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D4.3

Proposal Selection Report

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Abstract	In 2022, the DIGILOGIC project launched a call for proposals for teams of innovators in Africa and Europe to address four challenges related to the improvement of logistics on both continents. Twelve teams have been selected from the proposals to participate in a one-year programme of mentoring, coaching, and access to specialist facilities. In this document, the evaluation of proposals is reported.
Keywords	Africa, Europe, Digital Innovation Hubs (DIH), Logistics, Innovation, Startups

Document Revision History

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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.

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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).

- DIGILOGIC project, Work Package 4, IMPLEMENT, contributes to fulfilling the DIGILOGIC vision through DIHs working together to support innovators in addressing digital 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 digital logistics challenges, **evaluation of proposals to select 12 teams for one-year programme of support from Digilogic**, a boot camp for selected 12 proposal teams, and a year-long programme of support for the selected 12 teams.

- The scope of logistics *Challenges* and of associated objectives for addressing logistics challenges are defined in Task 4.1, and were reported in deliverable D4.1.

- Details of the call for proposals to address the four types of digital logistics *Challenges* reported in D4.1 were defined in Task 4.2., and were reported in deliverable D4.2.

- Evaluation of proposals to select 12 teams was carried out in Task 4.3 and are reported in this deliverable document D4.3, which includes a summary of the proposals received, details of the proposal evaluation process, and information about the selected proposal teams.

- There is no transfer of money to the 12 teams. Rather, each teams can have up to 85 hours of mentoring total and up to 85 hours of facilities access total from consortium partners. Thus, the cascade funding issues of projects net value and the cost of funding the selected proposals are not applicable.

- Although there is no transfer of money to the 12 teams selected for the one-year programme of mentoring and facilities access in 2023, an abbreviated version of the standard open call for third parties checklist is in Annex One.

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1. SUMMARY OF PROPOSALS

- Eighty unique proposals were uploaded to the DIGILOGIC Community Platform by the deadline of 31st August 2022.

- As summarized in Figure 1 with rounded percentages, the geographical distribution of proposals was as follows: three proposals from the EU area, all attributed to Italy; 77 proposals attributed to Africa; two Botswana, 28 Ghana, 14 Kenya, 13 Nigeria, eight South Africa, 11 Zambia, one Zimbabwe.

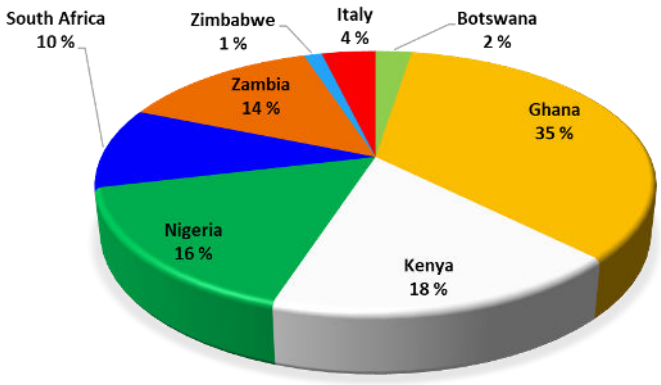

FIGURE 1: GEOGRAPHICAL DISTRIBUTION OF PROPOSALS

- Demography: six of the proposals stated not to have female team members.

- As summarized in Figure 2 with rounded percentages, submissions to topic categories were as follows: Transportation - 60 percent, Warehousing - 15 percent, Point of Sale - 11 percent, End-user experience - 14 percent.

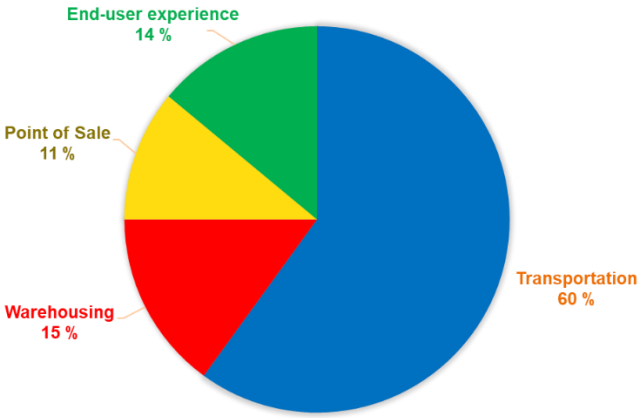

FIGURE 2: TOPIC CATEGORY DISTRIBUTION OF PROPOSALS

- Technology Readiness Level: 11 submissions at level 3 (low), 8 proposals at level 6 (medium), 9 proposals at level 9 (high). Not specified in other submissions.

- Development stage: 42 submissions are at Ideation stage, 34 submissions are at Scale stage. Not specified in other submissions.

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2. EVALUATION OF PROPOSALS

2.1 OVERVIEW

As summarized below, four steps were involved in the evaluation of the proposals. The four steps involved six of the DIGILOGIC consortium's seven partners, and encompassed zooming-in on the multiple criteria in the first steps to zooming-out in the later steps to compare the overall characteristics of proposals. Throughout, evaluation involved not selecting a proposal when there may be a conflict of interest, such as having helped with proposal preparation; having a professional and/or social relationship with one or more of the proposal participants.

1) As shown in section 2.2, the proposals were evaluated separately by four DIGILOGIC consortium partners: two from Africa (BongoHive and MEST) and two from Europe (DHM and ENDEVA). The four separate evaluations were based on the eligibility criteria and selection criteria shown on the Challenges page of the DIGILOGIC Community Platform page, as described in deliverable D4.2. The first evaluation step led to four separate Top 20 rankings of proposals: one from each of the four consortium partners. The four Top 20 rankings of proposals by Bongo Hive, DHM, ENDEVA, and MEST are shown in Tables 1, 2, 3, and 4. Top 20 rankings were made, rather than top 12, because previous experiences have informed the need for there to be some reserve proposals in case some of the teams that have top ranked proposals are not able to move forward due to previously unforeseen circumstances.

2) As shown in section 2.3, these four Top 20 rankings were combined into one collective Top 20 ranking of proposals by VTT. This was done through four measures. Firstly, the number of Top 12 rankings for each proposal was counted. Then, each proposal's number of rankings between 13 and 20 was counted. Next, as shown in Annex 2, total proposal rankings for each proposal were added together and that number was divided by four. Subsequently, the combined Top 20 ranking was listed by comparing the proposals to each other in terms of the first three measures. Also as shown in section 2.3, VTT carried out a technical assessment of each proposal in order to double-check that none of the proposals was implausible.

3) As shown in section 2.4, a review of the combined Top 20 ranking was carried out by FINN. This was done to check whether the focus on multiple details in the previous two steps had led to missing some comparative differences that might be seen by looking at proposals overall in comparison to each other.

4) As shown in section 2.5, as 96 percent of the proposals are from African teams, Bongo Hive and MEST carried out a final evaluation of the Top 20 ranking.

2.2 EVALUATION STEP ONE

Figure 3 shows the worksheet used in the evaluation of proposals against multiple criteria. The proposal evaluation table is based on publicly available criteria set-out in deliverable D4.2. which were visible to all proposal teams by being on the same page of the DIGILOGIC Community Platform that was used to submit proposals.

Reading from left to right the worksheet columns are as follows: proposal name, submission number, applicant name and contact, topic category, all eligibility criteria met question, business model / product description, impact potential (user need/problem fit, impact type, potential to scale), geography, technological innovation potential, development state, demography, team fit (English skills, availability, commitment, proposal format), evaluator notes and grading.

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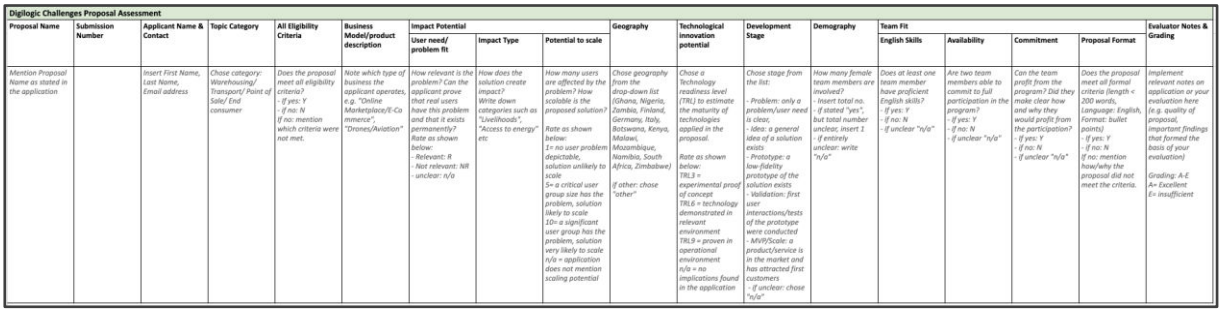

Digilogic Challenges Proposal Assessment																	
Proposal Name	Submission Number	Applicant Name & Contact	Topic Category	All Eligibility Criteria	Business Model/product description	Impact Potential			Geography	Technological innovation potential	Development Stage	Demography	Team Fit				Evaluator Notes & Grading
						User need/ problem fit	Impact Type	Potential to scale					English Skills	Availability	Commitment	Proposal Format	
Mention Proposal Name as stated in the application		Insert First Name, Last Name, Email address	Chose category: Warehousing/ Transport/ Point of Sale/ End consumer	Does the proposal meet all eligibility criteria? - If yes: Y - if no: N If no: mention which criteria were not met.	Note which type of business the applicant operates, e.g. "Online Marketplace/E-Commerce", "Drones/Aviation"	How relevant is the problem? Can the applicant prove that real users have this problem and that it exists permanently? Rate as shown below: - Relevant: R - Not relevant: NR - unclear: n/a	How does the solution create impact? Write down categories such as "Livelihoods", "Access to energy" etc	How many users are affected by the problem? How scalable is the proposed solution? Rate as shown below: 1= no user problem depictable, solution unlikely to scale 5= a critical user group size has the problem, solution likely to scale 10= a significant user group has the problem, solution very likely to scale n/a = application does not mention scaling potential	Chose geography from the drop-down list (Ghana, Nigeria, Zambia, Finland, Germany, Italy, Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe) If other: chose "other"	Chose a Technology readiness level (TRL) to estimate the maturity of technologies applied in the proposal. Rate as shown below: TRL3 = experimental proof of concept TRL6 = technology demonstrated in relevant environment TRL9 = proven in operational environment n/a = no implications found in the application	Chose stage from the list: - Problem: only a problem/user need is clear, - Idea: a general idea of a solution exists - Prototype: a low-fidelity prototype of the solution exists - Validation: first user interactions/tests of the prototype were conducted - MVP/Scale: a product/service is in the market and has attracted first customers - if unclear: chose "n/a"	How many female team members are involved? - Insert total no. - if stated "yes", but total number unclear, insert 1 - if entirely unclear: write "n/a"	Does at least one team member have proficient English skills? - If yes: Y - if no: N - if unclear "n/a"	Are two team members able to commit to full participation in the program? - if yes: Y - if no: N - if unclear "n/a"	Can the team profit from the program? Did they make clear how and why they would profit from the participation? - if yes: Y - if no: N - if unclear "n/a"	Does the proposal meet all formal criteria (length < 200 words, Language: English, Format: bullet points) - if yes: Y - if no: N If no: mention how/why the proposal did not meet the criteria.	Implement relevant notes on application or your evaluation here (e.g. quality of proposal, important findings that formed the basis of your evaluation) Grading: A-E A= Excellent E= insufficient

FIGURE 3: PROPOSAL EVALUATION TABLE

In order to facilitate reading in this deliverable document of the information under each column heading, an enlarged version of each half of the evaluation table are shown in Figures 4 and 5.

Digilogic Challenges Proposal Assessment								
Proposal Name	**Submission Number**	**Applicant Name & Contact**	**Topic Category**	**All Eligibility Criteria**	**Business Model/product description**	**Impact Potential**		
						User need/ problem fit	**Impact Type**	**Potential to scale**
Mention Proposal Name as stated in the application		*Insert First Name, Last Name, Email address*	*Chose category: Warehousing/ Transport/ Point of Sale/ End consumer*	*Does the proposal meet all eligibility criteria? - If yes: Y - if no: N If no: mention which criteria were not met.*	*Note which type of business the applicant operates, e.g. "Online Marketplace/E-Commerce", "Drones/Aviation"*	*How relevant is the problem? Can the applicant prove that real users have this problem and that it exists permanently? Rate as shown below: - Relevant: R - Not relevant: NR - unclear: n/a*	*How does the solution create impact? Write down categories such as "Livelihoods", "Access to energy" etc*	*How many users are affected by the problem? How scalable is the proposed solution? Rate as shown below: 1= no user problem depictable, solution unlikely to scale 5= a critical user group size has the problem, solution likely to scale 10= a significant user group has the problem, solution very likely to scale n/a = application does not mention scaling potential*

FIGURE 4: FIRST HALF OF PROPOSAL EVALUATION TABLE

Geography	**Technological innovation potential**	**Development Stage**	**Demography**	**Team Fit**				**Evaluator Notes & Grading**
				English Skills	**Availability**	**Commitment**	**Proposal Format**	
Chose geography from the drop-down list (Ghana, Nigeria, Zambia, Finland, Germany, Italy, Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe) if other: chose "other"	*Chose a Technology readiness level (TRL) to estimate the maturity of technologies applied in the proposal. Rate as shown below: TRL3 = experimental proof of concept TRL6 = technology demonstrated in relevant environment TRL9 = proven in operational environment n/a = no implications found in the application*	*Chose stage from the list: - Problem: only a problem/user need is clear, - Idea: a general idea of a solution exists - Prototype: a low-fidelity prototype of the solution exists - Validation: first user interactions/tests of the prototype were conducted - MVP/Scale: a product/service is in the market and has attracted first customers - if unclear: chose "n/a"*	*How many female team members are involved? - Insert total no. - if stated "yes", but total number unclear, insert 1 - if entirely unclear: write "n/a"*	*Does at least one team member have proficient English skills? - If yes: Y - if no: N - if unclear "n/a"*	*Are two team members able to commit to full participation in the program? - if yes: Y - if no: N - if unclear "n/a"*	*Can the team profit from the program? Did they make clear how and why they would profit from the participation? - if yes: Y - if no: N - if unclear "n/a"*	*Does the proposal meet all formal criteria (length < 200 words, Language: English, Format: bullet points) - if yes: Y - if no: N If no: mention how/why the proposal did not meet the criteria.*	*Implement relevant notes on application or your evaluation here (e.g. quality of proposal, important findings that formed the basis of your evaluation) Grading: A-E A= Excellent E= insufficient*

FIGURE 5: SECOND HALF OF PROPOSAL EVALUATION TABLE

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TABLE 1: TOP 20 PROPOSALS RANKING BY BONGOHIVE

Rank	Proposal name & submission number	Geography	Topic Category
#1	Farmisphere Submission 473	Nigeria	Transportation
#2	Deft Pal Submission 468	Ghana	Point of sale
#3	Snoocode Submission 459	Ghana	Transportation
#4	Back Haul Submission 454	Ghana	Transportation
#5	Instadriver Submission 451	Kenya	Transportation
#6	Wami Agro transport Submission 439	Ghana	Transportation
#7	Trusty Submission 446	Italy	Warehousing
#8	Yom Yom Submission 472	Ghana	Transportation
#9	Weigo Submission 420	Kenya	Transportation
#10	Duniya Submission 428	Zambia	Point-of-sale
#11	Auto-Truck Submission 417	Kenya	Transportation
#12	Trotro.live Submission 442	Ghana	Transportation
#13	TEXKOOP Submission 436	Nigeria	Transportation
#14	Basket Submission 455	South Africa	End-user experience
#15	AgSave Submission 433	Zambia	Transportation
#16	YAAKA Clean & Energetic Submission 381	Zambia	Transportation
#17	Thumela Submission 391	South Africa	Transportation
#18	KaCyber Submission 392	Kenya	Transportation
#19	Mwingi Kenya Submission 393	Kenya	Transportation
#20	Pharmacy logistics Submission 445	Ghana	Transportation

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TABLE 2: TOP 20 PROPOSALS RANKING BY DHM

Rank	Proposal name & submission number	Geography	Topic Category
#1	YAAKA Clean & Energetic Submission 381	Zambia	Transportation
#2	AfriAgrimark Submission 388	Kenya	Transportation
#3	Radava Mercantile Limited Submission 427	Kenya	Warehousing
#4	Duniya Submission 428	Zambia	Point-of-sale
#5	KaCyber Submission 392	Kenya	Transportation
#6	Arone AirExpress Submission 399	Nigeria	Transportation
#7	Easy Collect & Drop Submission 401	South Africa	Transportation
#8	VINMAK FARMS Submission 412	Ghana	End-user experience
#9	Auto-Truck Submission 417	Kenya	Transportation
#10	Wadonge Group Submission 425	Kenya	End-user experience
#11	Trusty Submission 446	Italy	Warehousing
#12	DeftPal Submission 468	Ghana	Point of sale
#13	Ólage Submission 82	Nigeria	Transportation
#14	Move with Confidence Submission 385	South Africa	Transportation
#15	Kyanda Submission 387	Kenya	End-user experience
#16	Traders of Africa Submission 389	Nigeria	End-user experience
#17	Philotea Submission 413	Italy	Transportation
#18	TMS Logistics Submission 431	Ghana	End-user experience
#19	BackHAUL Submission 454	Ghana	Transportation
#20	iLoN Submission 471	Botswana	Transportation

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TABLE 3: TOP 20 PROPOSALS RANKING BY ENDEVA

Rank	Proposal name & submission number	Geography	Topic Category
#1	Khebet Entrepreneurs Submission 449	Kenya	Transportation
#2	Trotro.Live Submission 442	Ghana	Transportation
#3	Instadriver Submission 451	Kenya	Transportation
#4	Basket Submission 456	South Africa	End-user experience
#5	Trusty Submission 463	Italy	Warehousing
#6	AfriAgrimark Submission 394	Kenya	Transportation
#7	Radava Mercantile Limited Submission 427	Kenya	Warehousing
#8	Swoove Submission 380	Ghana	Warehousing
#9	Auto-Truck Submission 419	Kenya	Transportation
#10	Mwingi Kenya Limited Submission 393	Kenya	Transportation
#11	Travella Submission 422	Nigeria	End-user experience
#12	Afrigility Submission 395	Kenya	Warehousing
#13	Easy Collect & Drop Submission 401	South Africa	Transportation
#14	Ólage Submission 82	Nigeria	Transportation
#15	TMS Logistics Submission 431	Ghana	End-user experience
#16	Wami Agro Transport Submission 439	Ghana	Transportation
#17	Farmisphere Submission 473	Nigeria	Transportation
#18	HS.ai Submission 443	Zambia	Transportation
#19	Arone AirExpress Submission 399	Nigeria	Transportation
#20	Thumela Submission 391	South Africa	Transportation

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TABLE 4: TOP 20 PROPOSALS RANKING BY MEST

Rank	Proposal name & submission number	Geography	Topic Category
#1	KaCyber Submission 392	Kenya	Transportation
#2	Auto-Truck Submission 417	Kenya	Transportation
#3	Kyanda Submission 387	Kenya	End-user experience
#4	YAAKA Clean & Energetic Submission 381	Zambia	Transportation
#5	AfriAgrimark Submission 388	Kenya	Transportation
#6	Radava Mercantile Submission 427	Kenya	Warehousing
#7	Duniya Submission 428	Zambia	Point-of-sale
#8	Arone AirExpress Submission 399	Nigeria	Transportation
#9	Easy Collect & Drop Submission 401	South Africa	Transportation
#10	VINMAK FARMS Submission 412	Ghana	End-user experience
#11	Wadonge Group Submission 425	Kenya	End-user experience
#12	Trusty Submission 446	Italy	Warehousing
#13	DeftPal Submission 468	Ghana	Point of sale
#14	Ólage Submission 82	Nigeria	Transportation
#15	Move with Confidence Submission 385	South Africa	Transportation
#16	Traders of Africa Submission 389	Nigeria	End-user experience
#17	Philotea Submission 413	Italy	Transportation
#18	TMS Logistics Submission 431	Ghana	End-user experience
#19	BackHAUL Submission 454	Ghana	Transportation
#20	iLoN Submission 471	Botswana	Transportation

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2.3 EVALUATION STEP TWO

As explained in detail in Annex 2, the combined Top 20 ranking is shown in Table 5. The order of ranking is determined by number of Top 12 rankings, followed by number of Top 13 – 20 rankings, followed by the average rank score, which comes from adding together each proposal's rankings and dividing that total by four.

TABLE 5: COMBINED TOP 20 PROPOSALS RANKING CALCULATED BY VTT

Rank	Proposal	No. top 12s	No. of 13 – 20s	Average
#1	Auto-Truck Submission 417	4	-	7.75
#2	Trusty Submission 446	4	-	8.75
#3	AfriAgrimark Submission 388	3	0	8.5
#4	Radava Mercantile Limited Submission 427	3	0	9.25
#5	Duniya Submission 428	3	0	10.5
#6	YAAKA Submission 381	2	1	10.5
#7	KaCyber Submission 392	2	1	11.25
#8	Deft Pal Submission 468	2	1	12
#9	Easy Collect & Drop Submission 401	2	1	12.5
#10	Arone AirExpress Submission 399	2	1	13.5
#11	Instadriver Submission 451	2	0	12.5
#12	Trotro.live Submission 442	2	0	14
#13	VINMAK Farms Submission 412	2	0	15
#14	Wadonge Group Submission 425	2	0	15.75
#15	Back Haul Submission 454	1	2	15.75
#16 =	Basket Submission 455	1	1	15
#16 =	Farmisphere Submission 473	1	1	15
#16 =	Kyanda Submission 387	1	1	15
#19	Wami Agro Submission 439	1	1	16
#20	Mwingi Kenya Submission 393	1	1	17.75

Also during this step, VTT carried out a technical assessment of each proposal in the combined Top 20 ranking in order to double-check that none of the proposals was implausible. The results of this assessment are shown in Table 6 on the next page.

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TABLE 6: TECHNICAL PLAUSIBILITY DOUBLE-CHECK BY VTT

Rank	Proposal	Topic category	Comments
#1	Auto-Truck (SCALE) Submission 417	Transportation	Electric cart provides stand-alone service to customers. No major integration required. Electricity infrastructure development influences the market uptake speed.
#2	Trusty (SCALE) Submission 446	Warehousing	Blockchain advanced technology used. Readiness for different stakeholders to apply it may be a challenge and could cause delays in market expansion.
#3	AfriAgrimark (SCALE) Submission 388	Transportation	Centralized database for stakeholder information reduces systems integration challenges. Some data may not be easily shared openly by some stakeholders (e.g. prices for retailers, location for trucks).
#4	Radava Mercantile (SCALE) Submission 427	Warehousing	Market efficiency improvement with digital services to harvesting and warehausing has high impact and the idea is well explained. Could not open the systems map link.
#5	Duniya (IDEA) Submission 428	Transportation	Well explained idea of digital app services to pharmacies and wholesalers. Inventory management services may require a lot of systems integration effort.
#6	YAAKA (IDEA) Submission 381	Transportation	Stand-alone product, which does not require much integration to other stakeholder's products hence less implementation challenges
#7	KaCyber (Scale) Submission 392	Transportation	May have systems integration challenge with transport companies' ticket sales systems. Has some evidence to show success, but may not be based within geographical area.
#8	Deft Pal (SCALE) Submission 468	Point-of-Sale	Logistics process integration tool that requires integration to different stakeholder systems, which may cause delays to market expansion.
#9	Easy Collect (SCALE) Submission 401	Transportation	Supply chain partners integration and incentive system well described and early success shown, but organization originates from outside of Africa and Europe.
#10	Arone AirExpress (IDEA) Submission 399	Transportation	Drone product in prototype phase. Integration to logistics operators systems requires efforts. Regulation for drone operations is under development still and may cause delays and new requirements.
#11	Instadriver (SCALE) Submission 451	Transportation	Gig transport application enables efficient driver recruitment. Stand-alone mobile solution does not need major integration to other stakeholder systems hence less implementation barriers
#12	Trotro.live (IDEA) Submission 442	Transportation	Taxi hailing service for low-tech environment. Specific solution to mitigate drivers' low competency on smart phone apps, which should support implementation and expansion.
#13	VINMAK FARMS (SCALE) Submission 412	End-user experience	Marketplace under development, connection and integration to different stakeholders requires major effort. Business model regarding that in generic level.
#14	Wadonge Group (SCALE) Submission 425	End-user experience	Marketplace app for grocery shopping. Stakeholder incentives to get onboard not clearly defined.
#15	Back Haul (IDEA) Submission 454	Transportation	Return journey solution concept for truck logistics. Requires integration to stakeholder systems (cargo owners, logistics brokers), which takes a lot of effort.
#16 =	Basket (SCALE) Submission 455	End-user experience	Food chain marketplace solution connecting suppliers, drivers, and vendors. Vendors can contact through different interfaces (app/sms) depending on their tech level, which supports user base expansion,
#16 =	Farmisphere (SCALE) Submission 473	Transportation	Cold-box delivery solution (box and delivery app) for rural areas cold chain delivery improvement. Low-tech connectivity services also provided, which supports expansion.
#16 =	Kyanda (SCALE) Submission 387	End-user experience	Payment solution for financial transactions. Perhaps no supply chain or logistics process impact.
#19	Wami Agro (SCALE) Submission 439	Transportation	Food chain solution connecting farmers and transport operators. Centralized mobile service with no integration to other stakeholders' systems supports expansion.
#20	Mwingi Kenya (SCALE) Submission 393	Transportation	Rural area (very remote) food chain solution. Centralized system and own retail shops lessens integration efforts, integration to logistics providers systems required.

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2.4 EVALUATION STEP THREE

In this step, a review of the combined Top 20 ranking was carried out by DIGILOGIC consortium partner FINN. This was done to check whether the focus on multiple details in the previous two steps had led to missing some comparative differences that might be seen by looking at proposals overall in comparison to each other. As shown in Table 7, this review led to FINN suggesting that some proposals could be re-ranked.

TABLE 7: REVIEW BY FINN OF TOP 20 RANKING

Rank	Proposal	Assessments
#1	Auto-Truck Submission 417	Solution is well articulated; applicants demonstrate they know their market.
#2	Trusty Submission 446	Solution based on blockchain is not fully described, but examples that showcase social impact are provided. Their solution is already applied in several projects across Africa, but market strategy from now on is missing.
#3	AfriAgrimark Submission 388	Team demonstrates strong awareness about business, market, and details of solution proposed are given. However, they already access acceleration support programs. So, other teams might benefit more from DIGILOGIC.
#4	Radava Mercantile Submission 427	Problem, solution and related advantages are well formulated and convincing. They could benefit greatly from DIGILOGIC support.
#5 (suggest #6)	Duniya Submission 428	This is a business idea and its innovativeness degree is not completely clear but it addresses a real issue and the team could benefit from the DIGILOGIC program.
#6 (suggest #11)	YAAKA Submission 381	Proposal a bit unclear and lacking details; they seem to have improvement potential and are addressing a real need.
#7	KaCyber Submission 392	Proposal is convincing (but not clear if actually within geographical scope).
#8 (suggest below #12)	Deft Pal Submission 468	Information provided is generic. So, lack of clarity about the specific problem, the target group, the market, the solution.
#9	Easy Collect & Drop Submission 401	Problem is defined, solution is clear. Info about technologies leveraged are incomplete. No info about new jobs and their quality is provided.
#10 (suggest #5)	Arone AirExpress Submission 399	This proposal clearly defines a problem, a possible solution and the underlying technology. The business model and market potential are briefly but clearly explained. Past track of support programs benefitted.
#11 (suggest #7)	Instadriver Submission 451	Problem and solution, which is already on the market since 2021, are defined clearly. The value proposition and the market analysis are well formulated; the team can rely on fitting capabilities and experience. The needs in terms of investment and the evolution steps are provided.
#12 (suggest #8)	Trotro.live Submission 442	Problem well defined, solution rich in details demonstrate good understanding of Ghana market. Team is aware about its achievements and urgent needs. They could profit a lot from the DIGILOGIC program.
#13 (suggest #17)	VINMAK FARMS Submission 412	The problem and, most important, the solution on which they are already working (an e-commerce platform has been developed apparently) are not convincingly described; the product and service offering remains vague. It is questionable if it is a scale stage
#14 (suggest #10)	Wadonge Group Submission 425	The proposal is well articulated and prepared in professional manner.
#15 (suggest #14)	Back Haul Submission 454	Idea is addressing a problem that if solved could have huge positive impact on Ghana transport system, improving informal haulers working conditions.
#16= (suggest #15)	Basket Submission 455	The solution is clearly presented, but information about the team, the growth plans or the market are missing.
#16= (suggest #11)	Farmisphere Submission 473	Seems a stronger proposals than some of those ranked above it. So could be moved into the top 12
#16 =	Kyanda Submission 387	Pure fintech, well articulated business model and promising startup from Kenya, but unclear link with critical mile.
#19 (suggest #13)	Wami Agro Submission 439	Problem and solution are clearly explained, it's competing with other proposals in the top 12; does it constitute a problem?
#20 (suggest #12)	Mwingi Kenya Submission 393	It addresses a relevant social problem and provides figures about achievements so far.

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2.5 EVALUATION STEP FOUR

As 96 percent of the proposals are from African teams, BongoHive and MEST carried out a final evaluation of the Top 20 ranking. These are the two DIGILOGIC consortium partners that have the most experience of working with start-ups in Africa, and have the most on-the-ground knowledge of changing commercial, political, economic, social, and technological environments in Africa. This led to the Top 12 and the 13 to 20 rankings shown in Table 8. This concluding ranking is based on expert opinions about which proposal teams could benefit most from the DIGILOGIC programme to create quality local employment in the geographical regions covered by DIGILOGIC.

TABLE 8: TOP 12 RANKING AND EIGHT RESERVE PROPOSALS

Top 12 Ranking			
Rank	Proposal	Geography	Topic Category
#1	Auto-Truck Submission 417	Kenya	Transportation
#2	Trusty Submission 446	Italy	Warehousing
#3	Radava Mercantile Submission 427	Kenya	Warehousing
#4	Duniya Submission 428	Zambia	Point-of-sale
#5	YAAKA Submission 381	Zambia	Transportation
#6	Instadriver Submission 451	Kenya	Transportation
#7	Farmisphere Submission 473	Nigeria	Transportation
#8	Wadonge Group Submission 425	Kenya	End-user experience
#9	Trotro.live Submission 442	Ghana	Transportation
#10	Deft Pal Submission 468	Ghana	Point-of-sale
#11	VINMAK FARMS Submission 412	Ghana	End-user experience
#12	Mwingi Kenya Submission 393	Kenya	Transportation
13 to 20 Ranking			
#13	AfriAgrimark Submission 388	Kenya	Transportation
#14	Arone AirExpress Submission 399	Nigeria	Transportation
#15	Back Haul Submission 454	Ghana	Transportation
#16	Basket Submission 455	South Africa	End-user experience
#16	Kyanda Submission 387	Kenya	End-user experience
#18	Wami Agro Submission 439	Ghana	Transportation
#19	Khebet Entrepreneurs Submission 449	Kenya	Transporation
#20	Yom Yom Submission 472	Ghana	Transportation

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3. PROPOSAL TEAMS JOINING DIGILOGIC PROGRAM

In this section, information is provided about the proposal teams that have confirmed that they will join DIGILOGIC's one-year program of support. All of the Top 12 teams accepted the invitation to join the programme. For each team, the name, country, stage, and topic category are stated before a brief description of its activities.

- **Auto-Truck** Kenya Scale Stage Transportation
  Auto-Trucks plan is based on its ECO-CART, which is designed to save on time and energy. It is fitted with a 24V DC transaxle motor with RMRS integrated to improve the efficiency of the batteries by 90%. It allows the puller a capacity of 750kgs, a speed of 5 km/h, the energy of 3.5 cal/min, covering up to 30 trips a day making Ksh 3500 per day. Auto-Truck plans to create local employment through the local production of innovative logistics vehicles that are suitable for local conditions.

FIGURE 6: AUTO-TRUCK'S ECO-CART

- **Deft Pal** Ghana Scale Stage Point-of-sale
  Deft Pal aims to introduce a point-of-sale and inventory management platform that is all-inclusive, allowing a seamless flow of data and information between suppliers, customers and transporters. The platform aims to automate communication in the logistics value chain to help in planning, managing logistics efficiently and effectively, including an algorithm that revises minimum stock levels and reorder quantities. The platform shall be optimised for mobile and desktop computer systems so as to make it accessible to all. This will be different to traditional point of sale systems that are generally priced out of reach for most African businesses.

- **Duniya** Zambia Idea Stage Point-of-Sale
  Duniya aims to introduce a health app that allows pharmacies and hospitals to order medicines and medical supplies from their trusted local manufacturers and wholesalers. The aim is that orders on Duniya are processed and delivered within 24 hours of confirmation of order. This allowing pharmacies and hospitals to quickly replenish stock of life-saving pharmaceuticals. Pharmacies and hospitals can also track their orders on the Duniya app. It is intended that the Duniya app also includes a free inventory management system specifically tailored for pharmacies and hospitals in Africa.

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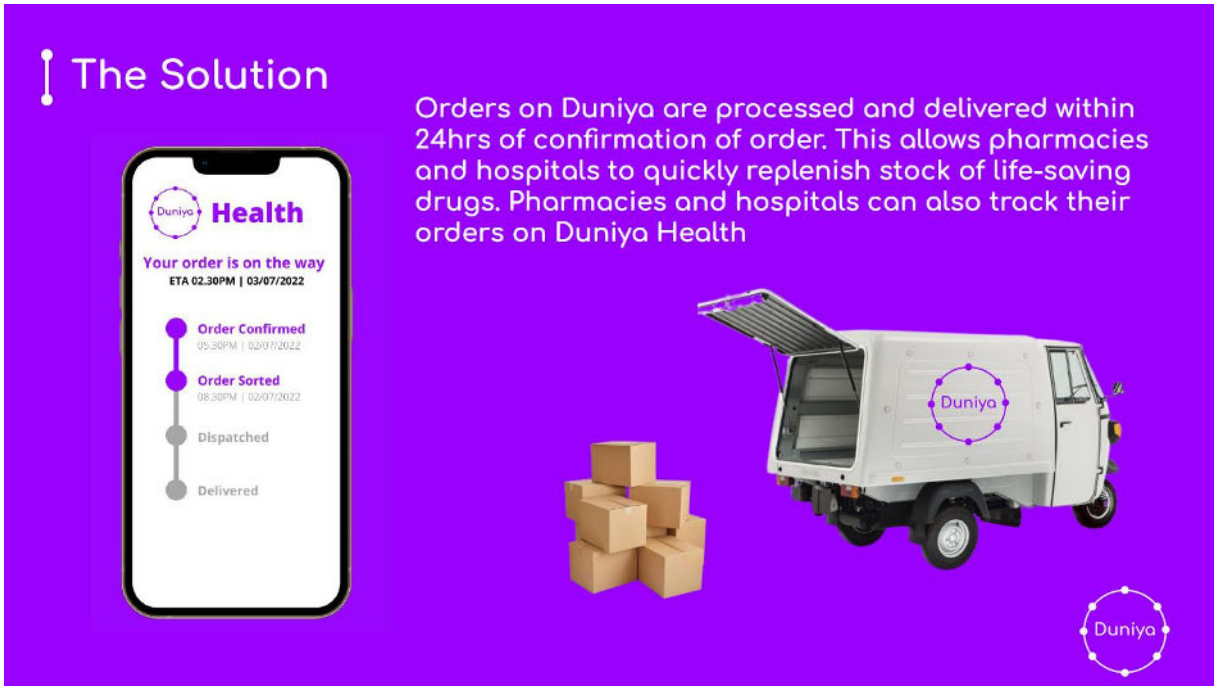

FIGURE 7: DUNIYA'S APP

- **Farmisphere** Nigeria Scale Stage Transportation
  Farmisphere is a fresh food logistics company, which provides smart logistics for fresh-foods and seafood through land transportation from rural to urban areas. This is done using an innovative smart solution called the iSmart delivery cold-box, which is attached to delivery bikes and trunks of vehicles. It provides a secure, automated, temperature-controlled delivery with an Internet of Things (IoT) to monitor product quality and collect real time data on the condition of produce through-out the delivery process. The solution utilizes a mobile app and a USSD code where farmers, fisherfolk and seafood harvesters living in the rural creeks can request product-pickup and delivery for as low as $2 per pickup/delivery while experiencing zero spoilage through-out order fulfilment, increased income and productivity.

FIGURE 8: FARMISPHERE ISMART COLD BOX

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- **Instadriver** Kenya Scale Stage Transportation
  Instadriver aims to address the current prevailing situation that employers search for drivers in the wrong places: e.g. Whatsapp groups, Facebook groups, asking friends and family. Aim is to set-up a driver-employer marketplace to enable employers to hire competent and verified drivers in under 10 minutes. Instadriver introduces fleet management software that helps gig transport employers make their gig business more sustainable and less hectic. This includes monthly subscription for driver recruitment using software as a service, and flat rate for driver placement by Instadriver. Product development includes in-app payment, telematics software, and automating vehicle and driver verification.

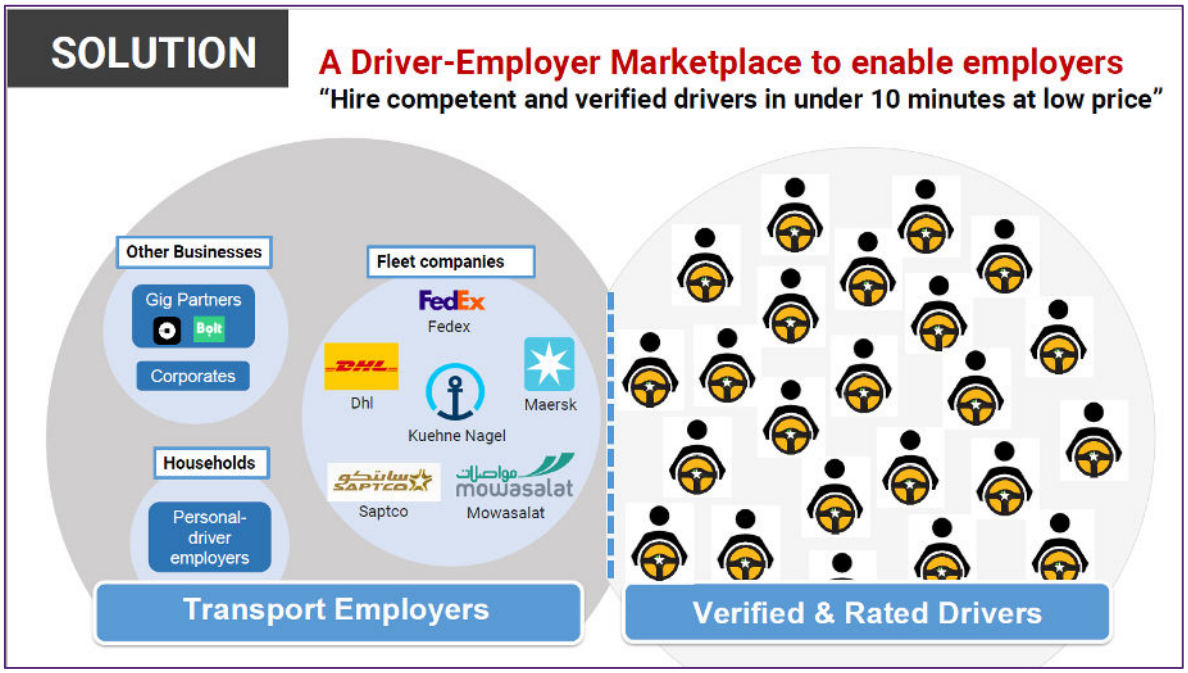

FIGURE 9: INSTADRIVER'S DRIVER-EMPLOYER MARKET PLACE

- **Mwingi** Kenya Scale Stage Transportation
  Mwingi aims to address the problem that very remote areas in Kenya are underserved because there are no established supply chains. Main problem are the high transportation costs, due to long distances and bad roads. As a result, people in those areas are malnourished and often cannot buy even essential products like maize meal. Mwingi's innovative business idea is the aggregation of demand for FMCGs (flour, rice, sugar, cooking fat etc.) in entire remote areas.

FIGURE 10: MWINGI'S DIGITAL TRANSACTION SYSTEM

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- **Radava** Kenya Scale Stage Warehousing
  Radava aims to address the issue that due to the lack of structured markets, smallholder farmers in sub-Saharan Africa fail to market their products and manage price risk effectively. For instance, the oversupply situation at the markets at the time of crop harvest forces millions of smallholder farmers to sell their produce at depressed prices. Radava aim to capitalize on the newly introduced Warehouse Receipt System in Kenya to provide farmers with warehousing and connect them to the global marketplace. As well as providing warehousing facilities that reduce post-harvest losses, Radava aims to link warehouses to an electronic exchange where electronic receipts issued from these warehouses are tradable on the Radava Mercantile Exchange.

- **Trotro** Ghana Idea Stage Transportation
  Trotro aims to provide a trusted, fast and convenient on-demand service for vehicles via its apps. This being achieved through organizing all data into big data where with the help of machine learning via a simple web app and mobile app for Android and IOS devices where users can downloaded and access know your cost enquiries database offline. Extra feature might need Internet connections but app is absolutely free.

- **Trusty** Italy Scale Stage Warehousing
  Using blockchain, QR, and digitalization, Trusty aims to reduce the information gap between farmers and consumers. This involves improving collection and traceability of information along supply chain in total security, making the data collected accessible to all, and enhancing over time the contribution that each partner makes for the improvement of the supply chain.

FIGURE 11: TRUSTY BLOCKCHAIN TRACEABILITY

- **Vinmak** Ghana Scale Stage End-user experience
  Vinmak aims to provide an end-to-end solutions to smallholder farmers by creating access to information, credit, mechanization services, input and market along the agricultural value chain for maize, soybeans, cowpea, rice and shea. Vinmak focuses on women in smallholding agriculture in hard to reach communities, agro Input dealers and service providers, and industrial grain users.

- **Wadonge** Kenya Scale Stage End-user experience
  Wadonge aims to address problems of food losses for retail vendors of fresh produce. Wadonge recognizes that some 70 percent of vegetable vendors are female. Wadonge aims to reduce the high food prices by reducing the 40 percent losses of perishable goods that are covered by increasing food prices. Wadonge aims to address these problems with its Nitume Sokoni app. Nitume Sokoni means send to market in Swahili. Wadonge encompasses business to business (B2B) and business to consumer (B2C).

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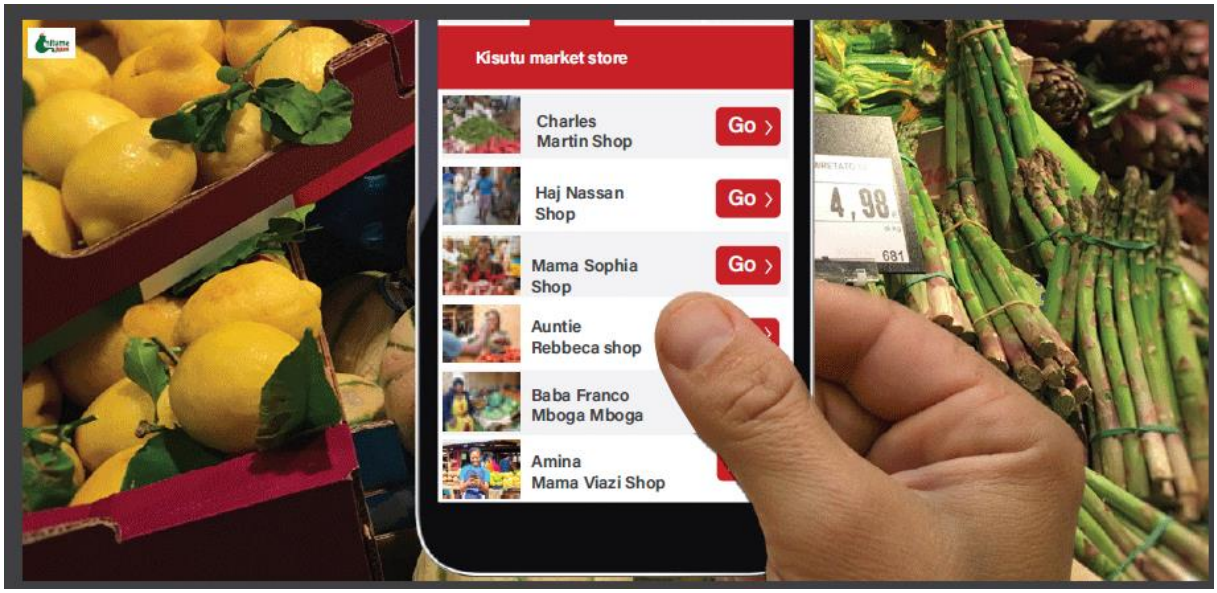

FIGURE 12: WADONGE'S NITUME SOKONI APP

- **Yaaka** Zambia Idea Stage Transportation
  Yaaka aims to address the need for access to clean energy all along supply chains. For example, 5-in-6 rural sub-Saharan Africans do not have access to mobile phone charging services. Yaaka intends to introduce pay as you go mobile solar energy charging. Its targets are to be 50 percent cheaper than current charging kiosks through 80 percent efficiency in energy. This involves specific charging ports which avoids overcharging or less charging which affects batteries. Thus, aiming for the lowest possible overall carbon-footprint.

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4. NEXT STEPS

The next steps are the boot camp in December 2022, and the one-year programme of mentoring and facilities access for the 12 teams throughout 2023. The next and concluding deliverable will be D4.4, Challenges Conclusion Report, which is due in M34: i.e. end of October 2023. This will provide detailed information of the boot camp and the one-year programme. In the meanwhile, with the support of WP5 led by Prototipi, DIGILOGIC will engage the 12 teams in Dissemination and Communication activities to promote their solutions and their achievements across DIGILOGIC channels. DIGILOGIC will also scout for opportunities for the 12 teams to meet potential uptakers and investors, at events in Africa and/or Europe. Details on these promotional activities will be provided in D5.6.

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ANNEXES

ANNEX 1: OPEN CALL FOR THIRD PARTIES CHECKLIST

Although there is no transfer of money to the 12 teams selected for the one-year programme of mentoring and facilities access in 2023, the open call for third parties checklist is in this annex. As there is no grant made to the 12 teams, the checklist is abbreviated.

Call title

name of the competitive call	Challenges

Call content

Topic	Digital logistics
Challenge	Improve performance of digital logistics in Africa, Europe, and between the two continents
Scope	Warehousing, Transportation, Point-of-sale, End-user experience
Expected impact	12 teams selected for one-year programme of Digilogic consortium expert support to facilitate the 12 teams improving performance of digital logistics

Call announcement

where is the information on the call going to be published?	Digilogic Community Platform and social media

Evaluation criteria

e.g. Excellence, Impact, Implementation, other	As listed in Figures 3, 4, and 5 in section 2 above

How to apply

Submission process, including Evaluation tools, means of submission	Via Digilogic Community Platform

Eligibility criteria

e.g. which countries can participate	Ghana, Nigeria, Zambia, Finland, Germany, Italy. Also, from Botswana, Kenya, Malawi, Mozambique, Namibia, South Africa, Zimbabwe.

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Method of evaluation

Evaluation process	As described in detail in section 2 of this deliverable
Number of expert opinions per proposal	Four
Conflict of interest procedure	Throughout, evaluation involved not selecting a proposal when there may be a conflict of interest, such as having helped with proposal preparation; having a professional and/or social relationship with one or more of the proposal participants.
Ranking rules	Rankings of each evaluator averaged as described in section 2 above and in Annex 2 below

Timetable

Call announcement	April 2021 on Digilogic project website
Call publication/opening	1st May 2022
Submission deadline	31st August 2022
Evaluation period	1st September to 3rd October 2022
Finalisation of ranked list	3rd October 2022
Expected duration of participation	12 months

ANNEX 2: COMBINED TOP 20 RANKING CALCULATION

Ranking combination calculations are shown in Table 1 below. The four separate Top 20 rankings from BongoHive, DHM, ENDEVA, and MEST were combined into one collective Top 20 ranking of proposals by VTT. This was done through four measures listed below.

1) Firstly, each proposal's number of Top 12 rankings was counted.
2) Then, each proposal's number of rankings between 13 and 20 was counted.
3) Next, total proposal rankings for each proposal were added together and that number was divided by four. When proposals did not have four top 20 rankings, the number 21 was added to their ranking total. That combined number was divided by four. The number 21 was added because this is the lowest possible ranking number that would lead to a proposal not having a top 20 ranking. For example, a proposal with three top 20 rankings had 21 added to the sum of its three rankings: e.g. a proposal with three rankings of second, fifth, and sixth had the ranking of twenty-first added to make a ranking total of 34, which when divided by four equals 8.5. It is the proposal's best combined ranking because the best ranking outside the top 20 is twenty-first. The best combined ranking total was calculated in this way for all proposals up until calculations for the Top 20 was completed.

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4) Subsequently, the combined Top 20 ranking was listed by comparing the proposals to each other in terms of the first three measures with number of Top 12 rankings being most important, number of 13-20 rankings being second in importance, and combined ranking total divided by four being third in importance.

TABLE 9: COMBINED RANKING CALCULATIONS

Proposal	BH	DHM	ENDEVA	MEST		No. of top 12 rankings	No. of 13 – 20 rankings	Sum of rankings divided by 4	Rank
AfriAgrimark Submission 388	-	2	6	5		3	0	8.5	3
Afrigility Submission 395	-	-	12	-		1	0		
AgSave Submission 433	15	-	-	-		0	1		
Arone AirExpress Submission 399	-	6	19	8		2	1	13.5	10
AutoTRUCK Submission 417	11	9	9	2		4	-	7.75	1
Back Haul Submission 454	4	19	-	19		1	2	15.75	15
Basket Submission 455	14	-	4	-		1	1	15	=16
Deft Pal Submission 468	2	12	-	13		2	1	12	8
Duniya Submission 428	10	4	-	7		3	0	10.5	5
Easy Collect & Drop Submission 401	-	7	13	9		2	1	12.5	9
Farmisphere Submission 473	1	-	17	-		1	1	15	=16
HS.ai Submission 443			18	-		0	1		
iLoN Submission 471	-	20	-	20		0	2		
Instadriver Submission 451	5	-	3	-		2	0	12.5	11
KaCyber Submission 392	18	5	-	1		2	1	11.25	7
Khebet Entrepreneurs Submission 449	-	-	1	-		1	0		
Kyanda Submission 387	-	15	-	3		1	1	15	=16
Mwingi Submission 393	19	-	10	-		1	1	17.75	20
Move with Confidence Submission 385	-	14	-	15		0	2		
Ólage Submission 82	-	13	14	14		0	3		
Pharma log Submission 445	20	-	-	-		0	1		
Philotea Submission 413	-	17		17		0	2		
Snoocode Submission 459	3	-	-	-		1	0		
Radava Mercantile Submission 427	-	3	7	6		3	0	9.25	4
Swoove Submission 380	-	-	8	-		1	0		
Thumela Submission 391	17	-	20	-		0	2		
TMS Logistics Submission 431	-	18	15	18		0	3		
Travella Submission 422	-	-	11	-		1	0		

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Trotro.live Submission 442	12	-	2	-		2	0	14	12
Trusty Submission 446	7	11	5	12		4	-	8.75	2
VNMAK Farms Submission 412	-	8	-	10		2	0	15	13
Wadonge Group Submission 425	-	10	-	11		2	0	15.75	14
Wami Agro Submission 439	6	-	16	-		1	1	16	19
Weigo Submission 420	9	-	-	-		1	0		
YAAKA Submission 381	16	1	-	4		2	1	10.5	6
Yom Yom Submission 472	8	-	-	-		1	0		

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