

Business Partnerships Fund

DFID believes that public-private collaboration can enable profitable solutions to some of the world's biggest development challenges. The Business Partnerships Fund (BPF) is a new £5 million pilot fund that provides support to multinational companies to develop projects that generate commercial value whilst also improving the lives of the poor in developing countries.

The Core Fund

The Core Fund supports multinational companies to conduct commercial activity in a way that benefits poor people in developing countries.

We co-finance projects that help multinational companies to overcome the barriers that they face when developing inclusive business models. Companies undertake a 'journey' in order to develop an inclusive business model (see diagram below). This journey starts with generating an initial idea, which is developed into an early concept, then a more detailed design, that is refined until it is ready to be piloted and eventually scaled up and rolled out. Companies face a number of barriers as they progress along their journey. The Core Fund supports companies to identify the barrier that they face at their current stage of the journey and define a project to overcome it.

We focus on the early stages of the inclusive business journey, from early ideas

generation through to pilot planning stage, where the support needed to overcome barriers is not only co-financing but more often technical expertise. We connect multinational companies to specialist service providers with the relevant market or subject matter expertise.

We aim to support a balanced portfolio of projects. There are no set minimum or maximum limits on how much support we can provide to an individual project or company, but we aim to support a balanced portfolio of projects (of different sizes, types, sectors, geographies and companies) during the BPF pilot period that will be completed in March 2019.

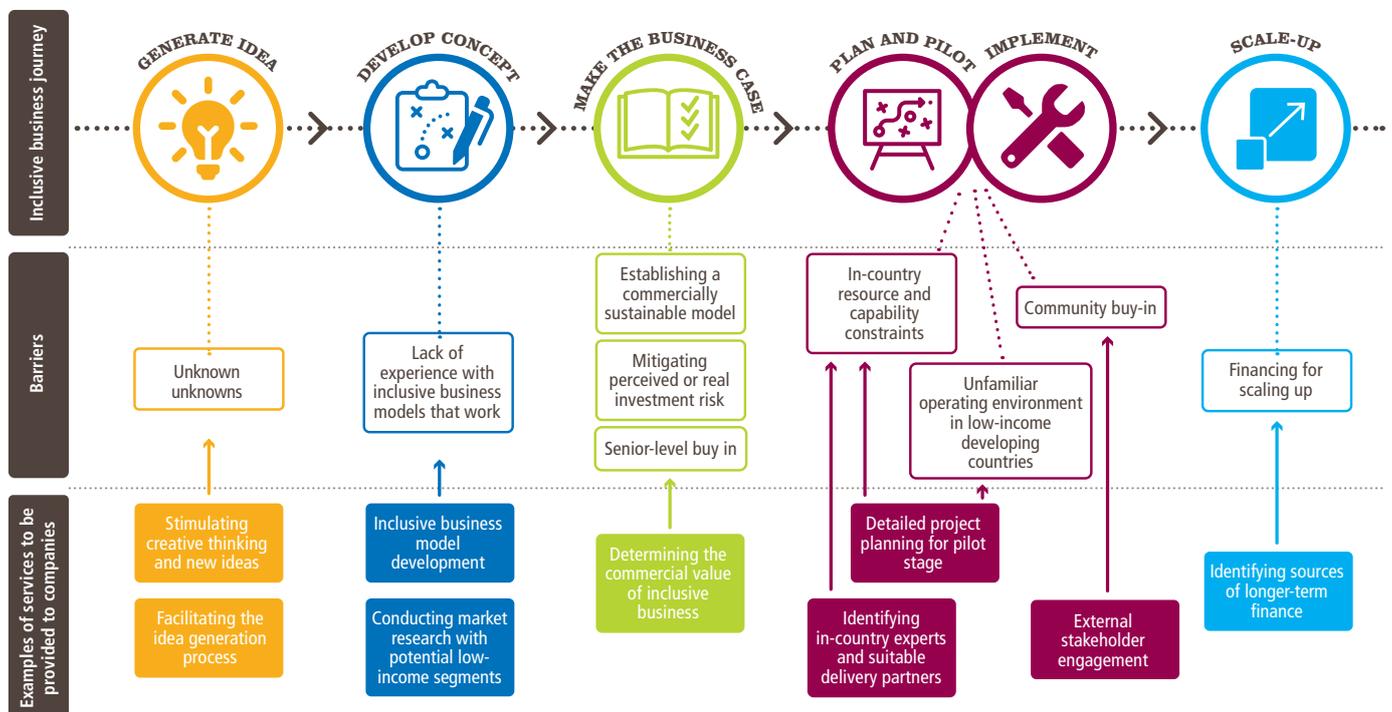
An inclusive business model is a commercially viable model that benefits low-income communities by including them in a company's value chain.

Replication Fund

The Business Partnership Fund also has a 'Replication Fund' which supports the replication of successful inclusive business models. It does this by supporting the development, dissemination and exchange of evidence from successful inclusive business projects and showing how they can be replicated. In particular, it supports initiatives that reach a large number of business professionals who are not yet knowledgeable about inclusive business and/or are actively seeking such knowledge.

For more information go to: www.bifprogramme.org/replication-fund

Ways in which the BPF can support companies



Am I eligible?

The BPF Core Fund will consider supporting projects that meet the following criteria:

Reducing poverty: The initiative must have real impact, for example by raising incomes, creating jobs, empowering women and girls, providing access to goods and services for the poor, or mitigating climate change.

Commercial viability and scalability: The initiative must have potential for growth as part of the Company's core business with a view to establishing a long-term commercially viable business model.

Innovation: The activity should have an element of innovation. This could include a new geography, market, sector, product or an innovation in the business model.

The partnering company must:

- have an annual turnover of at least £500 million and operate or trade in at least five countries;
- be able to show that the initiative that would not occur at all, as quickly, or with as much benefit to the poor without BPF support; and
- invest its own resources at a level that demonstrates the company's strong commitment to the success of the project.

For a full list of criteria see:

www.bifprogramme.org/core-fund-am-i-eligible

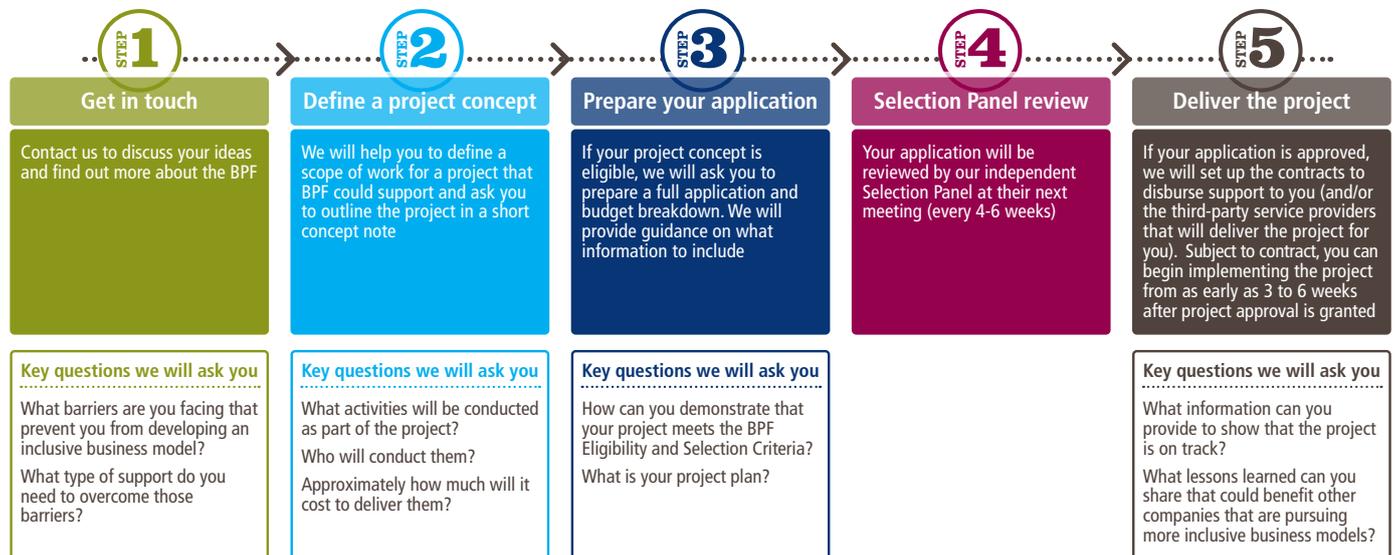
What we ask from you

Companies are responsible for delivering the project and completing a project evaluation by **March 2019**.

Knowledge sharing: Companies are expected to share knowledge and lessons learned from their project with the BPF. The information and lessons learned that the company will be sharing and BPF can then make publically available, will be agreed with each company individually.

Project data: Companies will be asked to regularly report on project progress and provide data to measure the outputs, outcomes and impacts of the BPF-supported work.

How do I apply?



The total length of time to complete the application process depends on the complexity and maturity of the project concept. On the basis of our initial discussion, we can advise you on the estimated timeline to prepare and submit your application. The BPF Core Fund has a rolling application process – we are open to applications for projects that will be implemented by March 2019.

The BPF Selection Panel meets regularly to review applications. Once your application is submitted, you can expect to wait between 2 to 8 weeks for a decision (depending on when the next Selection Panel meeting is scheduled). If successful, the project can begin as early as 3 to 6 weeks after the approval decision (subject to agreeing contracts).

Contact: Cristina Bortes (BPF Programme Director): cristina.bortes@pwc.com
 Andrea McCormick (BPF Team Leader): andrea.mccormick@pwc.com
 Tom Harrison (BPF Technical Lead): tomharrison@partnerfordevelopment.eu

www.bifprogramme.org/where-we-work/business-partnerships-fund

