Dear Prospective Applicant,

Thank you for your interest in the Proof of Concept competition of the technical assistance project “Vietnam Climate Innovation Center (VCIC)”. VCIC is supported by the UK Department for International Development (DFID), the Australian Department of Foreign Affairs and Trade (DFAT) and the Government of Vietnam through its Ministry of Science and Technology, with the technical guidance from World Bank. For more details visit the website: [http://www.vietnamcic.org/](http://www.vietnamcic.org/)

This competition is organized to support innovators and entrepreneurs to develop business solutions (new technologies or new business models to provide products/services) to adapt to climate change challenges in Vietnam.

Currently, VCIC is running the 2nd Proof of Concept (PoC) competition in Vietnam. The competition will award successful applicants the chance to receive the maximum funding of 75,000 USD and full access to the incubation, commercialization and business development services provided by VCIC.

This package describes the purpose of the PoC competition and the type of businesses that will be eligible for funding; indicates the application process; and outlines criteria that will be used to evaluate the proposals. The PoC competition will award successful applicants the chance to receive funding and full access to the business services provided by VCIC.

This package and any future amendments can be downloaded from [www.vietnamcic.org](http://www.vietnamcic.org). Prospective applicants who are unable to download this package from the Internet can request an electronic copy by e-mail at poc@vietnamcic.org

DUE DATE: Proposals must be sent no later than May 23, 2017 at 5 PM (local time) by submitting the application online through the website: [http://www.vietnamcic.org/apply](http://www.vietnamcic.org/apply), or via email to poc@vietnamcic.org or by post to the Project Management Unit (PMU) of Vietnam Climate Innovation Center (VCIC), 8th floor, Hoang Sam Building, 260-262 Ba Trieu, Hai Ba Trung, Hanoi.

QUESTIONS: Prospective applicants who have questions concerning the contents of this package or the application shall submit them in writing to the e-mail address: poc@vietnamcic.org or by calling 04 38533333 no later than May 20, 2017 at 5 PM (local time).

Sincerely,

VCIC PMU

Address: 8th Floor, Hoang Sam Building, 260-262 Ba Trieu, Hai Ba Trung, Ha Noi.
Telephone: 04.38533333;
Email: poc@vietnamcic.org;
Website: www.vietnamcic.org.
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Section 1: Basic information

The technical assistance project “Vietnam Climate Innovation Center (VCIC)” with the support from **InfoDev** is running the 2nd Proof of Concept (PoC) competition in Vietnam.

**InfoDev** is a global program of World Bank with many sponsors in the world. The program promotes a combination of creativity, technology and entrepreneurship to provide opportunities for comprehensive growth and job creation. **InfoDev** seeks to empower innovators to test, shape, finance, develop, and distribute their products and solutions with the innovation and impact on local and global challenges. The program supports growth-oriented enterprises in the fields of mobile innovation, climate technology, and agribusiness while emphasizing access to finance solutions and women’s entrepreneurship. Through these activities, **InfoDev** can foster growth in local markets while facilitating innovative methods to sustain and enhance livelihoods.

**InfoDev’s Climate Technology Program** (CTP) empowers developing countries to proactively and profitably adapt, develop, and deploy climate-smart technologies and business models. The CTP is creating a global network of Climate Innovation Centers that provide a country-driven approach to addressing climate change and fostering green growth. The CTP supports SMEs and emerging enterprises that are developing innovative products and new business models in the climate technology sector. Currently, the program is establishing CICs in eight countries: Kenya, the Caribbean, Ethiopia, Ghana, India, Morocco, South Africa and Vietnam. The innovation centers in Kenya, the Caribbean, and Ethiopia are already fully operational while the others are in an advanced development stage.
Section 2: Proof of Concept (PoC) Competition Objectives

The purpose of the Proof of Concept (PoC) competition of VCIC is to contribute to increase the diversity and the ability to connect for Vietnam’s start-up ecosystem. All applications are very important in achieving this objective. The competition will award successful applicants the chance to receive funding and full access to the business services provided by VCIC. Specifically, the successful applicants may become eligible for:

- Grant funding up to 75,000 USD to develop, launch and/or scale up a product or a service for a new technology or a new business model, contributing to climate change mitigation (e.g. energy or resource saving, emission alleviation, water treatment, etc.)
- Preferred access to VCIC program and its full range of advisory services (training, mentorship, facilities and access to finance).

The PoC competition will aim to attract a diversified set of applicants in Vietnam, including geographically, from a prospective product or service and enterprises, especially women’s entrepreneurship.

VCIC will leverage its national and international network to provide an array of services to sponsored enterprises. Future clients of VCIC will benefit from:

1. **Access to Finance**
   - Identify funding needs & connect investment with domestic and international partners
   - Develop & grow investors network/database
   - Provide access to non-refundable or low-interest grants
   - Provide leverage to enterprises to secure larger grants and loan funding

2. **Advisory services**
   - Mentorship
   - Prototyping and testing
   - Product/service development
   - Market development
   - Commercialization strategies
   - Legal and IP advisory

3. **Access to markets**
   - Create linkages with partners
   - Leverage relationships with the Government
4. **Access to infrastructure and resources**
   - Connect to specialized laboratories and research entities to support product finalization
   - Provide Internet, tech/working space, etc.

5. **Policy Advocacy**
   - Consult policy development and change to support innovative enterprises and develop start-up ecosystem in Vietnam
Section 3: Application Information and Condition

1. Qualified applicants:
This competition is only for private sector in technology and business model adapting to climate change in Vietnam, including:
- Researchers (affiliated with research universities or institutes)
- Entreprises and start-ups
- Existing companies in Vietnam that are developing a new innovative product and business models in the field of climate change

Note:
- A consortium of parties (group or joint venture) may enter the PoC competition but the application should be made by a lead applicant and all parties of the consortium should be disclosed as part of the application.
- Individuals applying must be Vietnamese nationals while companies must be registered legal entities in Vietnam with at least fifty-one percent Vietnamese ownership.

2. Prior areas
Businesses that are scalable, sustainable and have high potential in creating jobs in all climate technology sectors are eligible and encouraged to apply. The following sectors and potential business areas have been specifically identified as major sectors that play a vital role in achieving Vietnam’s climate resilient green economy (the list is not intended to be exhaustive):
- Energy efficiency;
- Sustainable agriculture;
- Water management and purification;
- Renewable energy;
- IT related to climate change adaption;
- Other technologies related to climate change;

3. Types of activities that are not eligible for funding from VCIC
It is important to note that there are certain types of projects that are not eligible for funding through this Proof of Concept competition, including:
- Products/services that are not of a climate technology or clean technology project;
- Companies developing and commercializing products or services that does not have at least fifty-one percent Vietnamese ownership by the time of the PoC grant funding;
- Project proposals from governmental and foreign governmental agencies or affiliates and non-governmental organizations are not encouraged to participate in this competition;
- Projects that are currently being fully funded by another organization, unless the term of funding is nearing termination without promise for continuation;
• Projects without an identified innovative component, including direct importation technology, installation or other activities that support technologies or business models already proven and deployed in Vietnam;
• Projects that focus on improving energy access without identified benefits to the green economy of Vietnam, such as implementing one-off projects for individual use; and
• Projects that focus on basic research and development (R&D) for a product without a clearly identified market demand or credible commercial prospects.

4. Types of expenses eligible for funding from the VCIC
The following non-exhaustive list provides an indication on what items may be eligible for the PoC funding:
• External experts: are those who hired by the enterprises to support implementation of the subproject based on contractual agreements. The experts are not official staff of the enterprises.
• Consultant services: The grant only covers consultant costs directly served to the project.
• Non-consulting services: Cost for renting or hiring (by contracts) third parties to provide necessary services to implement subproject activities, including training and skill development sessions (domestic and international).
• Project-related consumables and equipment
  o Materials and goods for research activities
  o Small scale research and/or production equipment
  o Costs for hardware/software, operation, transportation, etc. required for the subproject.
  o Costs of materials and goods including those required for the operation, repair or maintenance of equipment required for the subproject.
  o Subprojects may purchase equipment required to carry out the project, respecting the World Bank procurement procedures and their internal procurement regulations.
  o All equipment financed by the grant must be ordered or purchased after the approval date of the project grant contract.
• Other relevant costs: (Licensing, certification, etc.)
  o Cost for technology/patent search/licensing, twining arrangements and other relevant costs;
  o Costs for publication, dissemination, protection and patenting, etc., which cannot be classified under the previous cost items but are required for the project implementation;
  o Travel costs to participate in domestic and international training/conferences/workshops/exhibitions and trade promotion relating to the sub-project implementation including domestic and international travel at economy class, visa and social security or other insurance costs relating to the travel period, participation fees, reasonable accommodation and other subsistence costs. International travel’s purpose and plan required for the sub-project activities must be submitted to VCIC for clearance one month prior to the trip.
5. Types of expenses not eligible for funding from VCIC

The following non-exhaustive list provides an indication on what items may be ineligible for funding from VCIC:

- Staff salaries;
- Costs incurred before the funding;
- Costs incurred before the establishment of the enterprise;
- Purchase/rental of non-critical assets (e.g. buildings, vehicles and furniture);
- Construction of infrastructure, except when inextricably linked to proof of concept;
- VAT (only if the beneficiary is registered for this tax).

The above lists in part 5 and 6 indicate only the nature of the expenditure and VCIC will make the final decision on the expenditure allowed and the costs incurred for the use of the grant.
Section 4: Application Process

1. Overall Competition Process

Step 1 – Call for PoC’s application: Announcement of the POC competition is published on portals of MOST, VCIC, newspapers and other media.

Step 2 – Reception and Screening: VCIC internal team evaluates project concept notes and summarizes individual ideas into a report and arrives at a short list.

Step 3 – Pre-incubation - Trainings and Instructions on sub-project’s full proposals
- Providing pre-incubation training to equip basic skills for the enterprise;
- Training on complete documentation development;
- Providing support services, initial consultancy for the enterprise;

Step 4 – Enterprises’ development and submission of sub-project’s full proposals: Applicants must submit two hard copies and one soft copy of their full proposals in both Vietnamese and English, including:
- POC proposal
- Estimated budget
- CVs of key personnel
- Proof of applicant’s and partners’ outstanding achievements that are directly related to the field of the proposal (patents, prizes, awards etc.);
- Company profile of sub-project owner;
- Memorandum of understanding between partners (if any).

Step 5 - Establishment of independent Evaluation Panels; Environment evaluation

Step 6 - Submission of summary of selection results to MOST/WB
Step 7 - Notification and award of sub-grants
Step 8 - Sign sub-project grant contract
Step 9 - Incubation: training, mentoring and providing incubation consultancy services; Implementing supporting business development and commercialization services;
Step 10 - Disbursement
Step 11 - Progress report
Step 12 - Completion of sub-project

2. Application process
1. Applicant can apply online at [http://www.vietnamicc.org/apply](http://www.vietnamicc.org/apply). Applicants can also send the completed application via email to the address: PoC@vietnamicc.org or by post to Project Management Unit, Vietnam Climate Innovation Center (VCIC), 8th floor, Hoang Sam Building, 260-262 Ba Trieu Street, Hai Ba Trung District, Ha Noi. Both Vietnamese and English applications will be accepted.
   We strongly encourage applicants to submit the application online to ensure the timely processing of the application.
2. Shortlisted applicants will be invited to a 1-week focused training session to receive support for the preparation of their 2nd round Full Proposal submission. After going through all steps of phase 1, the shortlisted applicants will get access to mentors who will provide feedback and guidance to the 2nd-round Full Proposal submission.
3. VCIC will evaluate and select the best Sub-project’s Full Proposals to receive funding awards. Applicants not selected in the first round of the POC competition may still apply in the future for funding or other services from VCIC.

3. Award Information
- Proof of Concept competition winners may be eligible for up to USD 75,000 depending on the detailed needs specified in their Full Proposals and final decisions of the evaluation panel and VCIC’s Project Management Unit.
- Terms and conditions of the award will be in the award notification.
Section 5: Application Form

1. Initial Application
Applicant can apply online at www.vietnamcic.org/apply. This will allow applicants to provide information directly to VCIC’s website administrator.

Another way to apply is to download the application form at www.vietnamcic.org/apply and email the completed application form to poc@vietnamcic.org

The final way to apply is to send a completed application form to Project Management Unit “Vietnam Climate Innovation Center (VCIC)”, Hoang Sam Building, 260-262 Ba Trieu Str., Hai Ba Trung Dist. Ha Noi. We only accept completed application forms before 17:00 PM, May 23th, 2017.

2. VCIC PoC Competition Application Form

Note:
• Applicants should refer to the Application Package and the FAQs when completing this application form.
• Applicants should familiarize themselves with the terms and conditions of the Proof of Concept competition prior to applying. These terms and conditions can be found in the Application Package.
• Applicants should make sure that their application forms are received prior to the application period deadline. For postal submission, this means applicants will have to mail their application forms prior to the application deadline.
• Applicants will need to complete all mandatory sections (*) of this application form. Where a mandatory section does not apply for an applicant, the applicant should reply ‘Not applicable’ or ‘N/A’ rather than leaving it blank.
• Applicants have the option to attach additional relevant documents as noted in the application form.
• Prior to submitting or sending the application form, applicants should ensure they have completed the compliance statement.
Form 1: VCIC PoC Application form – Phase 1

VCIC POC APPLICATION FORM

_for VCIC only_

Date of receipt: ……………..
Received by: ……………..
Reference No: ……………

1. Name of the proposing organization/business/individual/group *

<Write here>

2. Sub-project’s name*

<Write here>

3. Applied area*:

☐ Energy efficiency; ☐ Sustainable agriculture; ☐ IT for clean tech;
☐ Water management and purification; ☐ Renewable energy technology;
☐ Others (specific)

4. Brief description of the product/service:

a. Specify the name of the product/service

b. What is the problem/challenge you are trying to solve with your product/service?

c. What is the climate impact of your product/service?

d. What is the socioeconomic impact of your product/service?

e. How is the proposed product/service innovative?

5. What are the challenges that you are facing?

6. What kind of support are you looking for from VCIC?

………………, date(…../…../……)
3. Compliance statement

By submitting this application, you confirm that you have complied with the conditions of the PoC competition, as outlined in the Application Package, including the following:

- The product or service is a climate change or a climate change related venture;
- The entity developing and ultimately commercializing the product or service has or will have at least 51% Vietnamese ownership by the time the PoC grant funding is provided;
- The applicant is not a local or foreign government entity (or representative of one), a non-governmental organization, or any other entity that is not eligible to carry on a for-profit venture; and
- The applicant is not receiving funding from another organization unless that funding is nearing completion and there is no future funding expected.
- By submitting this application, you acknowledge that you have read the Compliance Statement, and confirm that you are fully compliant.
### Form 2: Sub-project description (Full proposal)

**SUB-PROJECT DESCRIPTION**

*For VCIC only*

<table>
<thead>
<tr>
<th>Date of receipt: ……………..</th>
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<tbody>
<tr>
<td>Received by: ………………..</td>
</tr>
<tr>
<td>Reference No: ……………..</td>
</tr>
</tbody>
</table>

### A. General information

#### 1. Name of the proposing organization/business/individual/group *

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#### 2. Representative information (Name, email, contact number) *

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</table>

#### 3. Applied area: *

- [ ] Energy efficiency;  
- [ ] Sustainable agriculture ;  
- [ ] Information Technology for clean tech;
- [ ] Water management and purification;  
- [ ] Renewable energy technology;
- [ ] Others (specify): ……………………………

#### 4. Title of the proposed project:

<p>| |</p>
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</table>

#### 5. Duration of sub-project’s implementation:

<table>
<thead>
<tr>
<th>From month …. year …….. to month ….…… year ……..</th>
</tr>
</thead>
</table>

#### 6. Estimated budget

<table>
<thead>
<tr>
<th>Total sub-project budget: ……………….VND (equivalent to: ……… USD),</th>
</tr>
</thead>
</table>
including:

1. Grant requested from VCIC: ..................VND (equivalent to .................USD);
   - In words:

2. Counter-part funds: (this amount may be from self-financed source of applicant, or from application partner contribution):
   In cash: .........................VND (equivalent to: ..................USD)
   In kind including (detailed description including types and categories):
   ......................... (and equivalent to: ..................VND or ............... USD).

B. Sub-project description

1. An overview of the technological innovativeness and market potential in the proposed project

   <Write here: max 500 words>

2. Rationale/justification for the proposed project (Describe the relevance and innovation of the technology for incubation and acceleration, and a viable business model)

   <Write here: max 500 words>

3. Objectives and expected outputs

   - Overall goal:
   - Specific objectives:
   - Expected outputs and outcomes: (result indicators)

4. Description of the approach/methodology, and location/s of the subproject

   <Write here: max 1000 words>
5. Implementation work plan and proposed timeline (Describe the activities needed to achieve the expected outputs and outcomes with a clear planned time schedule, the methodology/approach to fulfill the plan; and the resources mobilized; Define any problems, difficulties or challenges that need to be overcome/ solved in order to achieve the sub-project objectives).

<Write here: max 1000 words>

Table 1: Main activities of the sub-project

<table>
<thead>
<tr>
<th>No</th>
<th>Key activity</th>
<th>Starting time (Day/Month/Year)</th>
<th>Ending time (Day/Month/Year)</th>
<th>Expected outputs and indicators</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>3</td>
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</tbody>
</table>

C. Technology innovation/New business model and intellectual property (IP) rights

1. Technology innovation or new business model (describe the technology/new business model that will be developed/upgraded /adapted, innovative ideas that bring positive effects on the environment and contribution to climate change resilience; what will be the multiplier effects from this proposed project (i.e. the product or service developed from this project needs to have the potential to be used by several million of beneficiaries, resulting in climate change benefits any time they use the product or service).
2. Current status of IP of the subproject  *(Describe the current IP status. If applicable, describe the potential for registration of the new patents. Describe how the new IP will be shared among sub-project team and/or other partners)*

3. Technical and Commercial Feasibility  *(Products/services developed contribute to energy savings, reduce energy, etc., Also describe the commercial feasibility of the innovation or new business model)*

4. Environmental, quality and occupational safety standards  *(state whether or not the proposed project will conform to Environment requirements. any certificates of production safety standards, ensuring emission and chemical input in the allowable thresholds, occupational safety, etc.)*

5. Promotion of gender equality and women’s economic empowerment  *(Businesses with a female director and/or having women in senior management positions; businesses with at least 50% female labourers;)*

Yes □    No □

D. Implementation capacity of the applicant team

1. Capacity of the sub-project implementation team  *(Brief information on the Capacity of the subproject implementation team’s experience/ skills/ strengths in term of R&D, technology transfer, technology commercialization, project implementation/management)*
Table 2: Key team for the subproject implementation (maximum 10 people)

<table>
<thead>
<tr>
<th>No</th>
<th>Name of team members</th>
<th>Brief experience</th>
<th>Role in the project</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
<td>&lt;Team leader&gt;</td>
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<td>2</td>
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<tr>
<td>3</td>
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</tbody>
</table>

2. Capacity of partners involved in the project implementation (Provide information on related partners cooperating in the project implementation, including technical capacity, form of cooperation, availability of resources for contribution, roles and responsibilities of each partner)

Table 3: Partnership agreement

<table>
<thead>
<tr>
<th>No</th>
<th>Name of Partner</th>
<th>Form of cooperation</th>
<th>Content of cooperation</th>
<th>Contribution (funding, labor, technology, commercialization)</th>
</tr>
</thead>
<tbody>
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<td>1</td>
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<tr>
<td>3</td>
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</tbody>
</table>

3. Research facilities (Capacity of human resources, infrastructure, coordination of partners) (if any).

<Write here: max 500 words>
E. Analysis on benefits, economic and social effectiveness of the proposed project for technological incubation, commercialization and business development

1. Expected technological benefits of sub-project *(Benefits in terms of science and technology, quantified expected results on patent/utility solution)*

<Write here: max 300 words>

2. Socio-Economic benefits *(Potential cost reduction of the product/service, expected mobilization of local materials and, production cost, level of competitiveness compared with existing similar technologies on the market, number of beneficiaries if the innovative technology is successful commercialized, the number of jobs created, etc.)*

<Write here: max 300 words>

3. Environmental impact.

<Write here: max 150 words>

F. Risk management

1. Defining the potential risks and mitigation measures before and during project implementation

<Write here: max 100 words>

*Table 4: Risk analysis*

*(provide a list of potential risks and your proposed management actions in the table below)*

<table>
<thead>
<tr>
<th>No</th>
<th>Risk description</th>
<th>Subproject impact</th>
<th>Probability*</th>
<th>Management / Mitigation responses</th>
<th>Person/Organization in Charge</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
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<td>2</td>
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<td>3</td>
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</table>
(*): **Probability of Occurrence:** (1) Very unlikely to occur / (2) likely to occur / (3) Very likely to occur

G. Sustainability, commercialization potentials (Maximum 750 words)

1. **Describe the sustainability of the project process, outcomes and impacts after project completion** *(measures, resources will be mobilized)*

<Write here: max 300 words>

2. **Commercialization potentials** *(Indicate potential markets for the product/process/technology; Describe factors, level of market competitiveness, distribution channels, consumption, technology commercialization)*

<Write here: maximum 300 words>

H. Estimation of project budget

Budget is planned with reference to Circular No. 55/2015/TTLT-BTC-BKHCN, Vietnamese financial laws and regulations set by VCIC based on regulations of World Bank. (using table 5).

**Table 5. Estimated budget**

<table>
<thead>
<tr>
<th>No</th>
<th>Item</th>
<th>Unit</th>
<th>Quantity</th>
<th>Unit price</th>
<th>Total amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>Item 1</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>II</td>
<td>Item 2</td>
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<td></td>
<td><strong>Total:</strong></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Proposing organization / business / individual / group</td>
<td>Sub-project’s representative</td>
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<td>------------------------------------------------------</td>
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<td>(Name, seal and sign)</td>
<td>(Name and sign)</td>
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</tbody>
</table>
Annex A: Additional team members

Note: Duplicate this form for each additional team member.

Part 1: List everyone on your team

Main contact person
First Name*

Last Name*

Email*

Contact number*

Date of birth*

Gender*
  • Male
  • Female

Job title*

Date employed*

Outline relevant business management and/or technology experience

Education
Institution*

Qualification name*

Graduated*
Level
- Certificate
- Diploma
- Other:

**Work Experience**

Company

Job title

Start date

End date

Level
- Employee
- Manager
- Business owner

4. **Training session and development of sub-project’s full proposal**
   Only shortlisted applicants will be required to attend the training session and submit the sub-project’s full proposal.
SECTION 6: Application Guidelines

Section for information collection unit:
This section is for VCIC, Applicant should not fill in.

Organization/Business/Individual/Group name:
This section is used to gather basic information on the applicant. Official information should be provided. Supported evidence can be submitted if necessary.

- **Business name:** The official company name as it appears in applicant’s business license should be provided. Applicants that are not officially registered as a business should use prospective business name (also indicate “not official” next to the name). If successful in this competition, applicants are expected to communicate with the Vietnam CIC when securing an official business name.

*Most relevant sector of operation:* This section is used to identify the general technology sector each project is under. Indicate the technology sector that best identifies the project. Applicants must mention and identify the best fit for the project from the main applications details of each technology sector.

- **Types of applicant:**
  - Researcher: Any persons that are committed to scholarly and scientific investigations within the climate technology space.
  - Entrepreneur: Any persons (a sole proprietor or a partner) that have innovative ideas that are looking to turn their project into a profit making business. The product, project or proposed business model has to meet the Vietnam CIC objectives and within the climate technology space.
  - Start-up Company: A company that attempts to capitalize or develop a product or service for which it is believed that there is a demand. The company has to meet the Vietnam CIC objectives and be within the climate technology space.
  - Existing company developing an innovative product or project: These are companies that are looking to branch into the climate technology space with a new product, project or new environmentally sensitive business model. Applying company does not have to be currently engaged in the climate technology space; however, the proposed product, project or business model MUST be within the climate technology space. If applicant is an already established company, describe all other products and services that the company provides in the brief business profile. This may not be related to the proposed project.
  - Past and current funding: Funding history information should include name and
identification of the program and its status. The PoC competition working party may ask for substantiation if it deems necessary.
Section 7: Application Evaluation Criteria

All proposals received in response to this Call for Application will be reviewed. All factors being technically equal, the VCIC reserves the right to ensure Vietnam’s priority sectors and a diversity of projects are funded. Additionally, VCIC reserves the right to not fund ideas but only offer other services.

VCIC reserves the right to select for negotiation any of the proposals received or award without any further discussions with applicants. Furthermore, VCIC reserves the right to award proposal in its entirety or to select only a portion of the proposal for award, which will be discussed and negotiated with successful Applicant.

The evaluation criteria include:

a) Creativity and innovation of the PoC proposal to meet the national climate change challenges;
b) Competitiveness advantages/uniqueness of the business model;
c) Ability to obtain patents, replicability, commercialization and market potentials;
d) Impacts on environment and socio-economic aspects;
e) Feasibility and good risks management strategies;
f) Ability to cooperate with domestic and international research and development organizations and enterprises;
g) Capacity of individual(s)/organization(s) proposing the PoC and capacity of all team members;
h) Promotion of gender equality and women’s economic empowerment.

Note: The above criteria have not been displayed in any particular order and applicants should provide consideration to them without considering the order above.
Section 8: PoC Competition Terms and Conditions

Applicants should consider the below terms and conditions of the PoC competition. By submitting their applications, applicants acknowledge they have read and agreed with these terms and conditions.

1. The Vietnam Climate Innovation Center Proof of Concept Competition (PoC competition) is administered by the Project Manager Unit of VCIC, on behalf of infoDev (part of the World Bank Group) and Sponsors.

2. The contents, findings, interpretations and conclusions for the PoC competition are entirely those of the independent evaluation experts and the evaluation panel and do not necessarily reflect the view of the Sponsors, the Donors of the Sponsors, the International Bank for Reconstruction and Development/The World Bank and its affiliated organizations, the Board of Executive Directors of the Sponsors or the governments they represent. The Sponsors cannot guarantee the accuracy of the data included herein or in relation to the PoC Competition.

3. By submitting an application for the PoC competition, each applicant agrees to be bound by these Terms and Conditions.

4. VCIC reserves the right to interpret these Terms and Conditions and, if necessary, to amend them at its sole discretion.

5. Information on the application timeline, application form, training and supporting activities will be posted on the PoC competition website, www.vietnamicic.org. The dates may be changed at the discretion of VCIC. Any changes to these dates will be posted on the PoC competition website, and will be notified by email to existing applicants as soon as possible.

6. An evaluation panel, consisting of experts from the climate change, venture capital investment, development and commercialization, start-ups and advisory sectors, will review applications and shortlist successful applicants. The decision of the panel on selecting proposals is the final decision. The opinion of the panel members is their own and represents no one else’s and the panel members act in their personal capacity and not on behalf of VCIC and/or Sponsors.

7. VCIC reserves the right not to consider a submitted application where the application has not been properly completed, not received within the set timeframe, does not meet the compliance statement, or is not of a sufficient quality. Each shortlisted applicant will need to attend a training session (location, dates and times to be confirmed) prior to submitting their Full
Proposals. Participation in the training session is mandatory. Failure to attend the training session may disqualify the shortlisted applicant from the PoC competition.

8. Each shortlisted applicant should submit a Sub-project’s Full Proposal which will be reviewed by independent experts of the evaluation panel established by VCIC.

9. Successful applicants may be eligible to receive a PoC grant of up to USD 75,000 per Full Proposal and/or other forms of support from VCIC.

10. Each applicant agrees that their name, photographs, videos, their venture profile and/or publicly available background on their ventures (e.g. marketing materials) may be used on the PoC competition website, the infoDev / World Bank website, in the press/media or other publications (including online) to advocate the PoC competition and VCIC.

11. Employees and relatives of employees of VCIC and the wider PoC competition working group are excluded from participation in this competition.