



Call for applications 2024

Development Partnership Programme
for the private sector
("B2B Programme") –
new a ongoing projects



Czech Development Agency

- Organisational unit of the state, established by the MoFA, CR
- Implementing Agency of the Czech ODA: identification, financing and monitoring of ODA projects
- Cooperation with the public, private and academic sector, NGOs
- Annual budget approx. 500 mil. CZK
- Modalities of implementation:

grants (incl. de minimis) public procurement delegated cooperation budgetary measures



Development Cooperation (Czech ODA and SDGs)

- Agenda for Sustainable Development 2030 baseline
 - Applicable for all countries
 - Sustainable Development Goals 17 SDGs



- Strategy of the Czech ODA 2018–2030
- "CZ ODA is targeted to areas, where the CZ may provide specific experience, expertise and where it disposes of sufficent capacities and experts".
- "CZ ODA is targeted to a limited number of partner countries, priority areas and activities"



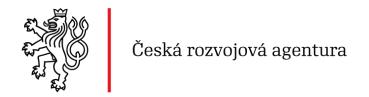
Czech ODA and SDGs

Priority areas of CZ ODA

- Good governance 16
- Sustainable management of natural resources 6 a 13
- Economic transformation and growth 7 a 8
- Agriculture and rural development 2 a 15
- Inclusive social development 2 a 15
- Cross-cutting principles

https://www.mzv.cz/file/3557173/ 7 Evaluace prurezovych principu Operacionalizace.pdf

• Pritority countries (ETI, ZAM, KAM, MLD, BiH, GRU, UA)





B2B Programme

Programme of development partnership for the private sector

... B2B Programme seeks to...





Engage the private sector in SDGs'implementation through private sector development in target countries

Secondary objectives

- to support Czech entities in identifying and extablishing of bussiness partnerships in target counries
- strenghtening the bilateral relations of the Czech Republic
- capacity bulding of Czech entities for their involvement in the projects of international donors and cooperation with investors

B2B is not a pro-export tool



Development Aid as an opportunity

For the companies:

- Obtain a reference from the territory, subsequent easier involvement in local or IFO tenders
- Find a business partner, map and verify opportunities and conditions for business establishment, gain new markets, networking
- Demonstration of technologies
- CSR, ESG

For the target countries: economic growth, improved quality of life

- Involvement of local producers to supply chains- processing local raw materials with added-value, increasing competitiveness
- Transfer of know-how and technologies knowledge development, new job opportunities qualification development of the sector and region
- Increase of technological and social standards—decent work, fair remuneration, efficiency and safety, environmental standards



B2B scheme and parameters

PREPARATION

Feasibility study

Business plan

Feasibility Study,

Proposal of technical solution

Max. 500.000 CZK 1 year50% grant

Business plan,

mapping of opportunities, identification of business partner

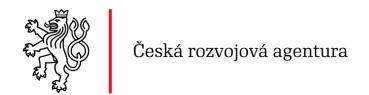
Max. 500.000 CZK 1 year50% grant

IMPLEMENTATION

Project implementation

Market entry
with local
partner,
know-how transfer

Max. 4 mil. CZK
Max. 2 years
30%-40% grant





Can our company apply for a B2B grant?



verification of applicant's eligibilty



Eligible applicants

- a commercial corporation, i.e. company or cooperative (according to Act no. 90/2012 Coll.), duly registered in the CR
- shall not exceed de miminis limit (provided the B2B grant is awarded) 200 000 EUR per one entity over a three years period
- publishes financial statements and its assets are not subject to insolvency
- has no tax arrears and is in no arrears on insurance premiums or penalties for public health insurance or social security
- has not been fined in last three years for facilitating illegal work as defined in Employment Act
- One eligible applicant may submit only a single application in this Call



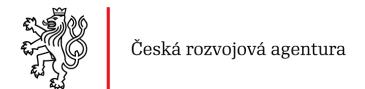
Do our business plan comply with the B2B aims?



Verification of compliance with the B2B Programme strategy



VÝSLEDKY, AKTIVITY	INDIKÁTORY	ZPŮSOBY OVĚŘENÍ	PŘEDPOKLADY
Dopad: Dlouhodobý ekonomický, sociální nebo environmentální přínos pro místní soukromý sektor	Snižující se míra nezaměstnanosti Zaveden systém sledování environmentálních standardů Návratnost investic < 10 let	 Statistiky na regionální nebo národní úrovni Legislativa a prováděcí předpisy v partnerské zemi, informace od asociací podnikatelů Výroční zprávy a zpětná vazba zapojených firem 	
Cíl: Rozvoj podnikatelského sektoru v rozvojových zemích ve smyslu hodnotových řetězců a zlepšení environmentálních a sociálních standardů ve výrobních zařízeních a procesech	Zvýšená konkurenceschopnost zapojených místních firem (trend zvyšujícího se obratu) Aplikace standardů ILO (decent work)	 Výroční zprávy zapojených společností Statistiky Průzkumy Evaluační zprávy Zprávy v rámci povinné udržitelnosti výsledků projektu/informace příslušného ZÚ 	Stabilita regulatorního prostředí Ochota aplikovat na podnikatelské aktivity principy rozvojové spolupráce
Podcíl: Posílení bilaterálních vztahů Podcíl: Spolupráce s dalšími donory a investory	 > trend vzájemného obchodu Objem externích zdrojů ≥ výše dotace ZRS ČR 	Statistiky MPO a MZV Výroční zprávy realizátorů ve fázi udržitelnosti	 Pokračující politická podpora obou stran Komplementarita priorit a nástrojů
Efekt: Obchodní partnerství mezi českými a místními subjekty	Min 20% partnerství pokračuje > 3 roky po skončení podpory	Výroční zprávy realizátorů ve fázi udržitelnosti	 Stabilita právního prostředí a klíčových zástupců partnerů
Efekt: Vytvoření nových pracovních příležitostí a zvýšení kvalifikace místních partnerů	Počet nově vytvořených pracovních míst díky transferu technologií a know-how	 Statistky Zprávy v rámci povinné udržitelnosti výsledků projektu/informace příslušného ZÚ 	 Kvalitní zaškolení Ochota aplikovat nově nabyté poznatky Pokračující finanční zajištění a dostupné technologie
Výstup 3 REALIZACE Jsou realizovány podnikatelské plány, s využitím českého know- how, standardů a technologií	 Min. 70% dokončené realizace nebo podepsané realizační smlouvy Objem doplňujících finančních zdrojů min. 20% celkového rozpočtu 	 Monitoring, závěrečné zprávy projektů (vč. dokumentace), kolaudační protokoly, smlouvy Závěrečné zprávy projektů 	 Transparentní právn prostředí (vč. ochrany duševního vlastnictví) Zajištěné navazující financování
Výstup 2 PODNIKATELSKÉ PLÁNY Jsou vypracovány a projednány podnikatelské plány	Min. 70% podnikatelských plánů odsouhlaseno partnery	 Závěrečné zprávy Podepsané Smlouvy o smlouvách budoucích, Memoranda, apod. 	Spolufinancování místních partnerů Garance souladu s místní legislativou
Výstup 1 STUDIE PROVEDITELNOSTI Jsou ověřeny možnosti využití know-how a technologických řešení pro rozvojové problémy	 Studie odsouhlaseny místními partnery Min. 50% studií proveditelnosti využito pro přípravu podnikatelských plánů nebo přímé financování 	 Monitorovací a závěrečné zprávy Studie proveditelnosti Žádosti o financování Stanoviska obchodních partnerů 	České společnosti mají schopnost využít finanční nástroje MFI / přilákat investice (nejpozději do 3 let od přípravy SP)





Where can we implement our activties?



Verification of compliance with the territorial focus ...



Suitable sector focus...





Territorial and sector focus of the programme

All developing countries according to OECD a Ukraine

(List of so called ",target countries" - Annex 4 of the Call)

Programme has no specific sector focus but ...

Favours projects with geographic and sector focus that corresponds to recommendations of the

Map of global sector opportunities of the Czech MoFA



Map of global sector opportunities of the Czech MoFA

https://publi.cz/books/3095/index.html#impresum

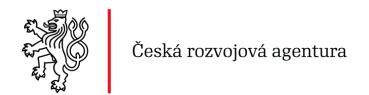
Sector opportunities defined for each country

• 5 points plus in overall rating for applications that comply with the

map

• Compliance is assessed by the relevant Embassy







Does our application have a chance to succeed in B2B?



what is being evaluated

weight of evaluation criteria



Evaluation criteria

1. Development impact of the project (20 p.)

- consistency with the priorities and cross-cutting issues of the Czech ODA and implementation of SDGs
- impact of the project on the target groups

2. Impact of the project on private sector development in target country (20 p.)

- improvement of value chains
- better integration into supply chains
- new job opportunities or improving skills
- improvement of technological and/or social standards in production processes

3. Relevance for the territory (20 p.)

- timing of intervention
- suitability of selected location
- compliance with government priorities of selected country
- the need for the target country or specific region



Evaluation criteria (cont.)

4. Financial sustainability and adequacy (20 p.)

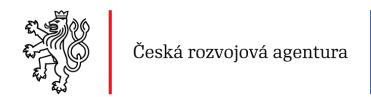
- possibility of follow-up funding and practical utilisation of the study (FS);
- commercial eligibility (BP)
- adequacy of business strategy and financial return
- multiplication potential
- sustainability

5. Eligibility of the applicant (20 p.)

- applicant's qualification in relation to submitted project proposal

(quality of personnel and project organisation, applicant's experience with similar projects/territory)

6. Compliance with the Map of global sector opportunities - YES/NO (5 p.)





What expenses can we claim in B2B?



Eligibility (time-boound and substantive)

cofinancing (own resources) is governed by the same principles



Eligible expenditures of the project

- Costs incurred and expenses paid in relation with the project (from 1.1. till 15.11. of the give year)
- Personal costs (wages) may not exceed 20% of the grant
- **Travel costs** flight tickets, insurance, accommodation, per-diems etc.
- Equipment and supplies of goods— tangible and intangible assets eligible in **realisation**
- On-site costs property rental etc.
- **Subcontracting** expert services (legal, technical, financial, etc.)

- Detailed specification in the Call and Decision on the grant award
- binding document **Eligible cost of the project**



Basic rules of B2B programme

- Decision on the award of the grant for a single year only
 (even in case of planned 2-years realisation, new application shall be
 submitted in subsequent call (call 2025)
- A decision awarded for **preparation** phase <u>does not automatically</u> entitle the beneficiary for a grant for **realisation** phase
- Business plan <u>must</u> be annexed to the application for the **realisation** phase
- All activities must be finished by 15.11. 2024
- Any **changes** of the project need to be **communicated** with the provider
- **Need to inform the Embassy** (confirmed by the statement of honour in the applications) see the Guidelines for Applicants



B2B programme schedule for 2024

- Sept. 2023 Call for Applications B2B 2024
- 20. 11. 2023 at 12:00 Deadline for submission of applications
- **Dec/Jan 2024** assessment of applications
- **Jan/Feb 2024** decision on the award of the grants
- **May/June** interim report on the status of implementation
- by 15.11. 2024 final report and financial statement (completion of all activities, incl. related payments)

Information available at

http://www.czechaid.cz/jak-se-zapojit/soukromy-sektor



Financial statement and reimbursement of the grant

 The grant is reimbursed upon completion of all project activities and check of the final report and financial report in the calendar year of the award of the grant

• The final report and the financial report have to be submitted, incl. all annexes, by 15.11.2024 at the latest

 Only activities that have been duly completed and related expenditures booked and paid by 15.11.2024 may be reimbursed



Scheme and annexes of B2B Programme Call

- Focus of the Call and use of the grant (chapt. 1 and 2)
- Financial conditions and grant reimbursement (chapt. 3)
- Eligible applicant (chapt. 4)
- How to apply (chapt. 6)
- Assessment of the application (chapt. 7)
- Evaluation criteria (chapt. 8 and annex 2 of the Call)
- **Annex 1** Eligible expenditures
- Annex 2 List of assessment and evaluation criteria
- Annex 3 Decision on the award of the grant (template)
- **Annex 4** List of target countries of B2B 2024 programme
- Annex 5 Application form and annexes
- **Annex 6** Strategic framework of B2B Programme
- **Annex** 7 Final report of the project
- **Annex 7.1** Financial report
- Annex 8 Proposal of project modification (template)
- **Annex č. 9** Guidelines for Applicants



Grant Application and annexes

- A list of all annexes and necessary documents can be found in the "CHECKLIST" and in section 6 of the Call
- Applicant shall submit all documents in .pdf signed by its statutory representative, Grant Application and Project Budget shall be sent also in editable form (.doc, .xls)
- Grant Application form
- **Annex 1** Project Budget
- Annex 2 List of Declarations of Honour of the Applicant and consent to publication of identification data
- Annex 3 Proof of bank account
- **Annex 4** Data on beneficial owner of the legal person according to the law regulating the registration of the beneficial owner in the form of **the complete list** of the valid data and data that have been deleted without replacement or with replacement, if it is a regitering person
- Annex 5 (if applicable) Cooperation Agreement or the Memorandum of Understanding (mandatory for Realisation application)
- **Annex 6** List of organisations or institutions where the applicant requests funding for the implementation of the project in question and the amount of funding requested
- for **Realisation phase**, the applicant must provide a business plan
- Grant applications shall be submitted preferably via the data box



Thank you for your attention

Contact us: b2b@czechaid.cz

News: http://www.czechaid.cz/jak-se-zapojit/soukromy-sektor

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dokumenty





- Příručka pro žadatele Programu B2B —
- Strategický rámec Programu B2B —
- Seznam cílových zemí Programu B2B –
- Další možnosti financování –
- Osnova podnikatelského plánu (vzor) –
- Osnova studie proveditelnosti (vzor) –
- Žádost o změnu (vzor) –
- Závěrečná zpráva Programu B2B pro rok 2023 –
- Finanční vyúčtování Programu B2B pro rok
 2023 –