

Development Partnerships with the Private Sector

Ideas competitions

Initiated in 1999 by the German Federal Ministry for Economic Cooperation and Development (BMZ), the programme for development partnerships (develoPPP.de) is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH. PPP in develoPPP.de signifies public-private partnerships.

In the framework of develoPPP.de the private sector and public actors carry out joint projects offering benefits for development policy and the economy in developing and transition countries as well as in emerging economies. The partners shoulder an equal share of the responsibility, costs and risks involved. By combining their individual strengths they help promote development in the partner countries and sustainably improve people's living conditions.

Ideas competitions create transparency.

Transparent competitions give all companies equal opportunities for cooperation. The competitions unite two complementary aspects. On the one hand, they address important development policy problems by focusing on sector-specific themes. On the other, innovation contests make it possible to pick up new ideas from the business sector and to put them into practice within development partnerships.

Conditions for entry by private partners.

The ideas competitions are addressed to German and European companies and their subsidiaries in developing and transition countries as well as in emerging economies. Non-governmental organisations, public institutions and foundations, including those from partner countries, may also be involved, but not as the sole applicant nor as the lead agency in a joint project. The maximum public contribution per proposal is EUR 193,000. The company has to be financially robust enough to ensure project funding and sustainability (no less than 10 employees, at least three years' market activity, an annual turnover of at least EUR 1 million, a long-term business commitment in the target country). Development partnerships must be completed within a three-year period and are then continued independently by the companies concerned.

Criteria

The following five prerequisites must be fulfilled before a development partnership can get started:

- Every project must be compatible with the defined development goals and objectives of the German government.
- Public and private contributions must complement each other so that both partners can achieve their objectives more cost-effectively, efficiently and faster (complementarity).
- A public contribution will only be provided if the private partner would not carry out the measure without the public partner and if the measure is not legally prescribed (subsidiarity).
- Competitive neutrality must be ensured. The cooperation with GIZ is open to all companies and communicated transparently.
- Companies are obliged to make a considerable financial contribution and/or provide staff to the project (private sector contribution: at least 50 percent of overall costs).

‘Agribusiness and Biodiversity’ and ‘Water’ are the areas covered in the current sector-specific competitions. In additional competitions that are not restricted to particular areas, you can submit your innovative ideas on development partnerships. For deadlines and further information on how to enter, go to www.develoPPP.de or www.giz.de/develoPPP.

develoPPP.topic: Agribusiness and Biodiversity

Agriculture is an important source of income and employment in developing countries. It includes upstream and downstream operations, such as fertiliser suppliers and farm product distribution companies. The improvement of value chains, establishment of quality standards, recultivation of mining sites and introduction of environmentally sound production methods can all support market-oriented and sustainable development in BMZ’s partner countries. A big challenge for sustainable agriculture is the preservation of diverse species as biodiversity contributes to food security and the conservation of natural habitats. This competition is therefore also targeted at companies from other economic sectors with an interest in gearing their production processes towards biodiversity conservation.

develoPPP.topic: Water

Water is vital for development. Water supply and wastewater management are essential to human health and decent living conditions. There is a substantial need for technology transfer in this sector – for example in the operation and maintenance of technical facilities, hygiene education, establishment of water outlets and management training. It is not just companies operating in the water sector that can contribute to the responsible management of water resources. By adapting their production processes, companies in other sectors can also play their part.

develoPPP.innovation

This competition calls for particularly innovative ideas for development partnerships. By innovation, we mean new products, services or processes that are to be introduced or optimised in our partner countries. Commercial use of the innovation must generate positive development results in the partner country. No restrictions are made regarding the precise regional or thematic thrust of a proposal, but it cannot have the same content matter as the parallel, sector-specific ideas competitions.

Time frame for competitions

1. GIZ publicises the ideas competitions and asks for proposals from interested companies.
2. GIZ assesses the eligibility of entries according to established criteria. Participating companies are informed of the results of the selection process.
3. Based on the brief description, the company draws up a detailed concept including costing, with help from GIZ. Annual financial statements/balance sheets for the last three years should be provided.
4. Once the concept has been completed, GIZ and the company sign a contract. The implementation phase then begins.

You will find all the documents you require to take part in one of our competitions at http://www.develoPPP.de/en/current_ideas_competitions.html

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