals with track records in their individual capacities be excluded from consideration?**

No, they would not be excluded; a newly established team that can demonstrate relevant experience and expertise within the team would be eligible to apply. Applicants will be risk assessed and undertake due diligence, which will be taken into account.

### **Can two or more entities apply jointly or as a consortium?**

Yes. However, the Programme will only sign a grant agreement with one lead organization. Other applicants should be contracted by the lead applicant (e.g. as subcontractors). If funding is awarded, only the lead applicant will go through the fiduciary risk and due diligence process. The lead organization cannot be changed after the submission.

### **Is it mandatory for organisations to be registered entities in the geographic focal areas and/or have Programming in that area to be considered as eligible for the Call?**

It is not mandatory to be a registered entity in South Asia and Sub-Saharan Africa in order to apply but we strongly encourage ideas from organisations that are based in, or currently working in these regions, directly or through partners. In addition, applicants should outline how stakeholders (local, regional) in Sub-Saharan Africa and/or South Asia will be included in the design, implementation and adoption of the proposed intervention.

### **Can I submit more than one application for different concepts?**

Yes. However, the Programme will take into consideration an applicant’s ability to implement multiple concepts simultaneously and will have a strong preference to fund only one initiative per grantee in this round.

**What is 'additionality?'**

Provision of funding under the Programme through a contract or grant agreement must not substitute or replace an organization's core funding, or crowd out other funding sources. Initiatives funded under the Programme should demonstrate additionality by ensuring that the outcomes would have been delayed or not achieved without support from the Programme.

**How does the Programme define matched funding?**

The Programme will seek to engage with lead organisations that are able to leverage additional resources for proposed interventions through matched funding arrangements. The Programme will encourage lead organisations to acquire or provide at least 25% of the total activity costs (for the activities funded by the grant) through matched funding (either in-kind contributions or monetary support). The main purpose for this is to ensure ownership and buy-in from existing stakeholders in the impact investing ecosystem.

**What is the minimum and maximum grant size available?**

The Programme is accepting funding applications for projects between £250,000 and £1,000,000. Exceptions can be made for compelling applications for grant amounts which fall outside of this range.

**Can indirect costs be included in the project budget and if so, what are the upper and lower limits?**

We anticipate funding only the direct costs of the relevant project (based on actuals) and as such, have not defined an upper / lower limit or a specific approach to overheads. However, we would accept overheads if the following points were justified:

- A clear rationale as to why overhead costs are included;
- Why the costs cannot be evidenced;
- What the costs are comprised of and;
- How the costs were calculated.

Our expectation will be that the standard structuring of the grant payment will be milestone cost reimbursement. Alternative arrangements may be considered, where accompanied by a clear rationale and risk mitigation plan. These alternative arrangements will be an exception and preference will be given to milestone cost reimbursement proposals.

**What is the maximum duration for a grant to be awarded through this Call?**

The maximum grant duration is 30 months or less. Please take this into consideration when designing the proposed intervention and budget.

**How long does the approval process take?**

It will take approximately two (2) months from the call for concept notes deadline to process the applications and select those who will be moving to the full proposal submission stage.

**Are there any focus sectors for the Programme?**

The Programme aims to unblock constraints preventing Impact Investing from scaling in Sub-Saharan Africa and South Asia. This Call does not define any specific sector focus. In fact, the Programme encourages cross sectoral replication and adaptation of ideas for tools, services and products.

**Can concept notes have a specific thematic focus area?**

Yes. We encourage applicants to consider thematic focus areas that resonate both with the objectives of the Programme and this particular Call, and with the needs and priorities of the impact investing market.

**Should concept notes be framed to align to specific Global Goals?**

It is not a requirement of this Call to frame an initiative's impact in line with specific Global Goals but applicants must demonstrate how their concept note will contribute towards the goals and objectives of the Programme (which includes linking capital with the global goals) and create meaningful benefits in the target geographic regions.

**Will there be separate Calls for the other focal areas of the Programme?**

Yes; we plan to launch further funding rounds during the course of the Programme that will invite ideas to support the other focal areas.

**Are existing and ongoing programmes eligible to apply for funding to enable the programme or initiative to scale further?**

Yes. This call is not limited to new ideas; we encourage the submission of concepts to scale up existing projects and/or to implement products, tools and services that have already been prototyped and tested.

**Can an Impact Investing Fund apply under this Call?**

The Programme will not be funding business-as-usual operations or be making direct investments into Impact Investment Funds or Accelerators.

**Is gender equality an area of interest for this Call?**

The Programme encourages applicants to consider how ideas and concepts will create meaningful impact for all stakeholders, including marginalized groups such as women, and people living with disabilities.

**Will there be less emphasis on funding financial inclusion and clean energy projects or other sectors that might be perceived as well-funded?**

The Programme is sector agnostic but we encourage initiatives that target underserved sectors and those that are aligned to the Global Goals.

**Would you consider technical assistance to investees as a de-risking product?**

Products that involve technical assistance in their delivery are eligible. However, it will be important for the applicant to demonstrate how the initiative is scalable and has the potential to reach a large number of organisations and/or types of organisations to be eligible for funding.

**Can an application focus on one country in the region?**

Yes, an application can focus on one country in the region. However, the programme encourages applicants to demonstrate how the proposed concept has the potential to be scaled to other countries or regions in the medium-to-long-term.

**Which specific countries does the call cover under ‘South Asia’?**

Under this Programme ‘South Asia’ will cover Bangladesh, India, Nepal, Pakistan, Myanmar and Sri Lanka.

**I missed the webinar, where can I see the resource material shared during the webinar?**

You can find the slides used during the program webinar [here](#)

**What is the difference between the funds raised by other partners versus funds raised by other parties?**

Funds raised by other partners would refer to donors and other development partners, whereas funds raised by other parties would refer to loans from financial institutions / other investors e.g. venture capitalists

**Can the counterpart organization provide funding in terms of expertise, time etc. or does it have to be strictly cash (in reference to section C3)?**

Non-cash contributions in the form of professional services or staff time are considered to be acceptable forms of in-kind contributions.