

Annex 3 Non-Selected applicants

1 General

Out of the 300 surveys sent out, 92 responses were received (30% response rate). In terms of types of ventures that applied, 51% identified themselves as a social enterprise first. This was followed by NGOs and SMEs respectively, both at 18% (micro-business 5%, knowledge institute 1%). (Not shown). Reflecting the spirit of joint ventures and partnership creation inherent to BPF, about 26% of applicants identified themselves as some combination of these categories.

In terms of country location of respondents, 30 unique countries applied for grants. All but one came from Africa (Afghanistan), with 20% from Nigeria, followed by Uganda (10%), Kenya (8%) and Burkina Faso (7%) as predominant countries (Not shown). Since this is not a review of all non-selected grant applications, this simply indicates from which countries respondents chose to answer and does not have a broader implication on where BPF has chosen to allocate funding.

2 BPF application process

Following the methodology employed in the grantee survey all non-selected applicants were also invited to provide comments on the application process and where they might see increased need of support and improvements from BPF. Overall 43% of respondents indicated that overall they were satisfied with the application process and 28% less satisfied, see Figure 1.

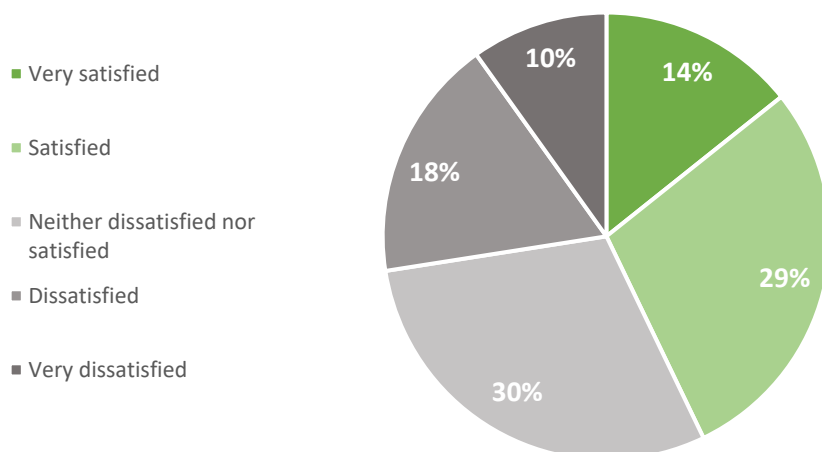


Figure 1 Satisfaction rates amongst non-selected applicants with the BPF application process.

A deeper investigation into support and feedback from BPF, after the application had been officially rejected, revealed that half the respondents did seek feedback from BPF on their application. Of those only 50% were satisfied with the feedback received and the timeliness of the response. Ultimately, BPF did see 48% of those applicants return for a future funding call, see Figure 2. Of those applicants that never reached out for feedback, 51% of them still re-applied for future rounds (not shown).

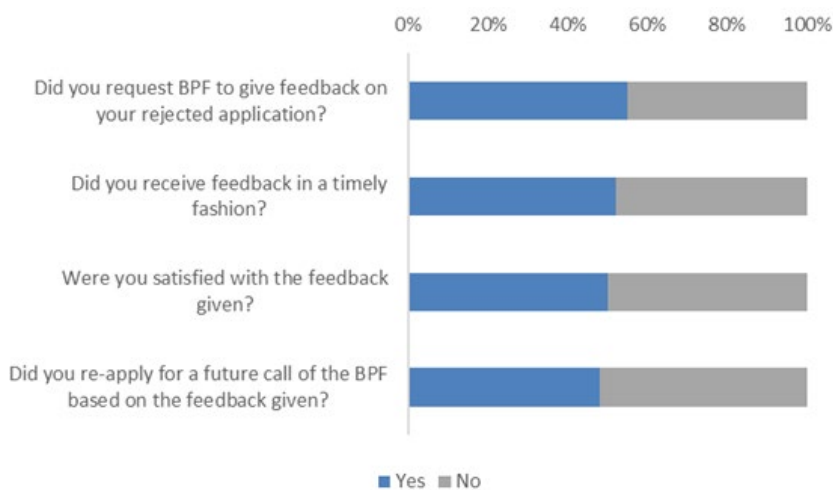


Figure 2 Overview of non-selected applicants request for feedback, whether they were satisfied with the feedback response and timeliness and whether they subsequently re-applied to the fund.

In terms of the application process itself, when asked specifics about the process, the clarity of the form, ease of completion and access to supporting information, most respondents were positively inclined with over 60% either strongly agreeing or agreeing to the below statements. The lowest positive response rate (64%) was on ease of completing the application form, see Figure 3.

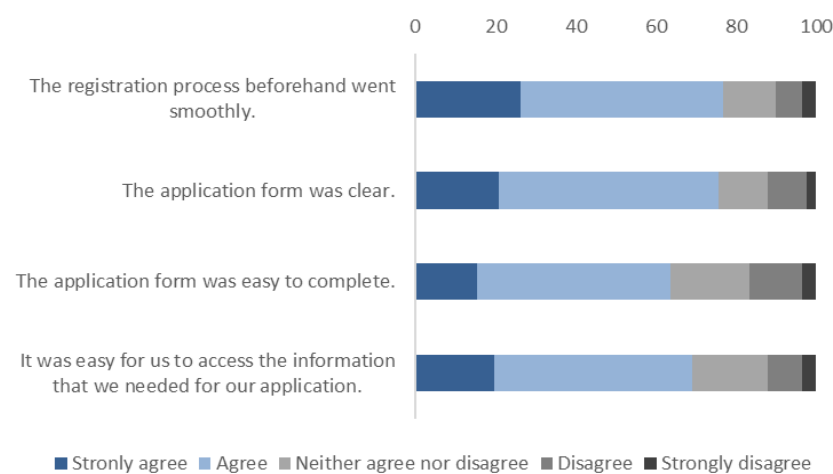


Figure 3 Overview of non-selected applicants perception on selected aspects of the BPF application process.

In terms of communication mechanisms and materials provided at this stage of the process, 58% of applicants were overall either very satisfied or satisfied with the communication processes, whereas only 20% were overall dissatisfied. (Not shown)

When asked to what extent they were aware or had used the existing communication materials and support provided by BPF in order to complete their application, respondents overall indicated that they were not aware of most processes and materials available to them. Even if they were aware, or had used them, they were not found to be very useful. With the exception of the information provided on the BPF homepage on other supported projects, where 31% of respondents indicated that they found it useful, see Figure 4.

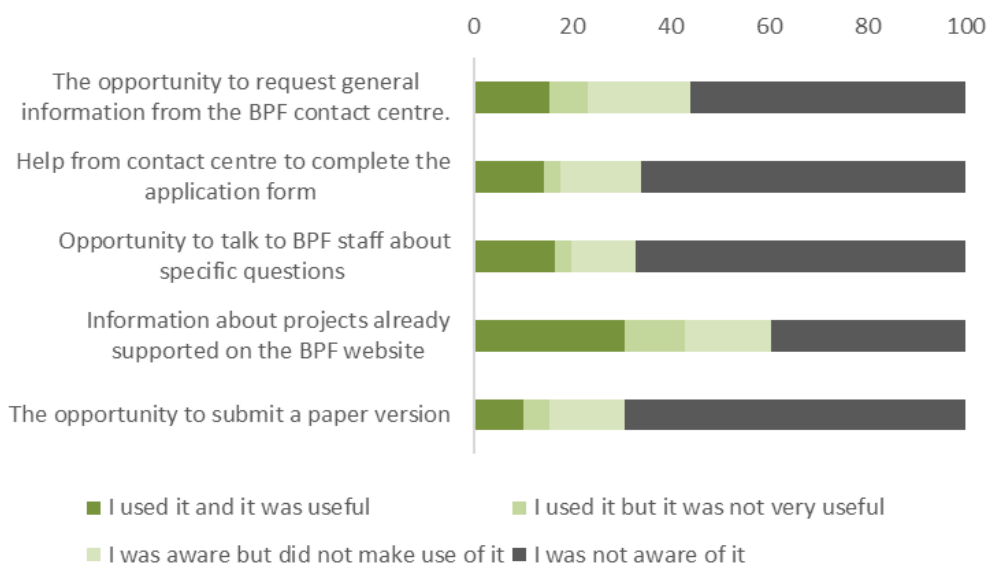


Figure 4 Overview of applicants perspectives on the usefulness of BPF communication materials and support processes.

When asked 'In your opinion, what are some key aspects that BPF could improve with regards to the application process? The feedback could be summarised into the following categories, with some key take-aways highlighted below for BPF.

Feedback on the Application Process (15 responses):

- Applicants value the availability of a Q&A session (webinar) for clarifying application-related questions.
- Applicants found that processing applications in a faster manner and providing offline options for application forms are important factors for improvement.
- Providing clear and detailed information during the application process is essential to ensure applicants' understanding and efficiency.

Feedback on Communication (8 responses):

- Applicants seek more comprehensive feedback on why their applications were not selected.
- Transparent communication about the selection process and clear steps for applicants are critical. The process was highlighted as a black-box by one respondent.

Timely and informative feedback plays a crucial role in helping applicants improve their future applications.

Feedback on Support and Assistance (8 responses):

- Creating awareness about available services and offering support or examples for required information can enhance the application experience.
- Providing clear contact options, such as WhatsApp, for inquiries is valuable for applicants.
- Making sure that there is a clear link to a BPF support centre that can applicants who need clarifications.

Feedback on Eligibility and Clarity (4 responses):

- Clarity in eligibility criteria and application requirements is crucial for potential applicants.
- A few organisations that were social impact organizations, highlighted that the grant was not available to them, which was not apparent until they were already deeper into the application process.
- Providing specific and transparent eligibility information can reduce confusion and improve the application process.

Feedback on Specific Processes and Requirements (2 responses):

- The Sedex ESG Screening process was mentioned as being time-consuming and stressful for partners. In addition, several respondents indicated that they never received any feedback after it was done, so knowing how and where to improve was difficult.
- The requirement for matching funding, especially when not in-kind, can pose challenges for some NGOs.

Feedback on Miscellaneous Topics (4 responses):

- Contextualising the application process to fit the realities of different countries and regions was highlighted.
- Some applicants mentioned the need for more specific guidance and information regarding the application process.
- Allowing the general public to access information through various channels, like embassies and media, can improve transparency and awareness.

The survey also investigated whether going through the application process was helpful to plan for other funding opportunities. 53% of respondents indicated that going through this process with BPF was indeed helpful. However, only 18% of respondents had been successful in securing other means of funding (not shown).

Finally, respondents were asked for their views on any project modifications they have identified in order to better fit BPF's call for projects to contribute to blended value creation.

There was a wide variety of views and opinions on this topic and key takeaways are summarised below.

A few of the positive and practical steps applying organisations identified included:

- Attending an accelerator program and preparing the business plan for investment readiness are useful actions one can take to enhance the project's applicability for blended value creation and increase readiness for a grant call, such as BPF.
- Some applicants discuss refining the project's intended focus, such as product enhancement or biodiversity conservation or better highlighting the potential for widespread impact as ways to help improve the business plan
- Also improving on specifics, such as better detailing the social or economic impact that the project intends to achieve in the application.

In contrast, this question also highlighted some frustrations surrounding the clarity of the application process and how applicants are meant to improve their business plans to better suit BPF criteria.

- Several applicants express the desire for feedback to understand the weaknesses in their applications and let them know how to improve for future rounds. To take into consideration here is that many respondents felt that their project was well suited for the BPF call and does meet the criteria for blended value creation, but they are unaware of why their application was rejected or how to improve.
- Transparency on feedback from BPF judges is also seen as valuable for improvement.