

*FOR REFERENCE ONLY - THERE ARE CURRENTLY NO OPEN FUNDING ROUNDS UNDER THE BPP*



**BUSINESS  
PARTNERSHIPS  
PLATFORM**

**BPP ROUND 3 – 2018**

**FREQUENTLY ASKED  
QUESTIONS**

**June 2018**

# Frequently Asked Questions (FAQs)

## What is the BPP?

The Business Partnerships Platform (BPP) is a flagship initiative through which the Department of Foreign Affairs and Trade (DFAT) works with the private sector and other organisations to create business initiatives that address specific aid objectives of the Australian Government.

The BPP is built around the concept of ‘shared value’ – that business can deliver sustainable social impact in developing countries while achieving commercial returns.

## How much money is available?

The level of funding that may be requested and granted under the BPP will be between **AUD 100,000 and AUD 500,000** per successful application. Applicants must contribute at least 50 per cent of proposed implementation costs (including both cash and in-kind contributions). In addition to funding, DFAT can provide:

- Knowledge of the business, political and regulatory environments in developing countries;
- Networks and ability to convene, broker and influence; and
- Support in creating a more attractive business operating environment.

## How many new partnerships will be selected in Round 3?

DFAT expects to establish at least 10 new partnerships across any of the participating countries of Round 3. Additional funding has been earmarked for Pakistan, which will likely mean at least 3 additional partnerships are funded in Pakistan. This will mean that in total, around 13 new partnerships are likely to be funded as part of Round 3.

## How long do BPP initiatives go for?

Proposed initiatives may be funded for **one to two years**, subject to continued satisfactory progress of each initiative. However, as the objective is to support sustainable shared value business ideas, it is expected that commercial operations continue well beyond the funding period.

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## Do I have to be a Non-Government Organisation (NGO)? Do I have to partner with a private firm?

No. Applications to the BPP Round 3 are open to businesses or other types of organisations undertaking, or looking to undertake an initiative of a commercial nature in one of the eligible sectors in one of the participating countries. These may be businesses, investors, social enterprises, NGOs, Not-for-Profits (NFPs), cooperatives, universities, or other types of organisations, or consortiums.

The majority of previously successful BPP proposals were consortiums involving NGOs/NFPs, and/or additional business partners. Joint applications are not mandatory, however, applicants may consider this approach, as it can bring together diverse technical, social and risk management skills.

## Do I have to be based in the country of implementation? Do I have to be an Australian organisation?

Not necessarily. However it is common for the Lead Partner of an initiative to be based in the country of implementation. The key requirement is that applicant organisations must be able to operate in the country where they propose to undertake the BPP initiative.

Applicant organisations are not required to come from any specific country. Applicant organisations do not have to be from, or based in Australia.

The Ministerial Statement on engaging the private sector in aid and development sets out the framework for our engagement with business from any country. The purpose of DFAT's private sector engagement efforts is primarily to achieve development objectives. There is no requirement that these efforts should also benefit Australia businesses. Australian businesses seeking government assistance for their activities may wish to contact Austrade and/or EFIC.

## How does the BPP determine which countries and sectors are eligible?

Eligible Countries and sectors change from round to round of the BPP. DFAT Posts nominate their priority sectors according to their Aid Investment Plans. For these reason, applications for initiatives to be implemented in countries and sectors other than those listed will not be considered.

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## **Is there a limit to the number of partners that can be included in one proposal?**

No, there is no cap on the number of partner organisations that can be included in one application. However, we suggest that in your narrative under the 'partnership' criteria of the application form that you outline the various roles of partners clearly. If it is a very long list of partners, then we suggest you focus on the key partners.

## **Can my organisation apply more than once to the BPP Round 3?**

Yes, organisations can be involved in more than one application.

## **Will an initiative meet the gender equality criteria if it is only focused on women (i.e. no men as beneficiaries)?**

Yes, applications focused solely on female beneficiaries are welcome. Two of the initiatives funded under BPP Round 1 had only female beneficiaries.

## **Where can I find the BPP Gender Guideline?**

The BPP Gender Guideline can be found on the BPP Website.

## **To what degree are initiatives modified from the original submissions as part of the business plan refinement process?**

BPP assessors and the Selection Panel will provide feedback to shortlisted applicants on aspects of the business plan and proposal that could do with some refinement in line with the BPP objectives. If selected, a Business Adviser appointed by the BPP Fund Manager will work with you to address any areas that need improvement.

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## **Do you have any metrics in mind to measure the success of BPP initiatives? Or will these be ascertained as per the specific initiative?**

It is up to applicants to define what they want to achieve (i.e. what is success). As business ideas will come in different sectors (e.g. agribusiness, health), we expect diversity of indicators for what constitutes success. During set-up workshops and contract negotiations we will mutually agree on performance metrics for each individual partnership.

## **When you say matching contribution, can it come from all the partners including the private sector partner, NGO, or private investor?**

Yes, co-contributions (matching contributions) can come from a mixture of organisations. In other words, the combined contributions of all partner organisations in a proposal (the total cash contributions and in-kind contributions of all proposed partner organisations), must at least match the total amount sought from the BPP/DFAT.

## **Does the BPP have additional requirements for the partner that is selected as the Lead Partner?**

The Lead Partner will enter into the contractual arrangement with the BPP Fund Manager and will be responsible for receiving and managing the BPP funds. Because of this, the Lead Partner may be subject to additional due diligence.

## **Can a concept be submitted which has not been piloted yet, but the business and financial plan is ready?**

Yes, the BPP welcomes proposals which are yet to be piloted.

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## How can we justify in-kind co-contributions?

Please refer to the 'Round 3 Guidelines for Applicants' document for more information on eligible cash and in-kind co-contributions. The budget template which you must fill in will ask you to provide a per-activity breakdown of cash and in-kind contributions per each funding source (including DFAT).

## Where is the application form?

Applications can be accessed here from 20 June 2018: <https://bpp.smartygrants.com.au/BPPRound3>

## I am unable to submit the application by the closing date due to technical issues. Can the deadline be extended?

Please contact the BPP Fund Manager team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au) stating your initiative reference number and the technical difficulty you are having and a BPP representative will assist you to submit your application. Individual deadline extensions will not be granted for any other reasons.

## Can I make changes to my application once it has been submitted?

You can make changes to your application up until the submission deadline. If you wish to make changes after this time, please contact the BPP team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au) stating your initiative reference number to discuss.

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## **To apply for the BPP I am required to share some commercially sensitive and confidential information with the BPP team. How can I guarantee the confidentiality of my company's information?**

Applications for the BPP are only accessible to approved DFAT officers and BPP Fund Manager staff. All application data will be kept in the strictest confidence. All DFAT officers and BPP Fund Manager personnel that review applications are bound by confidentiality/non-disclosure arrangements.

In addition, DFAT will prepare a Non-Disclosure Agreement for shortlisted applicants. This agreement covers all BPP team members.

If you require a Non-Disclosure Agreement prior to selection, please contact the BPP team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au)

## **Will there be further opportunities to participate in the BPP in other countries?**

No additional BPP rounds are planned at this stage. The BPP website will be updated with details of additional rounds as they become available.

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