

TERM OF REFERENCE

AIS Business Acceleration 2023

A. General Information

Title	:	AIS Business Acceleration 2023
Report to	:	Archipelagic and Island States (AIS) Forum Project
Location	:	Non-specific
Expected place of travel	:	Non-specific
Duration of contract	:	Non-specific
Provision of support services	:	
Location	:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Equipment (laptop etc.)	:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
Secretarial Services	:	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>

B. Background Information

Archipelagic and Island States (AIS) across the globe face numerous unique yet shared development opportunities and challenges, which are mainly attributed to their distinct geographies separate from mainland nations. Moreover, many of the challenges AIS countries are confronted with are globally pertinent existential threats but have a higher impact on AIS countries due to geographic vulnerabilities, including issues such as climate change, natural disasters, marine pollution, marine plastic debris, unsustainable fisheries, and overall marine sustainability.

Archipelagic and Island States are well-versed in the concept of ecosystems, particularly those of the oceans. Similarly, the economic and innovation ecosystems are just as fragile and dynamic therefore requiring an urgent need for development strategy in these regions. In the face of these challenges, the need for positive and rapid transformations by private companies in their operations and strategies and the government charged with responding to national and international economic pressures is more important than ever.

For the past decade we've seen the dramatic growth of start-up ecosystems around the AIS countries. The similar challenges they face has brought new opportunity for these entrepreneurs to find innovation and unique solutions to solve their problem. Together, they try to tackle both the upstream and downstream causation of climate change. As well, they begin to acknowledge the potential locked in their oceans, its true value is realized and brought to fruition as greater marine-related opportunities reveal themselves by way of innovation.

Seeing the challenges and opportunities before us during this difficult time, the AIS Secretariat decides to seek creative ideas and breakthrough solutions that can help archipelagic and island states' economy and businesses to be more adaptive and resilient during a crisis situation. As an organization that leverages smart and innovative solutions in achieving our objectives,

through the UNDP Innovation Challenges, AIS Secretariat intends to discover solutions that can help archipelagic and island states to be stronger and more resilient.

C. Event Description

The AIS Business Acceleration seeks to facilitate innovators to deploy technology and innovative solution to enhance climate adaptation and resilience across different sectors and levels in AIS's countries. The ambition and expected outcome are a commercially viable business model that **can be deploy and implemented** in one or more AIS participating countries (see the list of the country in the ANNEX). The pilot project goals are to implement innovations that are transferable, replicable, and scalable that can be sustained and contribute directly to achievement of one or more of the AIS thematic areas:

1. **Climate Change Mitigation and Adaptation:** innovative solutions contribute to climate mitigation and adaptation.
2. **Blue Economy:** innovative solution help improve water quality, fish health, waste management, pathogen recognition, remote sensing, data collection, autonomous control, inspection and maintenance, and address other industry challenges.
3. **Marine Plastic Debris:** innovative solutions that contribute to the creation of a circular economy by preventing plastic waste and pollution
4. **Good Maritime Governance:** innovation solutions for a better utilization of the oceans and more efficient supply chains sustainability.

The AIS team with panel of jury will select four winners who will receive USD 20,000 seed-funding to, which will be arranged through innovation challenge modality by the project. The winner will also get chance present their innovative idea in front of head of head of states in the AIS Forum High-level Meeting 2023.

D. Expected Outputs

The key outputs under this assignment are:

1. A portfolio of innovative solutions related to AIS thematic area is selected and designed
2. Diffusion and replication strategies designed and delivered
3. Relevant innovative solution supported by AIS Forum widely shared with AIS countries

E. Deliverables and Payment Schedule

No.	Activities	Amount	Means of Clarification
1	Submit a pitch deck that contain a business idea that are transferable, replicable, and scalable that can be sustained and contribute	\$20.000	Document review by UNDP and AIS Forum Secretariat

	directly to achievement of one or more of the AIS thematic areas		
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F. QUALIFICATIONS

Assessment Criteria

Entries will be selected based on:

General (10%)

- Skills of the team, knowledge of the sector, the feasibility of the project;
- The development stage of the product/service;
- Degree of innovation and its defensibility;
- Positioning in relation to competitors;
- Consistency with market and customers' needs and potential outreach;
- Completeness of the documentation presented;
- Must register as a legal entity in one of the AIS participating country in order to receive seed funding.

Team (15%)

Proposals should include a special focus on Diversity & Inclusion, gender mainstreaming, livelihood creation, and poverty reduction.

Vision(10%)

We are looking for transformational solutions that have potential for global impact. While your idea does not need to immediately reach millions of people globally, you should articulate how it could ultimately do so. Demonstrate the innovativeness of your idea in terms of using new products, services, technologies, or other approaches to reach the global impact. We encourage collaboration between multiple organizations, as coalitions may be helpful for achieving the scale of solutions we're hoping to support.

Impact(15%)

Projects should drive tangible, real world impact for both the climate and people. The proposal should cover the AIS thematic theme, climate change mitigation, blue economy, good maritime governance and marine plastic debris. The proposal should explain how it will tackle climate change and/or the extent to which it will support others to do so too. The applications must demonstrate contribution to the achievement of the Sustainable Development Goals (SDGs) especially SDGs 14.

Feasibility(25%)

Successful proposals will have well-developed and realistic execution plans supported with the resources and expertise needed for implementation. Taking on big, scalable ideas with technology at their core is difficult, and we look for teams that are equipped to implement the proposed project. Proposed innovation must have been implemented in and benefit

stakeholders in AIS participating countries. The proposed innovation should have been tested solution and ready for implementation: a working model or project that has been implemented on a small scale and has proven to work/solve the problem.

Sustainability(10%)

The business plan for the product or service at the core of the proposal must show potential for future returns on investment. The solution should have a long-term business plan to ensure it sustainability, including the possibility of securing investment for your solution.

Scalability (15%)

Ability of the solutions to be scaled up and be replicated in other contexts. The potential of the solutions to grow and be applied in other communities in AIS countries will be assessed.

How To Apply?

The applications should respond to the questions outlined on the website and upload the following documents:

1. Make sure your startups/ organization/ company have been registered in AIS Blue Hub platform. Note: We independently add startups and initiatives who have a same vision as ours, if you are already registered, please copy the URL of your profile and upload it in the form.
2. Prepare a maximum 10 slides of your pilot project proposal. The 10 slides should also include your business plan, market understanding, impact, goals, and risk assessment and mitigation.
Optional:
 - Applicants are encouraged to utilize creative and innovative formats for presenting their idea, including using video (max. one minute), graphics, or other formats.
 - Applicants are encouraged to submit any awards, certificates, or patents received related to their solution.
3. Go to the AIS website to start registration or by clicking <https://forms.office.com/e/ACquMk1YBx>

Contact person

Marsella Winata – AIS Forum Secretariat

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G. LIST OF AIS COUNTRIES

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1. Antigua and Barbuda
 1. Bahamas
 2. Bahrain
 3. Barbados
 4. Belize
 5. Cabo Verde
 6. Comoros
 7. Cuba
 8. Cyprus
 9. Dominica
 10. Dominican Republic
 11. Fiji
 12. Federated States of Micronesia
 13. Grenada
 14. Guinea-Bissau
 15. Guyana
 16. Haiti
 17. Indonesia
 18. Ireland
 19. Jamaica
 20. Japan
 21. Kiribati
 22. Madagascar
 23. Maldives
 24. Malta
 25. Marshall Islands
 26. Mauritius
 27. Nauru
 28. New Zealand
 29. Palau
 30. Papua New Guinea
 31. Philippines
 32. Saint Kitts and Nevis
 33. Saint Vincent and the Grenadines
 34. Samoa
 35. Sao Tome and Principe
 36. Seychelles
 37. Singapore
 38. Solomon Islands
 39. Sri Lanka
 40. Suriname
 41. Timor Leste
 42. Trinidad and Tobago
 43. Tuvalu
 44. Tonga
 45. United Kingdom
 46. Vanuatu

Annex I: Application Form

Q1 Please select which project site for which you are applying:

- Inside Indonesia
- Outside Indonesia, in other AIS Country

Q2 Please select which thematic areas describe your proposal the most:

- Climate Change Mitigation and Adaptation
- Blue Economy
- Marine Plastic Debris
- Good Maritime Governance

SECTION A TEAM INFORMATION

Q3 Full Name of the contact person:

Q4 Position: Email Tel:

Q5 Name of the organisation/ team/ individual applying

Q6 Type of organisation

- Individual
- Not for profit
- Business
- Government agency
- Academic/research institution
- Others (please specify):

Q7 Is at least one of your team members a citizen of an AIS country?

Please, specify the nationality..... (mandatory field)

Q8 Does your team include at least one woman? Yes /No

Q9 Summary description of the team (max 100 words).

Please share your story and relevant experience. How did you meet? What are the strengths within the team and how do you complement each other?

Q10 How did you learn about the AIS Pilot Project competition?

- I received an email from UNDP
- AIS website or social media pages, please specify
- Social media, please specify
- Press and Media, please specify
- Referred by a friend
- Others, please specify

SECTION B: INNOVATIVE SOLUTION AND MARKET**Q11 Summary description of the solution. (max 300 words).****Q12 Please demonstrate the innovativeness of your idea in terms of how you adopt new products, services, technologies or other approaches to the thematic area you choose. (max 200 words)**

Does your solution offer a new type of service, respond to an unidentified need, introduce new technology, fill a gap in the market, etc.?



Q13 Please demonstrate the operational and financial sustainability of the solution.
(max 200 words)

Explain your business model or plans. How will they be sustainable? What is your strategy? What location(s) does your company currently operate in? Did you already receive any funding or investment?



Q14 Please demonstrate the ability of your solution to be scaled up and replicated in other contexts. (max 100 words)

Is your solution replicable? How would you expand to new localities? What would you need to scale up the solution?

SECTION C IMPACT MODEL

Q15 Please outline the viability of your solution in terms of its effectiveness (max 200 words)

Have you piloted the solution, and what was the outcome? Can you demonstrate any existing results or evidence that your solution works? What are your product competitive advantages?

Q16 Please demonstrate how your solution will effectively target the pilot project you propose (max 150 words)

How is your solution able to specifically address the issue in your proposed pilot project area?

Q17 Please show the potential social and environmental impacts of your solution. (max 100 words)

For example, will your solutions contribute to creating local livelihoods, empowering women, reducing inequalities or other Sustainable Development Goals?

SECTION D SUPPORTING DOCUMENTS

Please submit ONE file including all the documents listed as below:

1. Prepare a maximum 10 slides of your pilot project proposal. The 10 slides should also include your company profile.

Optional: Applicants are encouraged to utilise creative and innovative formats for presenting their idea, including using video (max. one minute), graphics, or other formats.

Optional: Applicants are encouraged to submit any awards, certificates or patents received related to their solution.