

BPP Call for Partnerships Frequently Asked Questions

The [Application Guidelines](#) provide further information on the full expectations and guidance for BPP proposals. If you have a question not addressed below, please contact applications@thebpp.com.au.

Funding

What do you mean by ‘matched funding’? Is it mandatory to provide a co-contribution?

A co-contribution is required to ensure that both the Australian Department of Foreign Affairs and Trade (DFAT) and partners are investing in the BPP initiative. The co-contribution must match or exceed the DFAT investment, meaning a partner asking for AUD 500,000 from DFAT would need to contribute at least AUD 500,000. Partners that contribute more may be considered more favourably in the selection process. The partner contribution can be a combination of cash and in-kind, and can be invested over the life of the BPP partnership. In cases where a proposal is submitted by a consortium of partners, the multiple partners can contribute and the total must meet or exceed the DFAT amount.

Is there a set ratio of cash and in-kind support partners must provide in their co-contribution?

There is no set ratio for cash and in-kind contributions, however higher cash contributions may be viewed favourably in selection.

In-kind contributions must be a legitimate contribution to the business initiative being proposed, and fairly valued at market rates. Note these contributions can be indicative at the concept note phase, and be further discussed and elaborated for proposals selected to advance to full proposal stage.

Partners

How do you define partners? Is there a maximum number of partners?

BPP partners are organisations which will invest in, contribute substantially to, and work towards the goals and objectives of the partnership. This differs from suppliers or organisations which may support specific elements of implementation, but not contribute substantially to the overall partnership.



There is no maximum number of partners in a consortium, however each partner should have a clearly explained role, value and contribution.

I'm a business, can I apply to the BPP?

Yes, businesses may apply to the BPP to implement a commercial initiative which generates commercial, social and environmental impact. Businesses may partner directly with DFAT under the BPP. There is no requirement for businesses to partner with NGOs or other organisations.

I'm an NGO, can I apply to the BPP?

NGOs are welcome to apply to the BPP in consortia with a business but cannot apply to partner on their own directly with DFAT. NGOs can be a critical partner for businesses as they expand their operations, reach new markets, and change their business practices to have improved social and environmental impact.

Is the BPP only open to large businesses? Is it only open to local businesses? Is it only for Australian businesses and NGOs?

The BPP is open to Australian, local and international businesses of any size (small or medium enterprises, start-ups, social enterprises, large and multinational companies).

The BPP is open to all businesses and organisations which are operational in the countries eligible under the Call for Partnerships. Businesses and organisations must be registered appropriately and able to implement in the country they wish to work in. There is no preference for businesses or organisations from a particular country.

Can a government agency or a multilateral development organisation be a partner?

Yes, government agencies and multilateral organisations are eligible to apply to the BPP in partnership with businesses. However, any funding or in-kind contribution provided by government agencies or multilateral organisations cannot be counted as part of the partner co-contribution.

Proposals

Can the BPP support existing business activities or initiatives?

Applicants must demonstrate that the BPP will allow them to do something new and which could not have been done without the DFAT funding. Examples include funding to scale an existing initiative, to reach new markets, develop new products, or make investments in improved business practices. The



BPP does not support activities or initiatives that are market ready and can be supported by existing market finance.

Can the BPP support a new business initiative?

The BPP can support both new businesses, and new initiatives from existing businesses. As BPP initiatives can be funded for 1-3 years, applicants should be able to clearly explain the path to commercial viability within that timeframe.

New businesses must be registered in the country they wish to work in, be able to demonstrate the fiduciary standards needed to manage funding from the BPP, and have the resources needed to implement their proposed initiative.

Sectors and themes

Is it mandatory to work in one of the stated sectors and/or themes?

For country rounds in Samoa and Sri Lanka, concept notes should be linked to one or more of the listed sectors. Those sectors can be found [here](#) for Samoa and [here](#) for Sri Lanka. Applications with proposals not linked to those listed sectors cannot be considered.

For the regional round, concept notes should link to one or more of the themes (green recovery, economic opportunities for women, skills development for workers and medium and small sized businesses, and/or digitalisation) **as well as** one or more listed sectors. More information on the sectors and themes in Bangladesh, Nepal, Philippines, Tonga and Timor-Leste is available on the BPP website (thebpp.com.au) [here](#).