



## Concept Note Questions for The GSMA Innovation Fund for Digitisation of Agricultural Value Chains

Please note: This list is for reference only, all Concept Note submissions must be made through the [online form accessible here](#)

ID	Question	Answer type/options (e.g. Text; yes/no; select option)	Rules / dependencies (i.e. only show this if answer to QXX is 'other/no')
<b>New Section</b>	<b>Your Organisation</b>		
1	Name of organisation applying	Free Text	Mandatory
2	Legal status	Select: Private Limited Company Public Limited Company Limited Liability Partnership Non-Governmental Organisation Charitable incorporated organisation Other (please specify) Etc.	Mandatory
3	Physical address for correspondence	Free Text / Address validation	Mandatory
4	Website	Free text	Mandatory
5	Name of parent company (if different to organisation applying)	Free text	Optional
6	Physical address (if different to organisation applying)	Free text	Optional
7	Contact person	Free text	Mandatory
8	Job title of person of completing the Concept Note	Free text	Mandatory



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9	Contact telephone number of completing the Concept Note	Telephone validation	Mandatory
10	Email address of person completing the Concept Note	Free text / email validation	Mandatory
11	Location of your organisation's headquarters	Free Text Address and Country	Mandatory
12	Is your organisation part of a group or a subsidiary organisation? If yes, please upload organisation/ownership structure	Yes/No Upload organisational /ownership structure	Mandatory
13	What year was your organisation first registered?	Free text	Mandatory
14	In which country is your organisation registered? <i>(Please upload certificate of incorporation/registration)</i>	Free text and file upload	Mandatory
<b>New section</b>	<b>Your Project and relevant experience</b>		
15	State the main business activities of the lead applicant in the project implementation country	Free text	Mandatory
16	Will the lead applicant be the business owner of the proposed service?	Yes / No	Mandatory
17	As you have selected "No" to question 7, please provide further information about the organisation(s) who will own the service	Free text	Only if "No" selected for Q7
18	Please select the proposed project implementation country	Select from list	Mandatory  Alphabetical list of DFID approved eligible countries at end of this doc
19	Please indicate which category from the Term Sheet you are applying for	Select Radio button 1) Mobile money driven category 2) Data driven category	Mandatory



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20	Describe the proposed solution and how it will address the primary use-cases identified in the Term Sheet	Free text	Mandatory
21	If applicable, what are the secondary use-cases that the service will address?	Free text	Mandatory
22	If the proposed service already exists and you are applying for funding to scale-up or further develop the service, please describe how the grant will be used to evolve the service: <i>(E.g. Describe the user journey; map out any gaps in the current and proposed service design in questions 10 &amp; 11; outline your current challenges to scale and proposed scope for the grant-funded project, etc.).</i>	Free text	Optional
23	Please describe any dependencies on third party organisations for the successful delivery of the proposed service	Free text	Optional
24	Explain how the proposed service(s) form an integral part of the lead applicant's business and long-term strategy. How is the proposed solution going to become commercially sustainable?	Free text	Mandatory
25	Who is the C-Level sponsor of the project, why are they endorsing this project and what key outputs are they expecting to determine project success?	Free text	Mandatory
26	Which organisations does your consortium include or is considering including and what are their roles? <i>(E.g. AgriTech vendor, FinTech partner, etc. and what are their primary contributions to the project).</i>	Free text	Mandatory
27	Please identify your agribusiness pipeline here (either current or potential agribusiness clients/partners) and detail the main agricultural value chains they are involved in.	Table Agribusiness name, location, partner or client, primary value chain(s), existing enterprise customer (y/n), notes,	Mandatory if possible with a table



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28	Who are the key members of the implementing team across the consortium and what relevant skills and experience do they possess which are necessary for the success of proposed service? <i>(You can support the concept note by attaching CVs or providing links to digital profiles of the key personnel involved in the project)</i>	Free text  Add attachment	Free text mandatory  Attachment(s) optional
29	Describe the experience of your consortium in developing, delivering and scaling digital solutions for the agricultural segment.	Free text	Mandatory
30	Describe the experience of your product manager in developing, delivering and scaling digital services for the agricultural segment OR in managing other complex, multi-stakeholder revenue generating projects	Free text	Mandatory
31	What partnership agreements do you have in place with your consortium members? Do these partnership agreements include data-sharing provisions? <i>(E.g. Memorandum of Understanding, joint venture, Letter of Intent)</i>	Free text  Add attachment	Free text mandatory  Attachments optional
32	Is your consortium interested in accessing additional in-kind support from GSMA for the purposes of conducting research into improving access to such services for users with disabilities?	Yes/No	Mandatory
33	Why does your project require grant support? Please explain why you need grant funding and why commercial funding is not accessible for the purpose of the project?	Free text	Mandatory
34	If awarded grant funding, over what time period will the funds be used?	Free text / or drop down list of months depending on Screendoor functionality	Mandatory
<b>New Section</b>	<b>Compliance and commitments</b>		
35	Shareholders / Owners: Who are your organisation's shareholders/owners and what shareholding do they have (If publicly listed, please indicate any shareholders holding more than 10%)	Table Full Name ; Nationality / %age of shareholding	Optional



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36	Directors: Do you have a board of directors?	Yes/no or tick box	Mandatory
37	If yes, how often does your board of directors meet?	Free text	Only if answered "yes" to Q16
38	Please provide the following information about your board of directors	Table Full name; Current job title	Only if answered "yes" to Q16
39	Executive Leadership: Please provide the following information about the top three senior roles in your organisation	Table Full name, role	Mandatory
40	Please provide an organogram or organisational structure diagram	File attachment	Optional
41	Is your organisation a for-profit entity?	Yes/No	Mandatory
42	Is your organisation registered and operating in the project implementation country and in compliance with all relevant laws and regulations in that country?	Yes/No Upload registration documents	Mandatory
43	What was your organisation's revenue (in USD) in the last financial year?	Free text	Mandatory
44	Does your organisation have one year of unqualified audited accounts? If yes, please upload your latest unqualified audited accounts	Yes/No Upload latest accounts	Mandatory Upload option only if they answer Yes
45	Does your organisation have adequate financial systems that will allow it to hold and report GSMA funds separately on a regular basis?	Yes/No	Mandatory
46	Is your organisation able to receive GBP and spend this or local currency in the project implementation country?	Yes/No	Mandatory
47	Has your organisation been convicted of any of the following legal offences? Select all those that apply	<ul style="list-style-type: none"> <li>• participation in a criminal organisation;</li> <li>• corruption;</li> <li>• fraud;</li> <li>• terrorism;</li> <li>• money laundering;</li> </ul>	Mandatory



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		<ul style="list-style-type: none"> <li>child labour or human trafficking.</li> </ul>	
47	Please provide details	Free text if Yes	Mandatory
48	Has your organisation fulfilled all tax and social security contribution obligations in your registered location?	Yes/No	Mandatory
49	Please provide details	Free text	Mandatory
50	If awarded a grant, is your organisation willing to enter into a contract with the GSMA Mobile for Development Foundation <a href="#">Inc</a> , a US entity.	Yes/No	Mandatory
51	If awarded a grant, is your organisation willing and able to contribute a minimum of 50% of the total projected costs of the project? <i>(Contributions can be made both in cash and in-kind)</i>	Yes/No	Mandatory
52	If awarded a grant, is your organisation willing and able to take part in the GSMA AgriTech Working Groups and other knowledge-sharing events? <i>(The cost of travel can be included in the overall project budget)</i>	Yes/No	Mandatory
53	If accepted to the business plan stage, is your consortium willing to work with the GSMA to develop a gender inclusion plan for implementation	Tick box	Mandatory
54	If awarded a grant, is your organisation willing to work with the GSMA Business Intelligence Manager to define what service level data to share for analysis to inform product evolution?	Yes/No	Mandatory
55	Please confirm that your organisation and any potential implementation partner organisations (if known at this stage) are compliant with fundamental human rights, the UK Modern Slavery Act and Gender Equality Act, Child Protection Policies and international labour standards, the NIST Cybersecurity Framework and report of the US FCC Cybersecurity Risk Management and Best Practices Working Group	Yes/No for your organisation  Yes/No/Don't know / comments for	Mandatory



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		implementing partner organisations	
56	Please upload any supporting evidence e.g. operations policies for your organisation	Upload	Optional
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Alphabetical list of eligible countries:

Angola  
Bangladesh  
Benin  
Burkina Faso  
Burundi  
Cameroon  
Chad  
Côte d'Ivoire  
Democratic Republic of Congo  
**Ethiopia\***  
Gambia  
Ghana  
Guinea  
Guinea-Bissau  
India  
**Indonesia\***  
Kenya  
Liberia  
Madagascar  
Malawi  
Mali  
Mauritania  
Mozambique  
Myanmar  
Nepal  
Niger  
**Nigeria\***  
Pakistan  
Rwanda

Senegal  
Sierra Leone  
Sri Lanka  
Swaziland  
Tanzania  
Togo  
Uganda  
Zambia  
Zimbabwe

\*Projects in these countries are eligible to apply for either category 1 or category 2