

Technology Innovation Agency (TIA), an entity of the Department of Science and Innovation (DSI) was established in terms of the TIA Act, 2008 (Act No. 26 of 2008), with the objective to stimulate, intensify and exploit technological innovation to improve economic growth and the quality of life of all South Africans.

## CALL FOR PROPOSALS:

## STRENGTHENING THE ADAPTATION CAPACITY OF INDUSTRY FOR A GREEN AND RESILIENT ECONOMY IN SOUTH AFRICA

The Technology Innovation Agency (TIA) invites local innovators with cutting-edge Growth-Stage climate change adaptation technology solutions focusing on the agro-processing sector at large.

The overarching development objective of the project is to accelerate the transition to a green economy, a decarbonized industry and a vibrant and inclusive job market in South Africa. This will lead to a reduced environmental footprint of the industry, higher climate resilience and the creation of green jobs. The project will address the barriers that are currently hampering an accelerated adoption of measures and technologies on climate adaptation and enable the private sector to capitalize on the opportunities to shift towards a green economy.

The support will be customized to the specific needs of each participating company, with some group interventions. Participants will also get access to investors, opportunities to showcase innovations to the market.

### THE ACCELERATOR WILL ADDRESS TOPICS SUCH AS THE FOLLOWING:

- Organizational Development and Corporate Governance
- Technology and Product Development
- Operations Management
- Marketing Strategies for Scaling
- Sales Organization and Process
- Distribution Channel Management
- International Expansion
- Finance and Funding
- Mergers, Acquisitions & Exits

The Advanced Accelerator aims to showcase the environmental and economic benefits of climate-resilience approaches with a focus on energy, water and supply chain efficiency through supporting innovators.

### CRITERIA

- Participants should have a minimum viable product (MVP) or a developed prototype of their solution.
- Startups or SMEs at various stages of development are eligible, including early-stage companies and those with a proven track record in the market.

## **SPECIFIC EVALUATION CRITERIA:**

### **1. Innovation and Technology**

- Participants must have innovative solutions related to agro and agriculture with a focus on the food, water, and energy nexus.
- Solutions should demonstrate the integration of technology to address challenges and improve efficiency in the agro-processing sector.
- Technologies could include IoT, automation, precision agriculture, renewable energy, water management, waste reduction, etc.

### **2. Stage of Development:**

- Participants should have a minimum viable product (MVP) or a developed prototype of their solution.
- Startups or SMEs at various stages of development are eligible, including early-stage companies and those with a proven track record in the market.

### **3. Business Viability:**

- Participants must showcase a strong business model with a clear value proposition, target market, and revenue generation potential.
- Business models should demonstrate sustainability, scalability, and potential for growth in the agro and agriculture sectors.

### **4. Market Potential:**

- Solutions should address a significant market need or challenge in the agro-processing industry.
- Participants should provide evidence of market research, potential customer base, and a plan for market penetration and expansion.

### **5. Team and Expertise:**

- Participants should have a dedicated and competent team with relevant expertise in the agro and agriculture domains.
- The team should possess the necessary skills to develop, commercialize, and scale the proposed solution.

### **6. Sustainability and Impact:**

- Solutions should prioritize sustainability and have a positive impact on the food, water, and energy nexus, considering environmental, social, and economic aspects.
- Participants should outline the potential environmental benefits, resource efficiency, and positive social impact of their solution.

### **7. Commitment and Availability:**

- Participants should be committed to actively participate in the business accelerator program and competition.
- Availability for mentoring, workshops, networking events, and potential investor interactions is required.

### **8. Intellectual Property (IP):**

- Participants should have legal ownership or appropriate rights to the intellectual property associated with their solution.
- Intellectual property protection strategies should be in place or under consideration.

### **9. Financial Viability:**

- Participants should demonstrate financial viability and potential for financial sustainability.
- Clear revenue models, cost structures, and a plan for securing funding or investment should be provided.

### **10. Collaboration Potential:**

- Participants should be open to collaboration and partnership opportunities with industry players, investors, and other stakeholders in the ecosystem.
- Willingness to contribute to knowledge sharing and ecosystem development is encouraged.

## CATEGORIES

Major technology categories for the Accelerator should contribute to GHG emission reduction and should typically include:

- Climate-proofing of value chains, e.g. efficient energy and water management
- Designing solutions to enhance resilience of industry with a focus on water-energy food nexus.
- Local manufacturing, assembly and provision of operation and maintenance to climate-focused technologies
- Promotion of global standards, quality infrastructure, technology verification systems, climate risk reduction systems (e.g., monitoring and early warning systems), traceability and transparency in the climate resilience space.

## NOTES:

- Both in-company and independent innovations will be considered.
- Applications are open to all South Africans. Preference will be given to women, youth, persons with disabilities and black entrepreneurs from previously marginalised provinces.
- Partnerships between Flemish and South African companies are strongly encouraged.

## APPLICATIONS AND ENQUIRIES

- Application forms must be requested via email, from [unido.flanders@tia.org.za](mailto:unido.flanders@tia.org.za)
- For more information contact 0124722786/2760 or send an email to [cleantech@tia.org.za](mailto:cleantech@tia.org.za)

This Call for Applications forms part of the project: "Strengthened adaptation capacity for a Green and resilient economy in South Africa", which aims to accelerate the transition to a decarbonized industry, a green and inclusive economy, and a vibrant job market in South Africa. The project is implemented by the United Nations Industrial Development Organization (UNIDO), in collaboration with the Technology Innovation Agency (TIA) and National Cleaner Production Centre South Africa (NCPC-SA) as the key partners. It is funded by the Government of Flanders.

**CLOSING DATE: ENTRIES CLOSE ON 04 OCTOBER 2023**