

Digital for Development platform (D4D-Be) Extension Dossier

This dossier contains:

1. 2017-2018 D4D-Be Financial Report
2. 2017-2018 Activities & Results Report
3. 2019-2021 Extension Proposal

March 1, 2019

Attn: Mr. Jean Jacques Bastien, Mrs. Hilde Aerts and Mr. Fabrice Leysens
Directorate General for Development Cooperation & Humanitarian Aid
Federal Public Service of Foreign Affairs, Foreign Trade and Development Cooperation
Rue des Petites Carmes 15, 1000 Bruxelles

Attn: Minister Alexander De Croo, Peter Moors & Lode Bruneel
Cabinet of Minister Alexander De Croo
Finance Tower, Bd du Jardin Botanique 50, 1000 Brussels

Reference: **D4D-BE 2017/2018**

With this letter, we would like to address our gratitude for having entrusted us with the coordination of the Digital for Development Platform that was launched in September 2017 for a period of 18 months to end on February 28, 2019. We are happy to disclose, in this dossier, the final report on the activities and results achieved and the financial report.

Given the success of the D4D movement and its platform, we would like to formally apply for the extension subsidy of 3 years in yearly installments.

While we hope for a positive outcome and thank you again for your precious support, we remain available for any questions or comments.

Sincerely,

Olivier Vanden Eynde,
CEO and Founder
Close the Gap International VZW

Bart Steukers
Director Industries & Markets
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1. 2017-2018 D4D-Be Financial Report

An amount of **150,000 euros** was granted to Close the Gap to coordinate the D4D-Be platform from September 1, 2017 until February 28, 2019.

The first installment of **120,000 euros** was received fall of 2017. According to the financial contribution agreement of 16/8/2017, the second installment of **30,000 euros** is due after the receipt of this final report and a request of payment.

It was agreed that Close the Gap and Agoria would contribute in kind and financially (see details in first graph below) so that the project total budget amounts for **192,745 euros**.

Graph 1

DGD Grant Budget	€ 150.000
Agoria contribution in kind	€ 12.245
- contribution events (rent, catering)	€ 8.245
- 10 man days (400 euros/day)	€ 4.000
Close the Gap contribution in kind	€ 30.500
- Financial	€ 10.500
- 50 man days (400 euros/day)	€ 20.000
Total Budget	€ 192.745

Graph 2

This second graph below indicates the budget forecast with the last column indicating the actual expenditures.

D4D-Be Budget Forecast and Actuals	1 month/sept	oct-dec	jan-ma	apr-jun	jul-sept	oct-dec	2 months/ jan-feb		
Activities	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Totaal	To- date
1 Overall strategy and training community manager	€ 5.000	€ 1.500	€ 1.250	€ 1.250	€ 1.250	€ 1.250		€ 11.500	€ 12.872,00
2 Freelance community manager	€ 4.500	€ 13.500	€ 13.500	€ 13.500	€ 13.500	€ 13.500	€ 9.000	€ 81.000	€ 89.062,00
3 Overall Management vanuit consortium	€ 2.000	€ 6.000	€ 4.000	€ 4.000	€ 4.000	€ 4.000	€ 2.000	€ 26.000	€ 21.225,00
4 Communication: branding, logo, promotion, surveys etc	€ 10.000	€ 600	€ 600	€ 600	€ 600	€ 600	€ 600	€ 13.600	€ 15.105,71
5 Workshop 1: key stakeholders design architecture platform			€ 1.720					€ 1.720	
6 Design & Set-Up Platform, User training (Elium)	€ 3.000							€ 3.000	
7 Import existing Data (Elium)	€ 3.000							€ 3.000	€ 9.009,00
8 Gebruik Cloud Platform (software as a service) Elium)		€ 3.735	€ 3.750	€ 3.750	€ 3.750	€ 3.750	€ 2.500	€ 21.235	€ 18.291,00
9 Launch event		€ 13.265						€ 13.265	€ 12.655,63
10 Workshop 2				€ 1.720				€ 1.720	€ 7.026,02
11 Workshop 3			€ 1.720					€ 1.720	€ 2.635,60
12 Workshop 4					€ 1.720			€ 1.720	€ 924,00
13 Final Event							€ 13.265	€ 13.265	€ 4.028,63
	€ 27.500	€ 38.600	€ 26.540	€ 24.820	€ 24.820	€ 23.100	€ 27.365	€ 192.745	€ 192.834,59

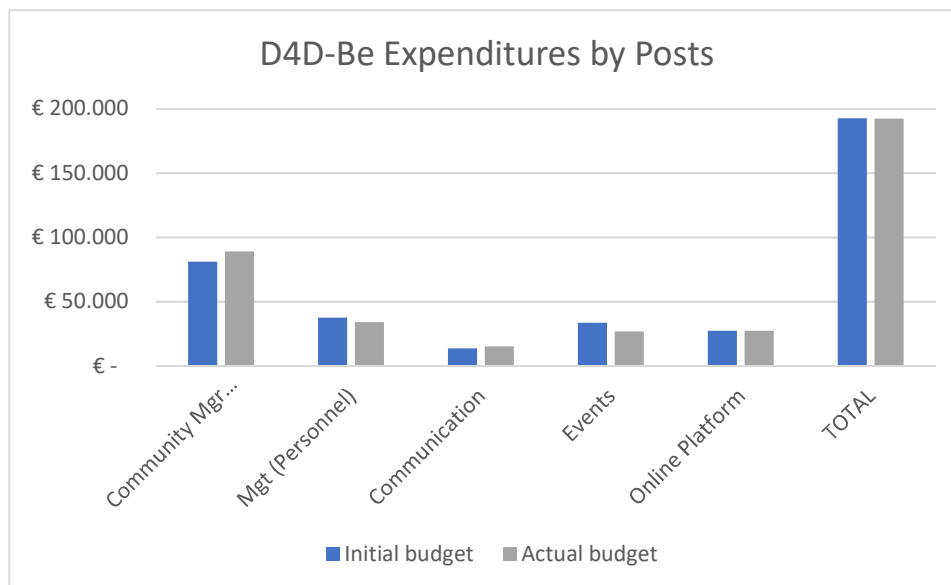
Graph 3

This third graph details the actual expenses incurred during the project.

	1 month/sept	oct-dec	jan-ma	apr-jun	jul-sept	oct-dec	2 months/ jan-feb		
Expenditures (Total without Taxes)	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Totaal	
1 Overall strategy and training community manager								€12.872,00	in-kind
2 Freelance community manager	€2.375,00	€13.775,00	€14.725,00	€12.350,00	€12.112,00	€13.775,00	€19.950,00	€89.062,00	OK
3 Overall Management vanuit consortium								€21.225,00	in-kind
4 Vintage (Branding, logo, promotion)		€10.000,00						€10.000,00	OK
4 Vintage: Communication Workshops and Nigeria Mission Promo						€1.500,00		€1.500,00	OK
4 Communication Kenya Mission March 2018*				€3.605,71				€3.605,71	OK
5 to 8 Kindling.be platform (Elium) Invoice 1	€18.291,00							€18.291,00	OK
5 to 8 Kindling.be platform (Elium) Invoice 2		€9.009,00						€9.009,00	OK
9 Launch event 20/11/17 (paid by Agoria)		€4.336,14						€4.336,14	in-kind
9 Launch event 20/11/17**		€6.725,00						€6.725,00	OK
9 Launch event (video and photo) Paid by Agoria		€1.594,49						€1.594,49	in-kind
10 ICT4D conference Lusaka attendance				€300,00				€300,00	OK
10 Workshop: Kenya Mission March 2018***			€7.026,02					€7.026,02	OK
11 Workshop 23/4/18 (Update event)				€2.635,60				€2.635,60	OK
12 Workshop 14/12/18 (feedback session)						€624,00		€624,00	OK
1 to 13 Workshop 23/4/18, 14/12/18, 10/1/19 Paid by Agoria							€1.055,00	€1.055,00	in-kind
13 Final Event 10/1/19							€2.568,20	€2.568,20	Awaiting final invoice
13 Final event: matches + speaker thank you chocolates			€0,00			€405,43		€405,43	OK
	€20.666,00	€45.439,63	€21.751,02	€18.891,31	€12.112,00	€16.304,43	€23.573,20	€192.834,59	
Total without in-kind								€152.806,96	

Our accounts receivables are audited by Deloitte. We are committed to keeping available the accounts, original receipts and invoices of the above expenses for at least the following 5 years.

As the above reports show, the total budget has been spent according to the initial plan with minor variations by posts. These expected variations have been informed during the quarterly status of 23/9/2018 at DGD.



2. 2017-2018 Activities & Results Report

I. Introduction

As a reminder, the following 5 objectives were pursued by the Belgian Digital for Development (D4D-Be) platform:

1. Provide an inclusive and easily accessible networking opportunity for all Belgian development cooperation stakeholders and potential partners interested in D4D (including governmental and non-governmental actors, private sector companies, trade agencies, academic institutions and research centers, informal groups and networks, etc.);
2. Support Belgian development cooperation actors to identify digital solutions for their development interventions;
3. Enable the exchange of contacts, good practices, lessons learned and evidence on D4D;
4. Stimulate corporate social responsibility and promote investments in social and sustainable enterprises in developing countries;
5. Ensure links and collaborations with other platforms such as Educaid, BecauseHealth, be-gender, be-troplive, Belgian SDG Charter (hosted by The Shift), etc. regarding their D4D promotion activities.

In order to achieve these objectives, we had defined a series of activities that aimed to be inspiring, easily-accessible and as pragmatic as possible for the D4D stakeholders, with one and only mission in mind: *“Build a bridge and **create new partnerships** between the Belgian private sector and the development cooperation sector in realizing the Sustainable Development Goals.”*

II. Description of the Realized Activities

In order to nurture potential partnerships, our program included a series of activities that have been implemented. To report and assess on these activities and their results, we have used the same structure used in the D4D-Be proposal, submitted in March 2017 (accessible [here](#)). We provide below a brief description of each activity with some key learnings.

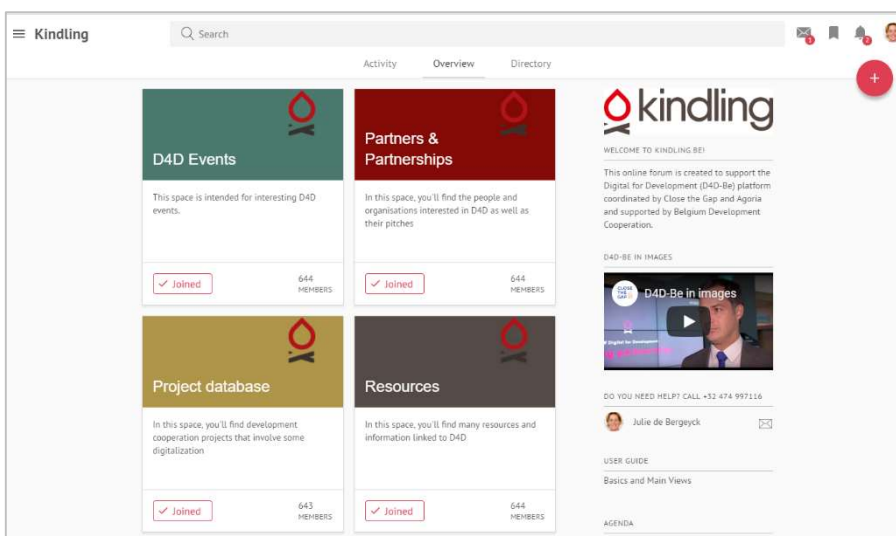
A. Online Knowledge Sharing Platform

The core of the project has been supported by an **online** platform for knowledge sharing and collaboration. Known as “[Kindling.be](#)”, this password-protected online platform was launched on 20th November 2017. It features best practices, new opportunities, partners (people and organizations) and collaboration workspaces. Kindling.be’s goal is to help organizations be **informed, inspired and collaborate on Digital 4 Development**. On the platform, potential partners can post relevant events,



share and comment on content, consult the database of over 190 existing D4D projects, as well as find over 650 potential partners among 250 organizations active in D4D and their respective pitches.

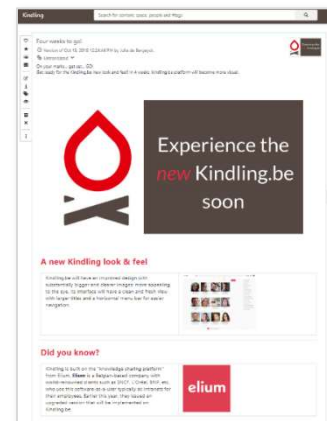
An essential feature of the platform are the “tags”. When posting any content, contributors are invited to tag their content, which allows for deep search throughout the site.



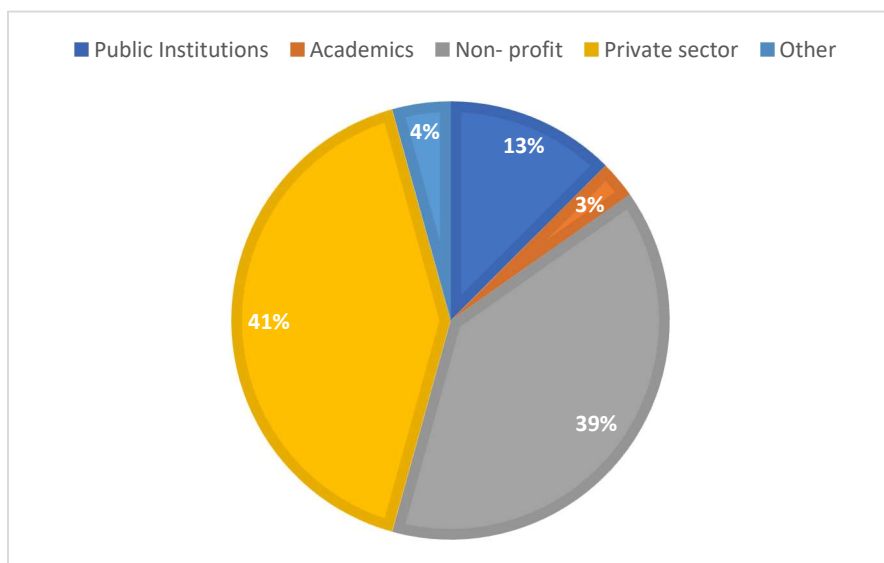
The platform is powered by Belgian-based company **Elium** as a “software as a service”.

Elium has been eager to work with us and has shown a very professional and proactive customer service. We have been invited to showcase the D4D platform on October 2, 2018 during one of their “Users’ Club”.

On November 20, 2018 during Enabel’s “Hack the Goals” event, we unveiled the **new Kindling.be**, an upgrade to Elium’s most recent version 4.0 that features a fresher look and feel with more space for visuals and a more intuitive user experience. This change was prelude by an intensive teaser campaign on Kindling to inform users, smoothen the transition, and generate hype and boost registrations.



The platform has been growing steadily since its launch in November 2017 mainly **via word-of-mouth**.



So far, it has reached 683 registration requests. We do also receive recurrent requests from other countries or continents.

Graph 3: Organizations’ profile on Kindling.be - January 30, 2019

Currently, the organizations present on Kindling are equally divided among private and non-profit sector. 13% represent public institutions and 2% academics.

When looking at the type of activities, we can deduce from the chart below that the users are relatively passive. They search for content or contacts (=views), download content, or contribute by posting content, but few users do « comment » or « like » the content. And that's absolutely fine for us.

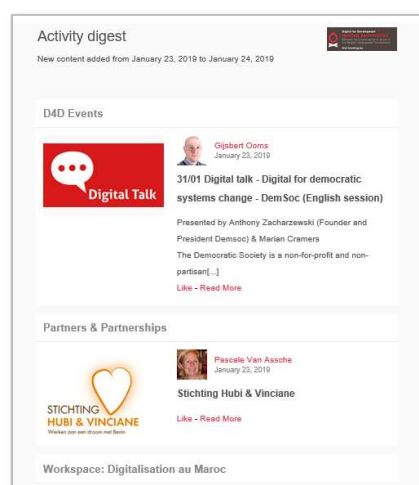
Peaks of activities do usually coincide when linked to a large event (ex: Kickoff event in Nov 17, D4D event in April 18, Hack the Goals event in Nov 18) which probably indicates the complementarity between networking offline and online (ex: looking for contacts, downloading the presentations, etc.)

Graph 4: Activities report on Kindling.be – February 22, 2019

Date	Publications	Views	Downloads	Comments	Likes	Contributions	Activity
01-10-17	17	52	0	3	1	57	126
01-11-17	236	1326	9	12	62	1035	2667
01-12-17	37	504	7	7	13	144	698
01-01-18	31	457	6	15	4	141	638
01-02-18	104	1022	17	11	12	422	1533
01-03-18	25	440	24	4	9	155	665
01-04-18	52	653	123	11	8	312	1237
01-05-18	40	566	48	10	12	206	882
01-06-18	27	507	11	7	6	163	709
01-07-18	30	391	17	5	8	149	599
01-08-18	39	576	3	1	10	243	843
01-09-18	33	694	9	9	12	248	994
01-10-18	53	985	49	14	7	344	1432
01-11-18	82	1280	33	7	10	212	1816
01-12-18	27	463	13	3	8	55	566
01-01-19	50	960	60	2	14	105	1181
01-02-19	19	355	23	2	6	41	438

Users tend to go occasionally on the platform, on a need-basis. We do favor “quality visits over quantity”, and “relevancy over information-overload”. In order to ease the process and given people have generally little time, we have been attentive to “hold the users by the hand” and offering to post on their behalf. This leads obviously to a “labor intensive” community management, but, we believe, a necessary one too.

We did send monthly newsletters until the v.4 launch in Nov. 2018. Since then, we have implemented “weekly activity digests” that are automatically sent out and recap latest activities on Kindling. We will evaluate which tactic is most appropriate end of Q1, 2019.






B. Networking Activities

A second important pillar for the realization of our objectives was the organization of a series of networking activities. The original proposal mentioned 1 general seminar per year in combination with various specific workshops (on a certain theme or technology) and innovation challenges.

The actual program was slightly adapted based on the needs and the opportunities that have arisen throughout the past 18 months (Ex: launch of new D4D financing programs). The actual events that were organized were:

Table 1: Events organized within the D4D-framework

<p>Kickoff Event at Agoria on November 20, 2017</p> 	<ul style="list-style-type: none"> • 140 participants • Included keynotes from Minister De Croo and EC DEVCO Roberto Ridolfi • Interventions from/about Agoria, Enabel, Startups, D4D-prize • Showcased best practice on “dos and don’ts” when engaging in a partnership • Leveraged interactive voting tool • Included ten 1-minute pitch sessions from non-profit and private sector
<p>March 20-23, 2018 Mission to Kenya (co-organized with Startups.be)</p>	<p>See p 11</p>
<p>Workshop: Funding and D4D-Be update Event on April 23, 2018 at Agoria</p> 	<ul style="list-style-type: none"> • 78 registrants • Presentation by BIO and Enabel about new Wehubit program • Included a D4D-Be update with pitch from private company • Several participants attended the optional Kindling.be training by Elium
<p>D4D Prize organized by and at African Museum on October 4, 2018</p>	<ul style="list-style-type: none"> • Kindling.be was extensively used as communication and logistical support • Close the Gap was present with booth
<p>Hack the Goals Event (organized by Enabel) on November 16, 2018</p>	<ul style="list-style-type: none"> • Presented the <i>New Kindling</i> live and D4D-Be • Kindling.be was extensively used as communication and logistical support

<p>Workshop: Funding opps for Private Sector and D4D-Be update event on January 10, 2019 at Agoria</p> 	<ul style="list-style-type: none"> • 85 participants (among 100 registrations) • Presentation of the new Business Partnership Facility by DGD and King Baudouin Foundation, FINEXPO's SME grant with testimonial from TigerPower • Intervention on EC's European Investment Plan • After lunch, several participants attended the optional round table with EC
<p>Co-creations Sessions</p>	<ul style="list-style-type: none"> • See below

The objectives of these events were dual: First, **share actionable and concrete content** in a short and crisp format, using digital tools and relevant settings. Second, allow face-to-face **networking opportunities** amongst participants and info exchange via pitches. We always ensured to secure a balanced diverse stakeholder representation (non-profit, for-profit, public, academic, etc.)

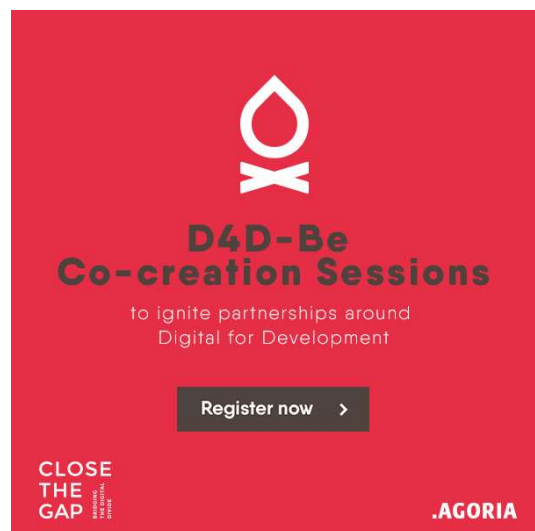
C. Innovation Challenges (Co-creation Sessions)

Besides the above networking opportunities, as part of the 2017-2018 program, we also included **co-creation sessions**, which offer an alternative collaboration methodology.

While these are different than innovation challenges, the objectives of these 2h sessions are to **meet & greet and understand the need, motivation, added value and expertise of both an actor of development cooperation and a tech private sector company**. The end goal being to ignite a potential partnership around digitalization in order to increase impact in development cooperation.

On one hand, actors in development cooperation were invited to share specific needs or concrete problems in all different domains (health, education, governance, trade, agriculture, transport, etc.) that are encountered locally anywhere in Africa (or elsewhere) and that could be potentially addressed with, among others, a digital solution.

On the other hand, private sector companies, who have an interest in making a sustainable impact mainly in Africa with disruptive digital technologies and/or are interested in the booming African market, were invited to explain which expertise or digital theme (ex: big data, artificial intelligence, drones, e-agriculture, blockchain, app development, cloud computing, industry 4.0, e-payment, e-governance, e-health, e-learning, etc.) that could be made available to support some concrete projects of the non-profit actor.



Here's the list of **co-creation sessions** that were organized, in majority at Agoria:

Table 2: List of co-creation sessions

December 20, 2017	Enabel (BTC) and Bagaar
January 10, 2018	Via Don Bosco and Settlemint
February 19, 2018	Enabel and Flowpilots
July 16, 2018	Threefold Foundation and Via Don Bosco
September 27, 2018	Damian Fund and Ogon
October 16, 2018	Trias and VITO
December 10, 2018	Close the Gap and Imec
January 18, 2019	Ordina and Myimpacts.org



Some of these sessions resulted in success stories and follow-up meetings, some less. While they are very concrete, the organization of such sessions are time-intensive as they are usually preceded by a preparation meeting with the non-profit actor to thoroughly understand their need and arrange the most appropriate match. In that framework, we met with the following actors:

Avocats sans frontières, ADG (Aide au Développement Gembloux), Iles de Paix, Handicap International, Pharmaciens sans frontières, Médecins sans vacances, Televic, Savics, Turbulent, Unifly, Bluesquare, Institute of Tropical Disease, SES, Bibliothèques sans frontières, Médecins Sans Frontières, Threefold foundation, Fondation Damien (2x), Trias (2x), Barco, VITO, Startup, Impala, Savics, ..., Plan International (in March 19)

D. Partnership with Educaid, Be-cause Health, Be-Gender



Since the launch of the D4D-Be platform, we have been cautious to involve the above “close partners” and promote them as such. After having met them one-by-one, we have sent them regular update emails. The collaboration happened mainly in terms of information exchange, mutual promotion of our platforms and lead follow-up. We have interviewed some of them recently (in December and January 2019) to gather their feedback. They often mentioned that D4D is one part of their activities, so when they need us, they know where to find us.

E. Partnership with The Shift

The collaboration with The Shift has been very interesting as we share the same common goal of creating private, public, non-profit partnerships to improve SDGs. There again, D4D is just one of their focus. We did consult The Shift’s expertise several times when setting up the co-creation sessions. They were part of our regular status meetings with Enabel. Finally, we invited The Shift to co-organize the most recent workshop on January 10, 2019.

F. Partnership with Startups.be: Silicon Savannah mission to Kenya

Using the terms of a close partner that we interviewed for feedback, the mission was one of the “**highlights**” among the D4D-Be platform milestones. Besides Agoria and Enabel, the collaboration with startups.be has been very energizing and complementary.

From March 20-23, 2019, a **total of 45 participants** joined the **Silicon Savannah Mission to Kenya** including Minister Alexander De Croo, start-ups, entrepreneurs, NGOs, and press. The objective was clear: discover the Kenyan tech and start-up scene.

The mission received a **significant press coverage** (a total of 31 articles) and some very **tangible partnerships** resulted from this mission (See success measurement section p 15-19). Our first partnership was announced there during a press conference lead by Minister De Croo himself to a press delegation that had joined the mission.





G. D4D-Price



It was a pleasure to collaborate with the African Museum's team, who organized the bi-annual D4D prize. Our role was confined to the use of Kindling.be and the promotion of the laureats, the voting, and the event itself on October 2018. The D4D prize was systematically present in our external communication as requested by DGD.

H. Communication

As planned, we engaged **Vintage**, an independent Antwerp digital communication bureau, to develop our logo, brand guidelines and communication supports. The approved concept ended up with the flame and Kindling name, referring to the small wood needed to ignite partnerships. The urls Kindling.be and Kindling.eu are secured for the long run.

Some other deliverables include:

Videos/photobook:

- Generic D4D-Be presentation video: <https://www.youtube.com/watch?v=fyTLVqPVDAE&feature=youtu.be>
- Kenya video: https://www.youtube.com/watch?v=O_2vGeKryEM
- Kenya photobook: <https://www.close-the-gap.org/binaries/content/assets/close-the-gap/ctg-kenya-2018-v7-spreads.pdf>



D4D-Be in images

Social media posts generated **over 100,000 impressions until Jan 1, 2019**

- Facebook: 42 posts, 28005 impressions, 637 likes + 29 comments, 70 shares
- LinkedIn (only for 2018, older posts are not available anymore): 23 posts, 24182 impressions, 255 likes + 7 comments, 42 shares
- Twitter: 40 posts, 54067 impressions, 225 likes + 5 comments, 85 retweets

Press articles on the mission: 31 (<https://www.close-the-gap.org/who-we-are/press-coverage>)

Fifteen news articles on Close the Gap and Agoria websites

- <https://www.close-the-gap.org/news/2019/01/digital-4-development-workshop-on-january-10-copy.html>
- <https://www.close-the-gap.org/news/2018/11/close-the-gap-at-enabels-hack-the-goals-event-and-award-ceremony.html>
- <https://www.close-the-gap.org/news/2018/04/Video-of-the-Silicon-Savannah-Mission-to-Kenya-2018.html>
- <https://www.close-the-gap.org/news/2018/03/D4D-Be--unique-partnership-between-VIA-Don-Bosco--SettleMint-and-Howest.html>
- <https://www.close-the-gap.org/news/2018/02/Silicon-Savannah-Mission-to-Kenya--last-call-to-register-.html>
- <https://www.close-the-gap.org/news/2017/11/D4D-Be-platform-is-officially-launched--.html>
- <https://www.close-the-gap.org/news/2017/10/SAVE-the-DATE-Nov-20--2017--Kickoff-Digital-for-Development--Igniting-Partnerships.html>
- [16/01/2019 Vous envisagez des projets de développement durable dans les pays du sud ?](#)
- [19/12/2018 D4D - Digital for Development: New funding opportunities for the private sector.](#)
- [09/11/2018 D4D Knowledge sharing day: Award ceremony](#)
- [16/02/2018 D4D-Be Financing Opportunities & Latest Update Session](#)
- [01/02/2018 Mission to discover the Kenyan startup ecosystem](#)
- [15/12/2017 D4D : Une plateforme pour promouvoir l'expertise numérique dans les projets de collaboration Nord-Sud](#)
- [21/11/2017 D4D : Une plateforme pour promouvoir l'expertise numérique dans les projets de collaboration Nord-Sud](#)
- [06/10/2017 Kickoff 'Digital for Development: Igniting partnerships'](#)



I. Success Results Measurement

The following details the KPIs (Key Performance Indexes) that were set initially to track the success of the platform with each respective outcome:

Result 1: Setting up a broad network consisting of actors with different backgrounds (government, NGOs, 4th pillar, private companies, academic institutes and research centers, ...)

- Indicator 1: the network aims for at least 250 organizations

Outcome 1: 257 organization profiles are recorded on Kindling.be, as of 22/2/2019 (Their profiles are described on p.6)

Result 2: Creation of online platform to establish contacts and share knowledge and expertise in a targeted way

- Indicator 1: the platform has at least 500 active users

Outcome 1: 684 users are recorded on Kindling.be of which 449 are active, as of 22/2/2019.

- Indicator 2: the platform has at least 5 active sub-communities that work around certain themes or countries (e.g. ICT 4 Education, ICT 4 Agriculture, ICT 4 Health, Big data, Blockchain,...)

Outcome 2: This result was implemented differently as the platform is organized in the following four sub-communities: D4D-Be events, Partners & Partnerships, Resources, Best Practices

Result 3: the contribution of the private sector in Belgian development cooperation has increased

- Indicator 1: at least 25 companies from the D4D platform are involved in Belgian development cooperation (Measurable by survey, to be carried out via platform)

Outcome 1: About 100 private companies are registered on Kindling.be. Of those, we have noted that at least 38 are involved in Belgian Development Cooperation in one way or another.

- Indicator 2: at least 2 companies were already active in the Belgian development cooperation, but have thanks to the D4D platform increased their investments in the Belgian Development Cooperation (Measurable by survey / profile information via platform)

Outcome 2: The companies involved in the partnerships mentioned on p15-19 below have increased their investments in Development Cooperation. (NB: We did ask this question in the online survey, but for that question, responses are not sufficient to be representative)

Result 4: the integration of D4D has increased among actors in Belgian development cooperation

To be measured by baseline ODA database at the start and end of the D4D platform: To be implemented with DGD

Result 5: through the D4D platform there is more cooperation between the different actors

- Indicator 1: at least 3 joint ventures have been set up between companies and actors from Belgian development cooperation (Measurable by survey)

Outcome: The following list provides some of the partnerships that were ignited through the D4D-Be platform. Aside of doing a 1on1 follow-up, it is not an easy task to track. We are convinced that many other partnerships were ignited in one way or another through the D4D-Be platform (by a contact, an event, an article, etc.). We are also equally convinced that these partnerships can not 100% be assigned to this project. That's where the magic of awareness, hype, word-of-mouth, encounters, trainings, plays its role. And the D4D-Be is a mere but very important sparkle.... All the work is being done by the actual partners.

However, for those who were ready to confidentially disclose this type of information, **as you will discover below, the monetary impact of the D4D-Be platform, could easily account for several millions of euros.**

Table 3: Partnerships ignited by the D4D-Be platform (Below monetary info below is

CONFIDENTIAL)

<ul style="list-style-type: none"> • Red Cross Flanders pilots Kenyan's Kytabu: First aid elearnings Red Cross Flanders is an independent volunteer organization that stands up for vulnerable people at home and abroad and is active in the field of emergency response, self-reliance and blood supply, that makes maximum use of volunteers. Kytabu (KE) is a textbook subscription app built to provide low-cost access to digitalized versions of all • <i>De Tijd 2018: Tiene Lievens, verantwoordelijk voor internationale samenwerking bij het Rode Kruis, wil via de mobiele schoolboeken van Kytabu eerstehulp cursussen geven aan Keniaanse scholen. “</i>
<ul style="list-style-type: none"> • Strategic Water (BE) and Usafi Comfort (KE): Wastewater treatment Strategic Water provides AI software tools for operational optimization and management of wastewater treatment https://strategicwater.be/ • Usafi: is a wastewater technology provider for the Eastern African Market. <p>Description: Countries and regions that do not have centralized water and sanitation require unique, on site technologies, for which Usafi Comfort provides the hardware, while Strategic Water produces software that helps tech providers and end users minimize operational and maintenance costs.</p> <p>Description of partnership:</p> <ul style="list-style-type: none"> • Met on the D4D trip • Signed an LOI to validate Strategic Water software in the Eastern Africa market • Signed an LOI from The Climate Technology Diffusion Project Provided by World Bank, Enclude and GrowthAfrica (Project Team) • Finalizing an arrangement for a partnership connecting EU technology distribution to Kenya via Usafi Comfort’s local connections <p>Latest Update: Strategic Water & Usafi Comfort connected end-user clients – a hospital and a housing development – with quotes from wastewater technology providers in Belgium, the Netherlands and France.</p> <p>Estimated Financial Impact (CONFIDENTIAL information): Strategic Water projects €1.7 mil in revenue from East Africa in 2023 after a full market launch. Estimates vary for potential market share in the decentralized water treatment market in East Africa, however a rather conservative estimate would put the full market potential at €300 mil in 2023 for municipal wastewater (the present focus of Usafi Comfort).</p> <p>Resource: https://www.gwp.org/globalassets/global/toolbox/references/the-future-of-water-in-african-cities.-why-wastewater-world-bank.pdf</p>
<ul style="list-style-type: none"> • Famoco – Partnership with Kenyan companies: Opening of two Famoco tech hubs in Kenya and Ivory Coast Famoco provides an Enterprise Mobility Management (EMM) solution with a range of secure, remotely managed Android devices. Famoco offers a complete range of dedicated devices, based on a secure Android OS, and connected to a Mobile Device Management platform. It facilitates application deployments and secures data capture for mobile workforce management, mobile payments, urban mobility and identity verification (KYC).

Description and latest update:

- After the Mission to Kenya last year, we confirmed in our international development strategy the importance to not only get our company into countries in Africa (to better serve our clients in the regions) but also to recruit locally.
- We started actually with one Sales representative in Kenya, Nairobi. Later with our ongoing projects with the United Nations World Food programme and their teams based in Nairobi, we added a Technical person to support locally the ongoing East African operations and in parallel recruited for local businesses (focusing on Telco and Mobile Operators) a person who we met during the Belgium Mission (Mr Joaquim Magoma): This team (3 people) are looking after East Africa
- As the activities grew in general for us in Africa, one of the early manager at Famoco has been promoted GM Africa (Mr Olivier Cechura). He is based in Cote d'Ivoire, Abidjan. He is looking after West Africa and support from C-level point of view Famoco in Africa (event, conference). He recently recruited a local Business Developer: This team (2 people) are looking after West Africa
- The outcomes of this investment both in term of resources and financially contributed to a positive results after one year where: we have now **half of the staff working at Famoco in Africa recruited locally, three times more projects in Africa (from a bit more than 50 in 2017 up to 150 at the end of 2018), generating a 40% increased of revenues for this region.**
- In 2019, we will continue to invest in Africa serving both more businesses and more communities.
- We are going to start partnership to manage repair and recycling and for that again we will probably use the contacts we met during the Belgium Mission.

- **Overview Finance – Andela Kenya: Coding resources**

Overview builds front-end solutions for mobile wallets and banks.

Andela builds distributed engineering teams with Africa's top software developers.

Description:

We entered into an agreement with Andela for a junior developer. Ridge joined the Overview team as junior developer to work on the Boost back-office and reporting structure and later on moved on to working on the Boost website.

The total cost of the project was about **25.000 EUR** for the six months that we agreed to work together. Working with a Belgian developer would have cost us about 50.000 EUR (our estimate). We might have had a cheaper deal working with dev shops in Ukraine or India, but we wanted to be able to steer and supervise every line of code that was written to deliver a quality product in every aspect. We believe our approach was instrumental in achieving this: with over 15.000 transactions since launch, we've had less than 50 technical help desk requests, most of these relating to external delivery issues from networks.

Cooperation with Andela as a partner is superb. The company is excellently managed and performs flawlessly. We sometimes have a feeling that they are 'over-managing', but if you put this in an African context (I'm not denigrating) I believe that this is the only way that it can work. We'd definitely use them again in the future if we have the need.

- **Geckomatics – Discussion with OKHi Kenya: Geomapping**

Geckomatics is a lean mobile mapping system that lets you map assets easily. Create your own geographical information with ease and accuracy and keep your database up-to-date according to your needs.

OkHi's mission is to enable the 4 billion people in the world without a physical address to have access to the same services as everyone else.

Update: Possible African business partner with OkHi as Bert Catoor is intensively exchanging with OKHi

<ul style="list-style-type: none"> Accounteer - East Africa Private Equity and Venture Capital Association (EAVCA): Investments Accounteer is simple online accounting software made for entrepreneurs. EAVCA is the umbrella organization that represents private equity (PE) and venture capital (VC) funds in East Africa. Update: Esther Ndeti, Executive Director of the East Africa Private Equity & Venture Capital Association, is going to invest in Accounteer, which is mainly active in Nigeria but now also focuses on Kenya.
<ul style="list-style-type: none"> Via Don Bosco/Settlemint/Howest: “Blockchain for Education” VIA Don Bosco is a recognized Belgian NGO that supports educational institutions and employment initiatives for young people in Africa and Latin America. Settlemint is a young company focused on making blockchain accessible for organizations <i>Developing a proof of concept to optimize the financial process of this NGO.</i> <i>Backend (via blockchain technology) and frontend application (via Howest and messenger app) are developed and being tested. First pilot rolls out in Q1 2019.</i> https://www.viadonbosco.org/fr/nouvelles/optimization-ngos-financial-processes-transparency-blockchain Update: The blockchain backend has been developed. We are currently working on a frontend to input and report data. We have chosen a chatbot for our partners so it takes up as little bandwidth as possible and the interface is very intuitive. The bot can also explain what rules the blockchain uses to accept or reject input. Other users will have a wider access which permits them to view the complete audit trail and export necessary reports to the government and other donors. (Given that our project is about 100% transparency on what we spend our funding it would be completely and utterly ridiculous that it is kept a secret what the cost was) The development of the Blockchain has a cost of 48.400,00 EUR. The frontend and reporting 36.300,00 EUR. For now, we do not expect that the development will lower our cost for financial monitoring. It will cause a shift where we will invest in the further development and support of the blockchain system instead of local audit costs and staff cost for Excel development. We have not yet settled on a price for the system if we decide to scale up. (The commercial price in any case is not an option for VIA Don Bosco.) However, financial gain was never the objective of this project. The aim was making the shift from financial monitoring to financial management and having a secure anti-fraud and 100% transparent system. We expect to see some increased revenue when we are the first NGO worldwide who can offer this value proposition to donors, but it is impossible to predict this impact. A second financial gain should be in reduced staff time to check and audit all financial information, but this is spread over our partners, head office, auditor and government, so it is also quite impossible to calculate. A third gain will be that we will have more data so we can improve cost efficiency across our projects and plan better accordingly. The three effects combined will lead to a definite increase of ‘value for money’, but we will have to measure in the future to see just how effective all of this is. We have had some new contacts due to the platform and the project, but we have not as such entered in any other partnerships yet.
<ul style="list-style-type: none"> Growthafrika: engaging with 3 Belgian tech startups Growthafrika grow local and international startups and businesses through acceleration, strategic advice and access to investments. Update: Three startups engaged with the accelerator Growth Africa, that they met during the investor session.
<ul style="list-style-type: none"> Green Crossroads and Magiro Hydro Electricity Ltd: launch of a new spin-off and subsidiary in Kenya Green Crossroads supports organizations develop sustainable ventures in emerging countries, with focus on waste recycling & renewable energy. With regards to renewable energy, they operate under

the brand name “**Hydrobox**”, developing containerized hydro power plants in partnership with local African entrepreneurs and our technical partners in Norway.

Magiro Hydro Electricity Ltd: This Kenyan company is the success story of John Magiro, a school leaver and self-made entrepreneur who has built a 120 kW hydro power plant in Muranga county supported by the Kenyan incubation programme NETFUND.

Update:

Since the matchmaking between Hydrobox and John Magiro during the D4D mission to Kenya (Nailab session) we have taken the following steps:

In May 2018 Hydrobox signed a **Term Sheet** with Magiro Hydro Electricity Ltd. which made us a shareholder in John Magiro’s company and made John Magiro a shareholder in Hydrobox, forging a close & strong relationship between the two parties.

After the signing we started working on **upgrading John Magiro’s existing power plant and mini grid**, to increase its capacity to connect up to 500 households (2.200 users).

In December 2018 we made our Kenyan pilot power plant **SMART** by installing **Remote Sensing Equipment** in collaboration with the Vrije Universiteit Brussels (VUB), allowing us to use IoT technology to remotely monitor the performance of the power plant, benchmark its performance against other power plants and apply artificial intelligence for predictive maintenance.

Hydrobox then developed a **strategic plan (2019-2023)** for its operations in Kenya focusing on the development of 3 new off-grid and 3 new on-grid hydro power plants, developing a **total installed capacity of 2 MW**. The strategic plan translates in a **total investment for the 2019-2020 period of 1.5 Million EUR and a 4.5 Million EUR investment for the 2021-2023 period**.

The development of these new Small Hydro Power Plants has a **direct impact on rural communities** by providing them with power to develop their own activities they will be empowered to kick-start the development of their own communities. By **2020** the installation of these new small hydro power plants with a total capacity of 759 kW will **produce electricity** for an equivalent of **8.500 households**. By **2023** the total installed capacity will be more than doubled to 2,1 MW which will allow us to **produce electricity for more than 20.000 households**.

In the context of these developments Hydrobox signed a **partnership agreement with the Artificial Intelligence department of the VUB** to elevate the use of Small Hydro Power Plants to the digital era.

- **Damian Foundation and Ogon: elearning and eliteracy classes “as care after cure”**

Damian Foundation: Belgian NGO fighting against Leprosy and Tuberculosis

Ogon is a consultancy firm in organizational development, change management and digital transformation

Update: They started discussions in September 2018 on increasing Damian Foundation’s digital footprint. They are looking to implement prevention e-learning modules about their expertise in Tuberculosis. Another digital project is to implement elearning and eliteracy classes for their patients who got treatment and are waiting to be cured. Their advancement may be presented during the Nigeria mission in March 2019.

- **Bajaar – Enabel: no match**

Bajaar, Antwerp based digital firm expert in Internet of Things, did a co-creation session with Enabel around the development of an education app. The partnership did not happen as it wasn’t close enough to Bajaar’s expertise.

- **Flowpilots and Enabel: “Active Teaching and Learning” App**

Flowpilots is a digital company based in Antwerp that specializes in mobile applications
 Update: Enabel and Flowpilots met several times and went through a co-creation session. There was an intention to partner that did not go through yet. The reason is that the end beneficiaries did not 100% buyout. Enabel is looking at other potential beneficiary countries.

- **Televic** discussions (edutech) led to presence and interventions at several D4D- educaid-related events
Televic offers high-tech solutions around communication in health, transport, education, conferencing
 Update:
 1. Through the D4D events/platform we have several contacts and possible partnerships coming. These is a very slow process since for our projects we also need to find a financial proposal.
 2. Some of the possible partnerships are Close the Gap, Red Cross (EHBO/AFAM) on-line, tropical institute, Enabel
 3. The respective countries we are trying to set up projects are Rwanda, Ghana, Djibouti, Ivory Coast.
 4. Two labs/smart classrooms, as a pilot, will leave in the coming weeks to Ghana. As a result, there was a considerable profit for the end customer.
 5. The idea with the Red Cross is to offer their content (EHBO, but the African version AFAM) in an easily accessible platform.
 6. With Enabel we are talking about ‘techno/pedagogical assistance’ in our various projects.
 7. The gross turn-over of our projects will **vary between 10 and 20 million €** and will have a serious impact in the respective countries. We first made a gap analysis and we focus on verticals in the respective Vision plans of the countries where there is no initiative yet with concessional and non-concessional loans or grants.

- **Dalberg data school** proposal in Uganda

- **Commundos:** Intensified partnership with Close the Gap through order of (36) computer equipment for Cameroon, together with VIA Don Bosco. Approx. value **€10,000K**

- Jan Kennis **Institute of Tropical Institute of Antwerp** said he engaged in a partnership as a result of the D4D platform

- **Ordina and Myimpacts.org: an online platform for visual impact measurement?**

Ordina is a service provider in the field of Consulting and ICT

Myimpacts.org is a very young not-for-profit startup

Update: Ordina and Myimpacts.org met in January 2019 during a co-creation session. Ordina offers expertise and free manhours in tech. They are willing to support Myimpacts.org in building an online platform that aims to improving visual impact measurement.

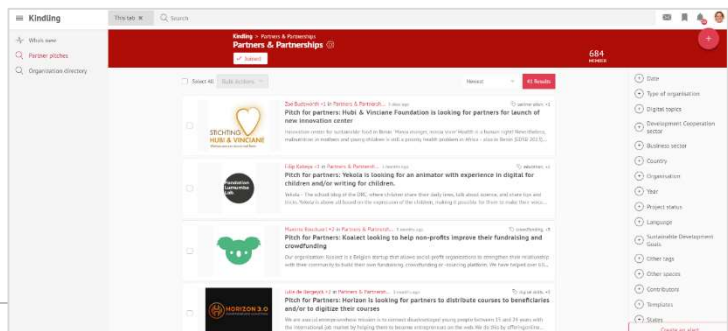
- **Savics and Iles de Paix: Possible Online Monitoring tool?**

Savics is a social company that leverages existing technologies and field knowledge to have an impact on healthcare management at the global level.

Iles de Paix: Belgian NGO

Update: They have been introduced in Dec 2018. First email exchanges with Iles de Paix started in Jan 2018. They may meet soon about a digital tool for monitoring the work of project beneficiaries in the field. Savics expressed interest to develop a potential pilot tool.

Over forty requests for partnerships or “pitches” on Kindling.be



J. D4D Stakeholders Feedback

We gathered feedback for the following events:

1. **Silicon Savannah Mission** to Kenya collected in Spring 2018 (see attached). While the panel of respondents is limited, the overall results are positive and show tangible results.



2. **D4D-Be survey:** In December 2018, we launched an online survey to gather feedback about the D4D-Be platform, its initiatives, and the stakeholder's awareness & understanding about the platform. Additionally, we interviewed several close partners through a more qualitative phone interview. The key learnings are:

- Overall positive feedback: Successful in bringing people together and generating interest for D4D
- Some close partners (such as BecauseHealth, Educaid, etc.) wish they could have been more involved but lack time
- Need for more triggers to create actual partnerships
- Non-profit stakeholders need more guidance on how to engage with private sector
- Expressed interest in smaller workshops by theme or sector with interactive pitches
- Participants were enthusiastic about the Kenya mission (next one should be in partner country)



K. Personnel and roles & responsibilities

Half of the 2017-2018 budget was dedicated to the community/project management fees at Close the Gap performed by Julie de Bergeyck. This does not include the considerable amount of in-kind manhours that Agoria and the many other Close the Gap team members contributed to this project. This amount is estimated at **85 days**, which equals to **€34,100**. (not including interns below)

The following **interns** were also dedicated to the D4D-Be platform since its launch in Q4, 2017: Marina Musatova, Lorin Akbiyik, Cathy Lugwaro, Thomas Mertens, and currently Zoe Budsworth.

III. Summary

Since the birth of the D4D-Be platform, these past 18 months have clearly shown a traction from stakeholders of very diverse backgrounds as a response to a clear need. As demonstrated previously, **the monetary impact of the D4D-Be platform could easily account for several millions of euros.**

While different from organization to organization, the non-profit sector is generally willing or feels they need to get on-board the digital revolution. They understand the potential of technology in impact increase and scalability but experience difficulties finding the appropriate application within their organization or establishing it as a priority.

On the private sector side, the motivations to be part of the D4D-Be ecosystem are also genuine and enthusiastic but differ from corporate social responsibility motivations to business development and company market share growth.

As a partner broker and coordinator, we feel the first steps of this ecosystem were created relatively quickly and effortless. The digital enthusiasts are onboard and have shown the path to other organizations. There is now a huge need **to stabilize and mature the ecosystem**, for which a strategy and action plan is presented in the extension proposal below.

We would like to express our **sincere gratitude** to **Minister Alexander De Croo and his cabinet** team for instilling his progressive vision, passion and perseverance about D4D. We also would like to thank the **DGD team** for making the vision actionable and concrete by guiding us and developing additional means (ex: D4D funding opportunities). Their trust in our operational work and their support helped make the D4D-Be platform feasible.

3. Extension Proposal

A. Executive Summary

Our vision for the next 3 years is to **strengthen the Belgian D4D ecosystem**: continue to grow it by increasing awareness of the D4D-Be platform, help mature the D4D initiatives in this ecosystem and facilitate concrete partnerships.

Based on learnings and feedback, our strategy is not to reinvent the wheel, but capitalize on what worked and improve on certain aspects (Ex: reporting/monitoring, scalability)

For that, we recommend implementing in 2019 a **similar plan** than the past one with several finetunes and improvements. Total budget is €120,000 including €20,000 in-kind services (coming from man-hours with Agoria and Close the Gap teams, management, and interns)

To increase the **self-sustainability** of the D4D platform and its online component Kindling.be, we will first **investigate European funds** to potentially broaden the reach to Kindling.eu. Discussions with the European Commission already started in 2018 (informal D4D EU coalition led by Enabel and GIZ).

Following the adage "*Alone we can do so little, together we can do so much*", the following proposal also includes involving **additional networks**, broaden our horizons by eventually looking across borders and implement ways to improve collaboration and responsibility. We count on DGD's continued support to challenge us and receive their suggestions and ideas.

B. Objectives

The Belgian Digital for Development (D4D-Be) platform will continue to pursue the following objectives:

1. Provide an inclusive and easily accessible networking opportunity for all Belgian development cooperation stakeholders and potential partners interested in D4D (including governmental and non-governmental actors, private sector companies, trade agencies, academic institutions and research centers, informal groups and networks, etc.);
2. Support Belgian development cooperation actors to identify digital solutions for their development interventions;
3. Enable the exchange of contacts, good practices, lessons learned and evidence on D4D;
4. Stimulate corporate social responsibility and promote investments in social and sustainable enterprises in developing countries;
5. Ensure links and collaborations with other platforms such as Educaid, BecauseHealth, be-gender, be-troplive, Belgian SDG Charter (hosted by The Shift), etc. regarding their D4D promotion activities.

In order to achieve these objectives, we will define a series of activities that aim to be inspiring, easily-accessible and as pragmatic as possible for the D4D stakeholders, with one and only continued mission in mind:
*"Build a bridge and **create new partnerships** between the Belgian private sector and the development sector in realizing the Sustainable Development Goals."*



C. Kindling.be

The core of the project remains supported by Kindling.be, the **online** platform for knowledge sharing and collaboration. It features D4D events, best practices, new opportunities, partners (people and organizations) and collaboration workspaces. Kindling.be's goal is to help organizations be **informed, inspired and collaborate on Digital 4 Development**.



The following lists some future developments (by order of priority) regarding Kindling.be:

- We plan to identify and train key ambassadors (2 to 4) that would be willing to contribute in certain topics or areas on Kindling.be. This will help multiply, diversify, and deepen the content on the platform. We are looking at ways to best incentivize these special contributors.
- Once a year, we will plan a deep dive session with Elium's Customer Success team and few active Kindling users to brainstorm on improvements that challenge the status quo, improve our users experience and innovate when possible
- Implement new upgraded features proposed by Elium (Next upgrade will be in April 2019).
- People change jobs and some Kindling profiles need to be updated. This will require investigative work and a database cleaning.
- The best practice section needs to be updated. Like in Oct 2017, we count on DGD's support to provide the D4D cases to feature on Kindling.
- Besides relying only on "word-of-mouth, we plan to create and implement an ambitious communication plan in Q3 to actively promote Kindling via different communication channels and networks.
- We are very interested to proactivity extend to stakeholders in other European countries and in the South.
- Depending on priority and budget levels, we will also consider making a video tutorial about Kindling as opposed to a manual guide.
- In 2019, as explained earlier, we will aggressively explore the opportunity to upgrade Kindling.be into Kindling.eu, which will guarantee viability (through funding) and widen the scalability.

D. Networking Activities

A second important pillar for the realization of our objectives is the organization of a series of networking activities.

These types of events are an essential ingredient when generating awareness about D4D and animating an ecosystem. We would therefore continue to organize **one larger event per year** and **smaller workshops focused on technologies/sectors/themes**.

Furthermore, in order to increase our reach and better involve our close partners, we also propose to co-organize and outsource one or two events to partners (Example: to Be troplive/Becausehealth – event in the fall about One health and D4D). We would like to pilot this concept during the first year and apply in the future if successful.

We plan to **carefully select the venues** of our events and focus on tech-related environments or development cooperation. We also would like to test organizing workshops at private companies who offer us their space (Ex: Facebook offices and MakeIT, which is a makerspace specialized in Internet of Things) or companies who have relevant offerings.

Overall, we would like to be flexible and open for opportunities that will present themselves.

E. “Digital coaches for Development Cooperation non-profits”



We have learned that when bringing together a non-profit and for-profit around the table, the dynamics are usually very interesting and strikingly different. We have also learned that the **digital maturity and needs differ** from one organization to another.

Given the limited scalability of the co-creation sessions, we would like to explore an additional and alternative methodology by bringing together several NGOs with a panel of **digital technology experts** (in Internet of Things, data and artificial intelligence, etc.) and let them brainstorm on inspiring digital journeys and possible applications for the NGO. This panel would be recruited within Agoria’s members on a voluntary basis, would meet several times a year and serve as **“Digital coaches” for the non-profit sector**.

F. Partnerships

In the future, to more closely work together, we would like to engage in additional partnerships and broaden the consortium, by including more federations and other relevant partners (Ex: Acodev, 4de pijler, FIT/AWEX/HUB Brussels or FEB/VBO). Once the 2019 program is in place, we will again engage face-to-face meetings with main actors, look into organizing a **consortium kick-off** to brainstorm on better collaboration and finding Kindling.be ambassadors, and install regular and systematic status meetings (that hopefully will also include a representative of DGD).

While we will continue the collaboration with The Shift, we may want to involve them specifically in organizing joined co-creation sessions.



G. Mission

Given the success of this first mission, we organize a second one to **Lagos in Nigeria** in March 2019.

If this second mission is a success again, we plan to organize one per year to discover the rest of the booming tech African startup market (preferably a DGD partner country ex: Senegal or Rwanda) and collaborate with startups.be (recently merged with scaleups.eu).



H. Communication



A coherent, consistent and simple story-telling is essential to support the D4D-Be platform. We would like to continue to leverage the same brand identity and elaborate more by developing a dedicated campaign once a year to specifically advertise

Kindling.be.

We have also proposed a budget to create a second promotional video to feature some best practices and concrete partnerships. We would also develop some additional promotional support (such as flyers, roll-up banner, online banners for each initiative).



I. Feedback/Reporting

Besides the annual report, we would like to finetune the feedback and focus more on the partnerships **(by type, maturity level, € amount implied)**. This will be done via a personalized email campaign or online survey, sent once a year.

In March, we will send out an email to all participants present at the “Jan 10 workshop on funding opportunities for private sector” and ask if they have entered a call either with the Business Partnership Facility, Finexpo, Wehubit or EU. This feedback will serve as an indication.

J. Results measurement

The following details some proposed KPIs (Key Performance Indexes) to track the success of the platform:

Result 1: Grow network of different stakeholders (government, NGOs, 4th pillar, private companies, academic institutes and research centers, ...)

- Indicator 1: at least 350 organizations in 2019, 450 in 2020, 550 in 2021 (registered on Kindling.be)
- Indicator 2: at least 850 users on Kindling.be in 2019, 1000 in 2020, 1100 in 2021

This number would grow exponentially if we were to grow in other countries.

Result 3: Increased contribution of the private sector in Belgian development cooperation

- Indicator 1: at least 55 companies from the D4D platform are involved in Belgian development cooperation in 2019, 70 in 2020, 85 in 2021

- Indicator 2: at least 5 companies were already active in the Belgian development cooperation, but have thanks to the D4D platform increased their investments in the Belgian Development Cooperation in 2019, 8 in 2020, 10 in 2021
- Indicator 3: reach 30 million monetary implication in 2021

Result 4: through the D4D platform there is more cooperation between the different actors

- Indicator 1: at least new 3 joint ventures are set up between companies and actors from Belgian development cooperation each year


We welcome challenged feedback to investigate other KPIs.




K. Personnel and roles & responsibilities

For the future, given some costs are now waived (such as the Elium set-up costs or new logo/brand development, etc.) we propose to slightly increase the community manager from part time to a 65% time allocation, given the intensive labor needed to coordinate this D4D-Be platform (including management of the online platform, organization of the events, partnership brokerage, editing, evaluation and reporting). Close the Gap will contribute financially to the remaining D4D manpower.

Agoria has renewed its commitment to allocate 8 man-days to the project too. And both Agoria and Close the Gap management are committed to continuing to make this platform a success. We will also continue to hire, and coach dedicated interns to the project.

Suggested action plan for first year

	What	Description	When
	NETWORKING		
	Workshop	Consortium Kickoff with extended close partners (to define roles/responsibilities of each partner)	Q1
	Workshops	Develop and implement recurrent “digital expert board coachings” with Agoria	Q2-Q4
	Event/Workshop	Organize large joint event “One Health and D4D” with potential partners such as Betroplive and Becausehealth	Q3
	Event/Workshop	Targeted smaller tech focused event (explaining IoT or other digital technologies and its applications to non-profit sector)	Q3-Q4
	Mission	Organize discovery mission of African tech hub co-organized with Startups. (if possible, a Belgian partner country) – to take place in Q1 or Q2 2020	Year 2
	Co-creation sessions	To organize on a need basis	On-going

	KINDLING.BE		
	Online	Coaching session with Elium to further improve Kindling.be	Q1
	Online	Thorough database update on Kindling.be	Q3
	Online	Select and train 2-3 Kindling.be ambassadors	Q1
	Online	Continuous content management & edition	On-going
	COMMUNICATION		
	Communication	Implement advertising and communication campaign about D4D-Be platform and Kindling.be	Q3-Q4
	Promotional material	Develop promotional items (flyer, online banners, etc.)	Q1-Q4
	“Digital expert board coachings” material	Develop promotional material/process about “digital expert board coachings”	Q1-Q4
	Video	Create a video showcasing best practices to explain the D4D-Be platform	Q2-Q3
	Tutorial	Create online video tutorial	
	PERSONNEL & REPORTING		
	Reporting	Provide yearly report and extensive monitoring	Q4
	Personnel	Coach D4Be interns	On-going

Budget overview of first year

	D4D-Be	Type of cost	Q1	Q2	Q3	Q4	Year 1	In-kind	% of total
Cash	Freelance Project and Community Manager (65%)	Personnel	€ 15.675	€ 15.675	€ 15.650	€ 15.000	€ 62.000		51%
In-kind	Agoria and Close the Gap management (in man/days)	Management & s	€ 2.400	€ 2.400	€ 2.400	€ 2.400		€ 9.600	8%
In-kind	Close the Gap Internships	Personnel	€ 1.800	€ 1.800	€ 1.800	€ 1.800		€ 7.200	6%
Cash	Communication : new video, banners, promotion, url regi	Ad agency		€ 6.000			€ 6.000		5%
Cash	Usage Elium Cloud Platform (software as a service) 1.75*	Online tool	€ 5.250	€ 5.250	€ 5.250	€ 5.250	€ 21.000		17%
Cash	Elium tool training & coaching	Online tool		€ 1.000			€ 1.000		1%
Agoria	Mid event - 100 attendees	Events					€ -		0%
Cash	Workshops/cocreation	Events	€ 1.000	€ 2.500	€ 2.500	€ 1.000	€ 7.000		6%
Cash	Discovery missions organization	Events	€ 3.000				€ 3.000		2%
In-kind	Agoria contribution to	Events	€ 500	€ 500	€ 500	€ 500		€ 2.000	2%
In-kind	Discovery missions communication (video & foto)	Ad agency	€ 3.000					€ 3.000	2%
	TOTAL Cash		€ 32.625	€ 35.125	€ 28.100	€ 25.950	€ 100.000	€ 21.800	100%
	Grand TOTAL							€ 121.800	€ 21.801

Budget overview of 3 year-plan

	D4D-Be	Type of cost	Year 1	In-kind Y1	Year 2	In-kind Y2	Year 3	In-kind Y3
Cash	Freelance Project and Community Manager (65%)	Personnel	€ 62.000		€ 62.700		€ 62.700	
In-kind	Agoria and Close the Gap management (in man/days)	Management		€ 9.600		€ 9.600		€ 9.600
In-kind	Close the Gap Internships	Personnel		€ 7.200		€ 7.200		€ 7.200
Cash	Communication : new video, banners, promotion, url regi	Ad agency	€ 6.000		€ 6.000		€ 6.000	
Cash	Usage Elium Cloud Platform (software as a service) 1.75*	Online tool	€ 21.000		€ 21.000		€ 21.000	
Cash	Elium tool training & coaching	Online tool	€ 1.000		€ -		€ -	
Agoria	Mid event - 100 attendees	Events	€ -		€ 6.500		€ 6.500	
Cash	Workshops/cocreation	Events	€ 7.000		€ 3.800		€ 3.800	
Cash	Discovery missions organization	Events	€ 3.000				€ -	
In-kind	Agoria contribution to	Events		€ 2.000		€ 3.000		€ 3.100
In-kind	Discovery missions communication (video & foto)	Ad agency		€ 3.000		€ 3.000		€ 3.000
	TOTAL Cash		€ 100.000	€ 21.800	€ 100.000	€ 22.800	€ 100.000	€ 22.900
	Grand TOTAL			€ 121.800	€ 122.800		€ 122.900	

The three-year plan totals to 300,000 euros with 67,500 euros in kind. Budget breakdown for years 2 and 3 are indicative and may vary depending on the opportunities that arise and the learnings of year 1.

For any questions about this proposal, please contact olivier.vanden.eynde@close-the-gap.org, Julie.de.bergeyck@close-the-gap.org or Ferdinand.CASIER@agoria.be.