



## CALL FOR EXPRESSION OF INTEREST

# PARTNERSHIPS WITH THE PRIVATE SECTOR to promote innovations in the rice value chain in the Mekong Delta

The Green Innovation Centres for the Agriculture and Food Sector, Viet Nam Country Package (GIC Viet Nam) is jointly implemented by GIZ and Department of Cooperative and Rural Development of MARD. By fostering innovations in the agricultural and food sector, the project aims to promote sustainable rural development in An Giang, Can Tho, Dong Thap, Hau Giang, Kien Giang, and Soc Trang province. GIC Viet Nam helps achieve the objectives relating to increased income and employment, business promotion and adaptation to projected climate risks.

Fostering innovations in the rice value chain requires investment, however, resources to fuel innovations and upgrading of the value chain are limited. Therefore, GIC Viet Nam invites interested companies, cooperatives to explore and support opportunities for investment in the rice value chain through public-private partnerships in the Mekong Delta.

This partnership with the private sector aims to leverage the experience and potential of companies and cooperatives involved in the rice value chain with the goal to increase profitability and competitiveness along the rice value chain. Innovations in production, organisation, and marketing play a pivotal role in achieving this goal, and will be supported through GIC Viet Nam's co-funding. Ultimately, the partnerships provide an effective linkage for farmers to profitable markets, as well as access to competitive services allowing for reduction of production costs, improved quality, and higher profits for all.

To ensure effective promotion of innovation and permanent support for the partnerships, GIC-Viet Nam mobilizes its own resources to support groups and cooperatives in business management, to pilot selected technologies, and to ensure the adoption of agricultural best practices.

## INNOVATIONS ELIGIBLE FOR CO-FUNDING



Market linkage through promotion of contract farming to increase demand for certified, sustainable rice and rice-based products through effective marketing and branding, increase access to international markets, marketing, and digital solutions.



Innovative technology in paddy farming and rice processing (e.g., application of more efficient use of pesticides, fertilizers and water and use of high-quality rice varieties), and practices to improve profitability, quality and sustainability such as large scale rice fields, organic certification, SRP, MRL, 1M5R, Farmer Business School, using/recycling rice straw/husk.



Implemented by:



## WHO CAN APPLY FOR THE FUND?

The fund is transparent and competitive for potential companies as following:

- Companies who are governed by Vietnamese Law on enterprises and foreign direct investment (FDI) companies in Vietnam and cooperative who are operating and governed by Vietnamese cooperative law.
- Companies, cooperatives who have at least three years of operation within the rice value chain in the Mekong Delta.
- Priority given to companies, cooperatives who have been testing and promoting innovative practices that have the potential to benefit numerous smallholder farmers in the project region.

## FORM OF COOPERATION

GIC Viet Nam will cooperate with the private sector through jointly developed Integrated Development Partnerships with Private sector (iDPP) in the rice value chain. Under this contract form, private-sector partners contribute capital, skills, technology and specialist knowledge to development partnerships. GIC Viet Nam contributes expertise, contacts and public-sector funding.

## FUNDING AND CONTRIBUTION

Financial contribution from GIC Viet Nam ranges between the equivalent of **30,000 Euro up to maximum 75,000 Euro**, representing up to 45% of total eligible costs of each agreed iDPP project.

Project funding will mainly finance capacity building costs such as:

- training for producers and other value chain actors training for staff of companies/ cooperatives
- business consulting for partner firms
- consulting in technology transfer

Depending on project proposals from the local companies/ cooperatives, the project will assess the possibility of financing essential equipment and other cost categories. GIC Viet Nam funding is exclusively allocated to initiatives that introduce innovations and/or scale them to new locations and can not be used to replace existing own or third-party funding.

## CRITERIA FOR APPLICANTS & PROPOSAL SELECTION

- Applicants that meet the pre-requisite criteria: (i) **Organisational criteria**, and (ii) **Social and environmental responsibility** can apply and send their idea proposal.
- Project proposals are evaluated according to five criteria: (i) **Potential for impact**, (ii) **Innovative solutions**, (iii) **Inclusiveness**, and (iv) **Replicability and scalability**.

## FUND PHASING

ACTIVITY	TIME FRAME
<b>I. SELECTION PHASE</b>	
Call for Express of Interest	15 Dec 2021- 5 Jan 2022
Shortlist applicants	Until 10 Jan 2022
Organise a business forum	15 Jan - 20 Jan 2022
Prepare grant applications	20 Jan - 10 Feb 2022
Interview applicants and sign implementation agreements	11 Feb - 28 Feb 2022
<b>II. IMPLEMENTATION PHASE</b>	
Support grantees in implementing iDPP innovation projects at technical, procedural, and administrative level	1 Mar 2022 onward
Conduct regular M&E activities	1 Mar 2022 onward
Conduct final evaluation mission on the private sector engagement	Sept 2023

The data you provide will be saved for purposes of communication and processing within GIZ.

INTERESTED APPLICANT, PLEASE SUBMIT THE EXPRESSION OF INTEREST ALONGSIDE YOUR PROJECT IDEA TO GIC VIET NAM VIA EMAIL:

[gic.vietnam@giz.de](mailto:gic.vietnam@giz.de)

For further details and support, please contact:

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