

DIGILOGIC

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D4.2 Call for Challenges

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Abstract	In May 2022, the DIGILOGIC project launched a call for proposals for teams of innovators in Africa and Europe to address four categories of Challenges related to the improvement of digital logistics on both continents. Twelve teams will be selected from the proposals to participate in a one-year programme of mentoring, coaching, and access to specialist facilities. In this document, details of the call for proposals to address digital logistics challenges are described.
Keywords	Africa, Europe, Digital Innovation Hubs (DIH), Logistics, Innovation, Start-ups, Challenges

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Disclaimer

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PROJECT CO-FUNDED BY THE EUROPEAN COMMISSION		
NATURE OF THE DELIVERABLE		R*
DISSEMINATION LEVEL		
PU	Public, fully open, e.g., web	✓
CL	Classified, information as referred to in Commission Decision 2001/844/EC	
CO	Confidential to DIGILOGIC project and Commission Services	

* R: Document, report (excluding the periodic and final reports)

DEM: Demonstrator, pilot, prototype, plan designs

DEC: Websites, patents filing, press & media actions, videos, etc.

OTHER: Software, technical diagram, etc.

EXECUTIVE SUMMARY

- The vision of the EU-funded DIGILOGIC project is to boost the cooperation and partnership between African and European Digital Innovation Hubs (DIHs) and foster innovation especially of SMEs, young innovators, start-ups and mid-caps so paving the way to the development and uptake of digital innovations for the promotion of competitive, inclusive and sustainable prosperity in both continents.
- DIGILOGIC project, IMPLEMENT, contributes to fulfilling the DIGILOGIC vision through DIHs working together to support innovators in addressing logistics *Challenges* in Africa, in Europe, and between the continents.
- This seeks to establish networks between European and African innovative entrepreneurs and potential investors to foster an enabling environment for start-ups.
- Work encompasses definition of *Challenges'* scope and objectives, **formulation of the call for proposals** to address logistics challenges, assessment of proposals, a boot camp for selected proposal teams, and a year-long programme of support for selected teams.
- The scope of logistics *Challenges* and of associated objectives for addressing logistics challenges are defined in Task 1, and were reported in deliverable D4.1.
- In this document, Deliverable 4.2., details are provided of the call for proposals to address the four types of digital logistics *Challenges* reported in D4.1.
- Details of the call for proposals are reported as developed by the DIGILOGIC consortium and advisory boards.
- In addition, details of the call for proposals are presented as disseminated via the DIGILOGIC Community Platform.
- Throughout, details of the call for proposals are related to the overall objectives of the whole DIGILOGIC project.

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ABBREVIATIONS

AU	African Union
DIH	Digital Innovation Hub
EU	European Union
HLAB	High Level Advisory Board
HRO	High reliability organizations
ICT	Information and Communication Technology
IIB	Impact and Innovation Board
WP	Work Package

1 INTRODUCTION

In this section, the call for proposals to address challenges in digital logistics is related to the overall DIGILOGIC project. First, an overview of the DIGILOGIC project is provided. Next, a summary of the work related to call for proposals is presented. Subsequently, the structure of this document is set-out.

1.1 DIGILOGIC PROJECT

DIGILOGIC is a project funded by Horizon Framework Programme to boost cooperation and partnership among European and African Digital Innovation Hubs (DIHs). Within the DIGILOGIC project, DIHs aim to support innovators, start-ups, and SMEs to jointly develop smart logistics solutions in close cooperation with industries and ventures.

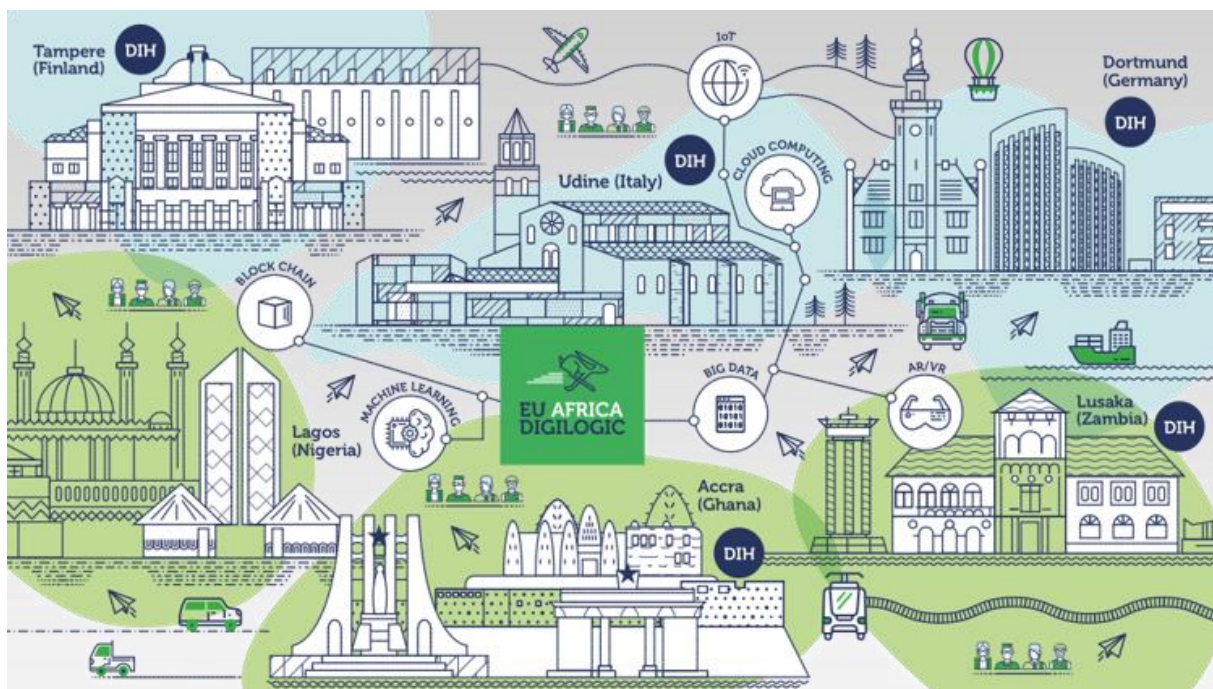


FIGURE 1: DIGILOGIC OVERVIEW

As summarized in Figure 1, the objectives of the DIGILOGIC Project are listed below.

- To establish a Pan EU-Africa network of initially five DIHs focused on the topic of smart logistics and achieve seamless collaboration between the hubs and their pool of emerging technology innovators.
- To strengthen the DIHs technology transfer capabilities to advance African innovators and ICT professionals for better job opportunities.
- To empower African youth, especially women and vulnerable groups with entrepreneurial and digital literacy skills to significantly increase good quality employment opportunities, including self-employment.
- To demonstrate the market relevance of DIGILOGIC network of DIHs engaging at least 200 innovators in the call for *Challenges*, to participate in the collaborative projects, and value creation in different use cases suggested by stakeholders needs.
- To ensure post project sustainability and growth of the DIGILOGIC ecosystem.

1.2 CALL FOR PROPOSALS IN RELATION TO OTHER WORK

A summary of work related to the call for proposals is shown in Table 1. As highlighted in Table 1, the work is to provide comprehensive documentation to inform the formulation and evaluation of proposals to address the *Challenges*. This work is led by VTT in collaboration with B-Hive and MEST in Africa, and DHM in Europe.

TABLE 1: WORK RELATED TO THE CALL FOR PROPOSALS

Task No.	Task	Lead	Duration
T4.1	Challenges Scope and Objectives.	VTT	M6 - M12
T4.2	Call for Challenges	VTT	M13 – M20
T4.3	Proposal Selection Report	VTT	M21 - M22
T4.4	Boot Camp	VTT	M23 – M24
T.4.5	Monitoring and Reporting	VTT	M25 – M36

The timeline related to the call for proposals is in Figure 2. This encompasses the definition of logistics challenges; the launch of call for proposals; evaluation of proposals; the boot camp for 12 teams selected from the proposals; and the implementation of projects by the 12 teams. The implementation projects will involve tailored mentoring, coaching, and facilities access provided by the DIGILOGIC consortium, boards, and other experts. Also, the timeline highlights that projects will be invited to showcase their results at the DIGILOGIC Final Demonstration Day, which is scheduled for October 2023.

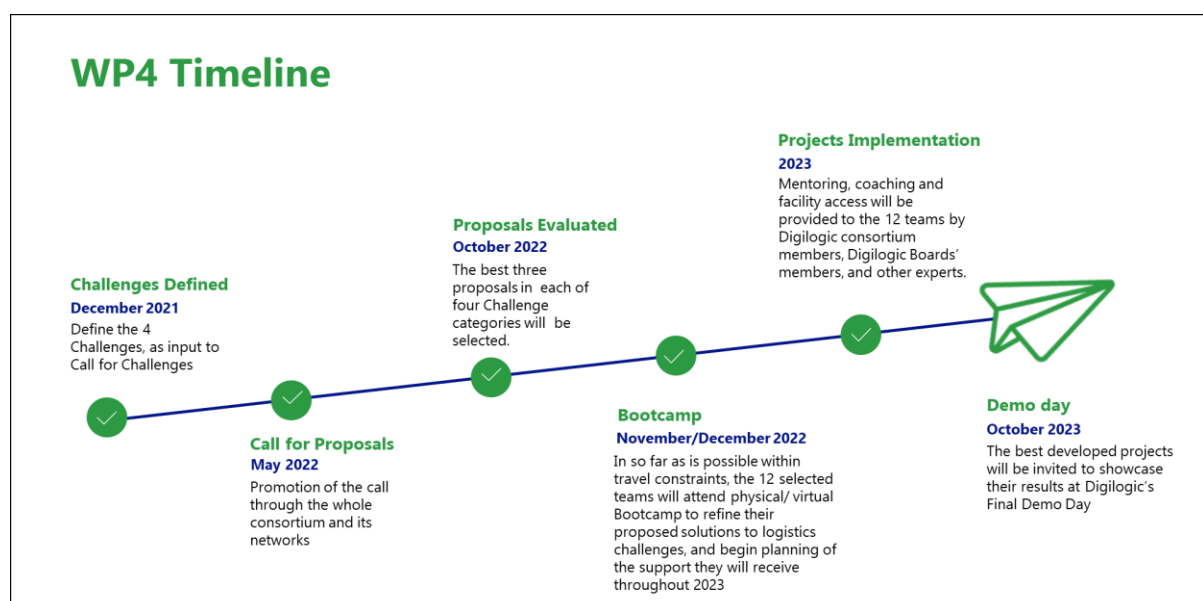


FIGURE 2: TIMELINE

1.3 DELIVERABLES AND MILESTONES RELATED TO THE CALL

A summary deliverables related to the call for proposals is shown in Table 2 below.

TABLE 2: DELIVERABLES RELATED TO THE CALL FOR PROPOSALS

Del No.	Deliverable
D4.1	Challenges Scope and Objectives (R, PU, M012, Leader VTT). This Deliverable defines the overall scope and objectives of the logistics Challenges, as input to Deliverable D4.2, describing the “Call for Challenges”
D4.2	Call for Challenges (R, PU, M17, Leader VTT) This Deliverable is a set of documentation, which describes all the requirements and procedures relating to the Call for logistics-focused projects.
D4.3	Proposal Selection Report (R, PU, M22, Leader VTT). This deliverable provides a summary of the Challenges proposals and teams that were selected following the evaluation process. It includes statistics regarding the number of proposals submitted, net value of the total number of proposals and the cost of funding the selected proposals.
D4.4	Challenges Conclusion Report (R, PU, M34, Leader VTT). This Deliverable is a compilation of the individual projects reports that are made as the projects progress.

As shown in Table 3, the call for proposals is related to two of the DIGILOGIC project’s milestones. These are the launch of the call for proposals to address logistics *Challenges* at M17, and the completion of the Boot Camp at M24.

TABLE 3: MILESTONES RELATED TO THE CALL FOR PROPOSALS

Milestone No.	Milestone Name	Means of verification	Due Date
MS6	Launch of Digilogic Challenges	Digilogic Challenges published	M17
MS7	Boot Camp	Boot Camp held	M24

1.4 DOCUMENT STRUCTURE

The remainder of this deliverable document comprises four further sections. Next, in section 2, the methodology for work carried out is described. Then, in section 3, details of the call for proposals are reported as developed by the DIGILOGIC consortium and advisory boards. Subsequently, in section 4, details of the call for proposals are presented as disseminated via the DIGILOGIC Community Platform. In the concluding section, 5, next steps are outlined.

2 METHODOLOGY

As described below, the method of work has been to carry out through multiple iterations of reference to multi-vocal literature and obtaining expert inputs from DIGILOGIC consortium partners, from DIGILOGIC High Level Advisory Board and Impact and Innovation Board, and from grass roots organizations.

2.1 MULTI-VOCAL LITERATURE

Multi-vocal literature reviews encompass formal academic literature and other types of publications. Reference was made to peer-reviewed academic literature about innovation entrepreneurship in scientific journals. For example, the scientific journal paper “Predicting entrepreneurial success is hard: Evidence from a business plan competition in Nigeria”, which is published in the Journal of Development Economics, provides rigorous analyses of alternative methods for evaluating entrepreneurs’ business plans. In doing so, the paper reveals the profound difficulties of evaluating which start-ups will go on to be successful. Other types of publications include publicly available online information produced by businesses, communities, institutions, governments, and/or NGOs. Such publications are not necessarily peer reviewed and controlled by commercial publishers, but can provide clear representations of practice information. For example, the online publication from Fortune magazine, Why Start-ups Fail, According to Their Founders <https://fortune.com/2014/09/25/why-startups-fail-according-to-their-founders>, provides insights into the reasons why start-ups have such a low success rate.

2.2 EXPERT CONTRIBUTIONS

Expert inputs have been obtained through iterations of discussions with DIGILOGIC consortium partners. Also, expert inputs have been obtained through discussions with members of DIGILOGIC’s High Level Advisory Board (HLAB) and DIGILOGIC’s Impact and Innovation Board (IIB).

In particular, DIGILOGIC organised the first High-Level Advisory Meeting on Wednesday 21st July 2021, which included Flora Tibazarwa, Programme Director SAIS Programme, Mark Mwangi Founder CEO Amitruck, Fabio Scala Director at BNI - Banco Nacional de Investimento, Professor Olayinka David-West, Associate Dean, Lagos Business School, Pan-Atlantic University, Professor Rajkumar Roy, Dean, School of Mathematics, Computer Science and Engineering City, University of London, Holger Schneebeck Global Innovation Manager for Deutsche Post DHL, Chuka Alumona Franklin Alumona, Director - Global GTM Transformation and Distributor operations, Procter & Gamble, Mark Allison, Supply Chain and Logistics Executive, RTT Steven Gray Director Wardour Global and Eric Lwao Manager Postal Services for the Zambia Information and Communications Technology Authority (ZICTA).

During the meeting, a preliminary formulation of the Call for Challenges was presented, and HLAB members provided feedback. Subsequently, there was a follow-up meeting with Flora Tibazarwa and Olayinka David-West, which involved very in-depth discussion.

In addition, DIGILOGIC organised its first Impact and Innovation Board Meeting on Wednesday 18th of August, with the participation of six expert Board members, Nanko Madu Senior Programme Manager of AfriLabs, David Coleman Founder and CEO of Cole Collective, Sesinam Dagadu Founder of SnooCode, Onyekachi Wambu Executive Director at the African Foundation for Development (AFFORD), Juha Kunnas Head of Product at Vakava Technologies, Obaro M. Osah AGM, SME South, SME Group at the Bank of Industry.

Again, during the meeting, a preliminary formulation of the Call for Challenges was presented, and IIB members provided feedback. Subsequently, there were two follow-up meetings with David Coleman.

These interactions with HLAB members and IIB members informed further development of the Call for Challenges. Furthermore, they involved obtaining agreement from HLAB and IIB members that they could contribute to evaluating proposals, and to providing coaching support.

As well as obtaining inputs from experts in the DIGILOGIC consortium and its boards, discussions have also been carried out with experts involved in African grass roots innovation and entrepreneurship including International Development Innovation Network-Southern Africa Developing Countries (IDIN-SADC) and South Africa's Grass Roots Innovation Programme. This is important to address the aim of the European Union, as summarized by Jutta Urpilainen, the European Commissioner for International Partnerships, "The digital transformation must work for all people. No one should be left behind".

3 DETAILS OF CALL FOR PROPOSALS

In this section, details of the call for proposals to address *Challenges* in digital logistics are reported under the following headings: offer to successful proposals, selection criteria, proposal submission, and eligibility criteria. Proposals to address challenges in digital logistics in Africa, Europe, and between the two continents are accepted from Ghana, Nigeria, Zambia, Finland, Germany, Italy. Also, from Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe. Proposals are welcome from all stages of start-up development from idea-stage start-ups to scale-stage start-ups.

3.1 OFFER TO SUCCESSFUL PROPOSALS

Successful proposals will lead to participation in a 12-month program beginning with a three-day boot camp, which is followed by:

- Up to 85 hours of access to DIHs' facilities in Africa and/or Europe as most appropriate for each team.
- Up to 85 hours of tailored mentoring / coaching / peer support from relevant experts in DIGILOGIC consortium, boards, and networks as is appropriate for each team.
- Content options from relevant topic areas with experts in Africa and Europe.
- Based on the programme topics, mentoring / coaching / peer support will be co-designed to suit team-specific priorities and information / communication style.
- Overall mentoring for each team will be provided by the local DIH that has most overall knowledge of the environment in which each team will operate its business.
- Based on the programme topics, mentoring / coaching / peer support will be available for immediate practical application to current team-specific priorities.
- Monthly monitoring and planning to address developments within teams and markets.
- Opportunities to connect with innovation networks and to large companies.
- Opportunity to present to an open audience during the Demo Day.
- Participants will work on their digital logistics fit for purpose in Africa and in Europe during a future that can include a wide variety of shocks / stresses from e.g. extreme weather events; pandemics, population movements, etc.

3.2 SELECTION CRITERIA

DIGILOGIC invites proposals focused on digital logistics in one of four phases of the value chain: warehousing, transportation, point-of-sale, and/or end-user experience.

Proposals shall:

- briefly explain types of goods (e.g. bulk materials, small consumer goods) to be transported with which infrastructures (e.g. for air, land, water)
- briefly explain how affordability, efficiency, inclusivity, and especially sustainability will be improved in the target phase

- briefly explain how positive change will be brought to the overall value chain including how the overall reliability of the value chain will be improved
- be inclusive in addressing digital divide, social inequalities, and geographical exclusion
- preferably enable logistics between rural areas / urban areas
- anticipate job creation
- include own resources available to be used.

3.3 PROPOSAL SUBMISSION

- Submitted via: DIGILOGIC Community Platform <https://community.digilogic.africa/challenges/>. At least: in written English; in bullet points; 200 words maximum. In addition, applicants can submit audio recording and video recording that can include a visual representation (e.g. a picture, a diagram) and local languages
- Proposal Headings: Challenge solution including type of goods and infrastructure involved; Positive change to target value chain phase; Positive change to overall value chain including overall reliability; Positive change to addressing digital divide, social inequalities, and geographical exclusion; Focus on rural areas, on urban areas, or rural areas and urban areas; Job creation; Approximate capital investment needed to start; own resources to be used.

3.4. ELIGIBILITY CRITERIA

Proposals will be evaluated by relevant experts in the Digilogic consortium, the Digilogic High Level Advisory Board, the Digilogic Impact and Innovation Board, and the wider Digilogic network. A detailed description of the evaluation methodology will be provided in Deliverable D4.3 Proposal Selection Report. Furthermore, D4.3 will provide a summary of the Challenges proposals and teams that were selected following the evaluation process. It includes statistics regarding the number of proposals submitted, net value of the total number of proposals and the cost of funding the selected proposals. Evaluation of proposals will be based on the eligibility criteria:

- Impact Potential: an actual user problem is solved and can potentially be scaled
- Development Stage: idea-stage start-ups to scale-stage start-ups - all are invited (mentoring will be co-designed to suit stage and focus)
- Role of Technology: social innovation as important as technical innovation
- Motivation/Team Fit: Entrepreneurial drive and fit with selection criteria
- Gender Mainstreaming Principles will be applied: each team should have female participant(s)
- Applications from African, European, African / European teams are welcome (teams from one continent will be connected with the other continent during the bootcamp and subsequent activities)
- Applications accepted from Ghana, Nigeria, Zambia, Finland, Germany, Italy. Also, from Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe.
- At least one team member should have some English language skills.
- At least two members should be able to commit to full participation in the programme.

4 PRESENTATION OF CALL FOR CHALLENGES ON DIGILOGIC COMMUNITY PLATFORM

In this section, presentation on the DIGILOGIC Community Platform (DCP) of the call for proposals to address *Challenges* in digital logistics is reported under the following headings: offer to successful proposals, selection criteria, proposal submission, and eligibility criteria.

4.1 OFFER TO SUCCESSFUL PROPOSALS

Call for proposals to address Smart Logistics Challenges

Submit your proposal by 31st August 2022, 5pm CEST time.

Do you have an innovative idea to address smart logistics challenges in Africa?

Apply to DIGILOGIC Challenges to:

- Participate in a 3-day Bootcamp in Europe with relevant experts
- Enjoy 12 months of support (85 hours) from technology, business and logistics experts from Europe and Africa.
- Have 12 months of access to Digital Innovation Hubs facilities in Africa and Europe (up to 85 hours)
- Enjoy marketing support to meet investors and uptakers

FIGURE 3: OFFER TO SUCCESSFUL PROPOSALS

4.2 SELECTION CRITERIA


Submit Here

Join our information webinar on the 7th July at 11am CEST on any help and questions you might have on applying for this challenge.


Register Here

Selection Criteria:


Digilogic invites proposals focused on digital logistics in one of **four phases of the value chain**:




warehousing



transportation



point-of-sale



end-user experience

FIGURE 4: SELECTION CRITERIA HEADINGS

Proposals shall:

- Briefly explain the types of goods (e.g. bulk materials, small consumer goods) to be transported with which infrastructures (e.g. for air, land, water)
- Briefly explain how affordability, efficiency, inclusivity, and especially sustainability will be improved in the target phase.
- Briefly explain how positive change will be brought to the overall value chain including how the overall reliability of the value chain will be improved.
- Be inclusive in addressing the digital divide, social inequalities, and geographical exclusion.
- Preferably enable logistics between rural areas / urban areas.
- Anticipated job creation.
- Own resources available to be used.

FIGURE 5: SELECTION CRITERIA DETAILS

4.3 PROPOSAL SUBMISSION

Proposal Information, Submission and Format:

- **Submitted via:** Digilogic Community Platform.
- **At least:** in written English; in bullet points; 200 words maximum
- In addition, applicants can submit audio recordings and video recordings (*awaiting technical ok). (these should include a visual representation (e.g. a picture, a diagram) and local languages).
- **Proposal Headings:** Challenge solution including the type of goods and infrastructure involved; Positive change to target value chain phase; Positive change to overall value chain including overall reliability; Positive change to addressing the digital divide, social inequalities, and geographical exclusion; Focus on rural areas, on urban areas, or rural areas and urban areas; Job creation; Approximate capital investment needed to start; own resources to be used.

FIGURE 6: PROPOSAL SUBMISSION INFORMATION

Your Solutions tackles the challenge: *

warehousing

What stage is your idea at: *

☐ Idea stage ☐ Ready to scale

Who are your team members *

Full name

FIGURE 7: PROPOSAL SUBMISSION FORM (1)

Which country are you submitting from? *

Ghana

PDF upload full idea | upload file size max 50MB *

Choose file No file chosen

Supporting media : Multimedia upload file size is 100MB max

Choose file No file chosen

Send

FIGURE 8: PROPOSAL SUBMISSION FORM (2)

3.5. ELIGIBILITY CRITERIA

Eligibility Criteria:

- **Impact Potential:** an actual user problem is solved and can potentially be scaled.
- **Development Stage:** idea-stage startups to scale-stage startups – all are invited (mentoring will be co-designed to suit stage and focus).
- **Role of Technology:** social innovation is as important as technical innovation.
- **Motivation/Team Fit:** Entrepreneurial drive and fit with selection criteria.
- Gender Mainstreaming Principles will be applied: each team should have female participant(s).
- Applications from African, European, African / European teams are welcome (teams from one continent will be connected with the other continent during the bootcamp and subsequent activities).
- Applications accepted from Ghana, Nigeria, Zambia, Finland, Germany, Italy. Also, from Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe.
- At least one team member should have some English language skills.
- At least two members should be able to commit to full participation in the programme.

FIGURE 9: ELIGIBILITY CRITERIA

5 NEXT STEPS

- Call for proposals to address challenges in digital logistics closes on 31st August 2022.
- Evaluation of proposals concludes on 31st October 2022.
- Boot camp for the selected 12 teams will take place in November / December 2022.
- The one-year of Digilogic support for the 12 teams begins 1st January 2023.