



INNOVATION BRIDGE

A BUSINESS INSTRUMENT OF THE DANISH MINISTRY OF FOREIGN AFFAIRS

APPLICATION GUIDELINES

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1. About Innovation Bridge

Innovation Bridge supports partnerships that wish to explore the feasibility and demonstration of solutions and technologies provided by businesses which public authorities in partner countries can use to improve the delivery of their public functions to more effectively tackle challenges and help progress towards the Sustainable Development Goals (SDGs).¹

Interested partnerships **led by an international commercial partner** can apply for support under one of two windows:

- 1) **Feasibility and concept maturation** for initiatives and potential business cases at the early stage that require further information gathering, consultations, and development to be ready for demonstration or full implementation. Grant support up to DKK 750,000 (minimum DKK 250,000), with minimum 50% own-contribution by the business partner(s) and a duration of 6-8 months.
- 2) **Demonstration and proof of concept**, for testing, proofing, and demonstrating the applicability and value-added of solutions provided by commercial businesses for adoption by public authorities to implement their functions in managing national development, whether regulatory, service delivery, infrastructure, stability and security, or other. Grant support of up to DKK 6 million with a minimum 25/50% own contribution by the business partner(s) depending on whether support is provided in accordance with the EU de minimis regulations or the General Block Exemption Regulation (GBER) respectively. The duration of the project can be up to 24 months, excluding a project preparation phase for preparing the full Project Document of approximately 4 months.

Innovation Bridge is funded under the Danish development cooperation and administered by an external Fund Manager.

Innovation Bridge complements other Danish initiatives that engage with private and public sector actors including government to government collaborations, development financing, and bilateral development programmes.

These guidelines explain how businesses, public authorities, and other non-commercial actors can jointly apply for support under Innovation Bridge, what should be considered and on what criteria the application will be assessed. It will always be the commercial partner that leads the project and who preferably will be the administrative partner. If

¹ targets cases where engagement with public authorities, and potentially also non-commercial partners, is essential to test regulatory compatibility, system integration, institutional feasibility, or public-value relevance.

considered relevant a non-commercial partner can be included as administrative partner. The public partner cannot be administrative lead.

The lead commercial partner must have sufficient capacity to lead the business case driving the project and engage effectively as relevant in the project implementation.

Box 1: What is an Innovation Bridge project?

An Innovation Bridge project will seek to demonstrate how a certain solution or product provided by a commercial business may help a public authority to more effectively or efficiently manage its regulatory, service delivery, or other core public management roles and tasks, whether by addressing regulatory bottlenecks, improving public services, enabling green transition, or strengthening institutional frameworks. The task it addresses should be critical for inclusive and sustainable development and progress towards the SDGs in the context. To the business, providing the solution or product should represent a commercial opportunity, but constraints beyond its internal capacity or high perceived risks in the local context keep the business from taking the business case forward towards implementation or scale in the partner country.

It is a requirement for support that applications clearly show a case where (i) regulatory, institutional or public-good related constraints prevent market-based implementation, and (ii) such constraints cannot be addressed through commercial financing or existing instruments (additionality). The applications should also outline preliminary pathways to scale, including potential financing sources and institutional ownership, as part of both application and completion.

An example could be the demonstration of a certain environmentally friendly technology that enables compliance with a strengthened regulatory framework, for instance following a strategic sector cooperation between a national and Danish public authority. It could also be a digital or health solution that helps a public authority improve access, transparency, and accountability in services to low-income communities. Another example could be the introduction of technologies that allow more efficient and sustainable management by public authorities of national resources, such as water and energy.

Demonstration and proofing help to de-risk the business' early-stage engagement in various ways, including by generating evidence to inform public decision-making and unlock follow-up investment from public, development finance, or commercial sources. The scope is thus on early-stage maturation and proof of concept rather than full implementation. Upon completion, the public authority in the partner country will take ownership of the demonstration project/equipment/technology.

2. Application process

Partnerships that wish to apply for support from Innovation Bridge should complete the Application form, which in 2026 can be downloaded from <https://danida-business-partnerships.dk/resources/>. As guidelines and application formats will be adjusted when needed, it is the responsibility of applicants to ensure that the most recent guidelines and application formats are always used. When finalized, the applications should be submitted to innovation-bridge@ncg.dk.

The public authority in the partner country must commit to the partnership and participation in the project by attaching a letter of intent to the application. The application format includes notes on what information should be included in the letter of intent (*see appendix A in the application form*).

Process for window 1: Feasibility and Concept Maturation

Applications for the Feasibility and Concept Maturation window are processed on a rolling basis. In 2026 the window will close for applications on 20 November 2026. It will open again in 2027 and, applications can be submitted anytime during the year.

Applications for the Feasibility and Concept Maturation window will be notified about approval or rejection of their application on a rolling basis. Approved applications under this window may be required to further develop and detail any minor gaps identified in the application.

Process for window 2: Demonstration and proof of concept

Applications for the Demonstration and proof of concept window are processed in two annual calls. These guidelines relate to the first call in 2026. The deadline for applications under the Demonstration and proof of concept window in 2026 is **20 November 2026 1 PM CET (Danish time)**.

After the deadline, the Fund Manager will screen incoming applications for eligibility, inform rejected applicants, and assess eligible applications based on the criteria detailed in section 10.

Applicants will be notified whether they have been shortlisted for an interview to present their project idea. Following the interview, applicants may be granted preliminary approval, after which the partnership is invited to prepare a full project document. The full project document is the final basis for the approval and implementation of the project. If granted preliminary approval, the partnership will have approximately four months to prepare a full project document².

² The full project document will largely follow the application format but with further elaboration of the different sections and with more details of any part found to be insufficient during the

The Fund Manager will strive to inform applicants who are rejected for lack of compliance with the eligibility criteria within one month after the submission deadline.

Eligible applicants should expect 1-2 months from submission before either a rejection or an invitation for interview.

assessment and interview process. This will be discussed during the interviews. Subsequent project preparation process will provide further guidance for successful applicants.

3. Guidance to applicants

Eligibility and selection criteria

To be eligible for support from the Innovation Bridge, partnerships must meet certain eligibility criteria (listed in section 5). Applications will be checked to ensure these requirements are met before being further considered. Applications that do not meet the eligibility criteria are administratively rejected.

Applications that meet the eligibility criteria will be assessed based on three main selection criteria:

- **Focus, relevance, and feasibility of project:** Clarity of project focus, grounding in relevant wider initiatives, and solidity of implementation plans and partner capacity.
- **Development effects and national alignment:** The potential of the solution or product to improve public authorities' ability to promote social and environmental benefits for progress on the SDGs; align with national priorities; and development additionality of support.
- **Business case scale-up and viability:** The potential for the business case to be scaled up and be commercially viable, based on realistic pathways for funding and institutional adoption.

Commercial partners in a partnership project must be committed to responsible and sustainable business practices, including integration of human rights, labour rights, environment and anti-corruption concerns into operations and core strategies. Reference is made to section 8.

The partnership

A partnership consortium under the Innovation Bridge must as a minimum consist of one international commercial company and one public authority from the partner country. See Box 2 for definition of international commercial partner. The public authority commits based on a letter of intent submitted as part of the application. A partnership can include additional commercial and non-commercial actors as formal partners (signatories to the agreements under the instrument), with clearly specified and justified roles.

Box 2: Definition of international commercial partner
The lead commercial partner must be a for-profit international business. The lead commercial partner must have sufficient capacity to lead the business case driving the project and engage effectively as relevant in the project implementation. The lead commercial partner must meet at least one of the following four criteria: a. An international company registered in a non-ODA country, with commitment to engage directly and actively in the project activities in the project country. b. A locally registered subsidiary of a well-established international company, where the international company is registered in a non-ODA country. c. A large company with international ownership structure registered in the target country (and not covered by criteria b above), with at least 51% ownership by international well-reputed companies registered and operating in non-ODA countries. d. A locally registered company with an active investment and engagement at Board level from a European development finance institution (DFI)

The lead commercial partner will define the business case and lead in developing and providing the solution or product. The national public authority(ies) is expected to provide the regulatory and institutional knowledge, needs, and preferences and to lead the national public sector implementation and integration of the solution or product. Other non-commercial actors can also contribute with regulatory insight, institutional validation, and facilitation.

Every partnership should assign an administrative partner with responsibility for receiving and managing the funds and reporting. Note that the public authority cannot be the administrative partner.

The legal ownership of physical assets in the project shall reside with the commercial partner during the implementation phase. In a demonstration project, ownership of the assets shall be transferred 100% to the public authority upon completion of the implementation phase. For demonstration projects, this requirement will be included in an MoU to be signed by all partners and attached to the Project Document which will be developed before implementation starts. Further details regarding these arrangements will be agreed between the parties before project completion. The details will be discussed with and approved by the Fund Manager.

Support under the state aid rules

The commercial partner may receive support in accordance with the EU de minimis regulations, which caps the support at EUR 300,000 over a rolling three-year period. Such support will require a 25% own contribution by the commercial partner.

The commercial partner may, where the de minimis support is exhausted, alternatively receive support in accordance with the General Block Exemption Regulation (GBER), where the own contribution typically will be 50%.

The commercial partner(s) must in connection with the application declare previous support in accordance with the de minimis regulations (see appendix B in the application format). The declaration must include all support received by affiliated companies.

Any support granted under Innovation Bridge will be reported in accordance with the EU State Aid regulations.

The Fund Manager cannot advise on the application of the EU State Aid regulations.

Stakeholders – roles and linkages

Specific for demonstration projects, partners should consider and plan for the need to engage with a wider set of stakeholders relevant to the project idea.

This follows that a special feature of Innovation Bridge is that it builds on and strengthens collaborations between a wide range of public and private sector actors as well as civil society. Some of these actors will be direct partners who jointly sign on to the specific project. Others may have been engaged in developing and shaping the project concept or will engage in line with their role and mandate during implementation and any future scale up. The exact setup of stakeholders will depend on the specific case. Box 3 below lists the main stakeholders and potential roles.

Box 3: Stakeholders in an Innovation bridge project	
Public authorities in partner countries	Articulates the public problem or development need such as regulatory gaps, system inefficiencies, new standards, or service-delivery challenges, and confirm that the proposed collaboration aligns with national priorities and rules for collaboration with private sector.
Private companies or clusters of companies	Identify and provide the technological, operational, or system solutions to be tested. They play the leading role in shaping the commercial logic, technical approach, and scalability pathway of the proposed solution. A credible private-sector business case is required, and companies are expected to contribute own resources and expertise.
Non-commercial actors	Business associations, NGOs, or others with relevant mandates and capacities for tackling specific and confined market gaps may be included in the consortium and add value e.g. through facilitation, technical expertise on social and environmental issues, stakeholder engagement, or capacity development. If considered relevant, a non-commercial partner can serve as administrative partner.

Danish Embassies and representations	May often be the foundation from which partnership ideas emerge, based on existing dialogue with public authorities, such as through existing government-to-government collaboration, development financing projects, bilateral programmes, or other. Danish Embassies are expected to be closely involved in the dialogue with the partnership during implementation.
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4. Two windows – key features

Feature	Window 1: Feasibility and concept maturation	Window 2: Demonstration and proof of concept
Purpose and focus of support	Developing early-stage concepts for potential projects that require maturation and information gathering. The partners may use the Feasibility and Concept maturation project as the basis for a subsequent application for a full demonstration project. Clarify the public-sector need, priorities, and problem definition; stakeholder interests and roles; regulatory and institutional context; technical feasibility, commercial logic, cost-benefit parameters, and potential financing pathways.	Enable implementation of Demonstration projects that provide proof of concept under real-time conditions by testing innovative solutions that public authorities may adopt to improve the implementation of their policies, regulation, functions, and roles. Generation of knowledge and empirical evidence on technical performance, compliance, operational feasibility, institutional fit, and environmental or social performance of possible solutions and products to inform a potential full-scale implementation, system-level or market roll-out, and/or inform decisions on regulatory reform, public adoption, or follow-up financing.
Scope of activities supported	• Information gathering and maturation of project idea • Analytical work • Early stakeholder consultation (not implementation)	• Source and finetune/tailor solution/product to needs • Implement demonstration project • Adjust technology/systems based on lessons • Adjusting institutional systems, processes, and mechanisms • Compilation of lessons learned • Sharing/disseminating lessons
Financing & Duration	Grant up to DKK 750,000 (minimum 250.000). Own contribution by commercial partner (in cash or in kind) at 50% of total project budget.	Grant up to DKK 6,000,000, including DKK 250,000 for the preparation phase. Own contribution by commercial partner (in cash or in kind) at 25%-50% of total project budget depending on whether support is provided under the de minimis or GBER regulations.
Duration	6-8 months	Up to 24 months (excluding preparation phase of approximately four months)

Restrictions in funding	Public institutions cannot receive funding from the Danish Ministry of Foreign Affairs.	
Consortium	Minimum requirement: One international commercial company and a public authority in the partner country. If relevant and where it adds value, other commercial- and non-commercial partners can be included.	
Administrative partner	As point of departure, the international company. Another commercial company or a non-commercial partner may alternatively be appointed as administrative partner. Depending on the commercial partners history with EU state aid the support will be provided in accordance with the de minimis or GBER regulations.	
Application	Partnerships fill out and submit the Application form. A reduced application format applies to feasibility studies. Applications can be submitted and are approved on a rolling basis throughout the year.	Partnerships fill out and submit the Application form. The format should be completed in full. Two annual calls for applications (tentatively March and September). Two-step process: A longlist of applicants is prepared guided by the initial assessment of applications based on the selection criteria. Candidates on the longlist present their project in an interview. Shortlisted candidates are invited based on the interviews to submit a full proposal.
Implementation	A Feasibility Study will be implemented by the applicant, who may contract external support	A demonstration project will be implemented by the consortium. After termination of the demonstration, the solution/product is handed over to the public authority.
State Aid Rules	Support in accordance with the EU state aid will be provided under the de minimis or GBER regulations.	Support in accordance with the EU state aid will be provided under the de minimis or GBER regulations.
Reporting	Given the relatively small amounts, lean application and reporting formats will apply while maintaining ODA accountability.	

5. Mandatory requirements and exclusion list

All applications will be checked for eligibility based on the following criteria:

1. The partnership consists of at least one public authority in a partner country and one international for-profit (commercial) actor.
2. The public authority is committed to partaking in the project with the defined role, as confirmed through a letter of intent attached to the application.
3. The partnership has assigned one administrative partner.
4. All partners are registered legal bodies (registration certificates of commercial and non-commercial partners to be submitted with the application)
5. The commercial partners are legally and financially independent from the non-commercial partners.
6. The commercial partner(s) must not have outstanding debt to public authorities (declaration to be signed – see application form appendix C).
7. The lead commercial partner(s) should provide annual audited accounts for the two last financial years. Other commercial partners receiving grant support from Innovation Bridge should also attach audited accounts for the last two years. All should be annexed the application form.
8. The lead commercial partner should have: An annual turnover of minimum DKK 2.5 million according to the most recent audited accounts; a minimum DKK 1 million in equity according to the most recent audited accounts; and a minimum of 5 full-time employed staff according to the most recent audited accounts. If the accounts do not include this information, the partner will need to document the number of employees.
9. The exclusion list agreed among the European Development Finance Institutions applies, which means the partnership projects must not include the items defined on that list (see below).
10. Project country is eligible.
11. The funding requested is within the ceiling applicable to the window applied under.
12. All sections of the Application form are duly filled out in English, including the budget form.

13. The application is dated and signed by all partners in the consortium, and a signed letter of intent from the public partner is attached to the application.

Harmonized EDFI Exclusion List

The Innovation Bridge applies the exclusion list agreed among the European Development Finance Institutions, which means that projects must not include the following:

- 1) Forced labour³ or child labour⁴
- 2) Activities or materials deemed illegal under host country laws or regulations or international conventions and agreements, or subject to international phase-outs or bans, such as:
 - a. Ozone depleting substances, PCB's (Polychlorinated Biphenyls) and other specific, hazardous pharmaceuticals, pesticides/herbicides or chemicals;
 - b. Wildlife or products regulated under the Convention on International Trade in Endangered Species or Wild Fauna and Flora (CITES); or
 - c. Unsustainable fishing methods (e.g. blast fishing and drift net fishing in the marine environment using nets in excess of 2.5 km in length)
- 3) Cross-border trade in waste and waste products, unless compliant with the Basel Convention and the underlying regulations
- 4) Destruction⁵ of High Conservation Value areas⁶
- 5) Radioactive materials⁷ and unbounded asbestos fibres
- 6) Pornography and/or prostitution

³ Forced labour means all work or service, not voluntarily performed, that is extracted from an individual under threat of force or penalty as defined by ILO conventions.

⁴ Persons may only be employed if they are at least 14 years old, as defined in the ILO Fundamental Human Rights Conventions (Minimum Age Convention C138, Art. 2), unless local legislation specifies compulsory school attendance or the minimum age for working. In such cases the higher age shall apply.

⁵ Destruction means the (1) elimination or severe diminution of the integrity of an area caused by a major, long-term change in land or water use or (2) modification of a habitat in such a way that the area's ability to maintain its role is lost.

⁶ High Conservation Value (HCV) areas are defined as natural habitats where these values are considered to be of outstanding significance or critical importance (See www.hcvnetwork.org).

⁷ This does not apply to the purchase of medical equipment, quality control (measurement) equipment or any other equipment where the radioactive source is understood to be trivial and/or adequately shielded.

- 7) Racist and/or anti-democratic media
- 8) In the event that any of the following products form a substantial part of a project's primary financed business activities⁸
- a) Alcoholic Beverages (except beer and wine);
 - b) Tobacco;
 - c) Weapons and munitions; or
 - d) Gambling, casinos and equivalent enterprises.

Furthermore, the following investment exclusions are considered as a minimum common requirement by all EDFI members for all new Direct Financing (Debt or Equity), for Indirect Equity through new commitments to investment funds, and new dedicated lending⁹ via financial institutions:

- Coal prospection, exploration, mining or processing
- Oil exploration or production
- Standalone fossil gas exploration and/or production¹⁰
- Transport and related infrastructure primarily¹¹ used for coal for power generation
- Crude Oil Pipelines
- Oil Refineries
- Construction of new or refurbishment of any existing coal-fired power plant (including dual)
- Construction of new or refurbishment of any existing HFO-only or diesel-only power plant¹² producing energy for the public grid and leading to an increase of absolute CO2 emissions¹³
- Any business with planned expansion of captive coal used for power and/or heat generation

⁸ For companies, "substantial" means more than 10 % of their consolidated balance sheets or earnings. For financial institutions and investment funds, "substantial" means more than 10% of their underlying portfolio volumes.

⁹ "Dedicated lending" is defined for these purposes as loans conditioned by a use of funds clause specifying that such financing will be used for one or more of the purposes described.

¹⁰ Gas extraction from limnically active lakes is excepted from this exclusion.

¹¹ "Primarily" means more than 50% of the infrastructure's handled tonnage.

¹² For indirect equity through investment funds, investments (up to a maximum of 20% of the fund) in new or existing HFO-only or diesel-only power plants are allowed in countries that face challenges in terms of access to energy and under the condition that there is no economically and technically viable gas or renewable energy alternative.

¹³ I.e. where energy efficiency measures do not compensate any capacity or load factor increase.

6. Eligible countries

Innovation Bridge can fund projects in countries eligible for ODA support and with a Danish representation. That includes the following:

Least developed countries	Low-income countries
Bangladesh Ethiopia Rwanda Senegal Somalia Tanzania Uganda	Syria
Lower middle-income countries	Upper middle-income countries
Algeria Egypt Ghana India Iran Kenya Lebanon Morocco Nigeria Pakistan Philippines Tunisia Ukraine Vietnam	Albania Argentina Brazil China Colombia Georgia Indonesia Malaysia Mexico Moldova South Africa Thailand Türkiye West Bank

7. Elements eligible for funding

Overall, Innovation Bridge can fund outputs and activities that support the instrument's objective of improving the capacity and/or service provision of public authorities through adoption of private sector-delivered technical solutions. Outputs must generate public value and provide the evidence base to be adopted by the public authority in the partner country. Box 4 gives examples of types of outputs and inputs/expenses eligible for support.

Outputs primarily aimed at commercial market entry, product development for private gain, or competitive positioning will not be eligible for support.

Box 4: Examples of outputs (non-exhaustive) and inputs/expenses eligible for support	
Window 1: Feasibility and concept maturation	Window 2: Demonstration and proof of concept
<u>Types of outputs</u> • Market assessments and value chain analyses • Technical feasibility studies • Environmental and social impact assessments • Business case development • Risk assessments • Regulatory and licensing studies • Pre-investment and due diligence activities <u>Inputs/expenses:</u> • Salaries for staff • Travel costs • Stakeholder meetings/ workshops • Consultancies	<u>Types of outputs</u> • Adaptation of technologies to local conditions • Validation and proof-of-concept • Field testing and performance monitoring • Data collection and analysis • Technical documentation of results • Training and capacity building (of public authorities and others in applying solutions) <u>Inputs/expenses</u> • Monitoring equipment, sensors and control systems • Laboratory equipment, testing materials • Pilot-scale production equipment • Temporary minor demonstration infrastructure • Salaries for staff • Travel costs • Stakeholder meetings/ workshops • Consultancies

The costs of services by the Danish Trade Council to Danish participating companies cannot be funded by Innovation Bridge but may be included in the budget as the Danish commercial partner's in-kind own contribution. The 'Executive Order on Payment for Services Provided by the Danish Foreign Service' explains how Danish companies may make use of services of the Danish Trade Council.

If partners get funding from other sources than Innovation Bridge (such as the non-commercial partner, other donors, or non-commercial actors,

philanthropic funds, etc.), this will not be included in the commercial partner's own contribution ratio.

If the administrative partner is a non-commercial actor, the administrative partner may include an administration fee of maximum 7% to cover the costs of functions to manage the project overall and establish the basic project management processes and mechanisms.

8. Responsible business conduct

All commercial partners in the consortium must be committed to responsible and sustainable business practices.

The international commercial partner(s) is expected to have integrated into operations and core strategies principles and processes for ensuring respect for human rights and labour rights and to address environmental sustainability and anti-corruption concerns. The purpose should be both 1) enhancing positive impact of a partnership on local sustainable economic growth and 2) identifying, preventing and mitigating risks of potential negative impacts.

All commercial partners will be required to assess and actively work to address the relevant aspects of responsible and sustainable business practices in the preparation and implementation of the project.

The key international frameworks serve as benchmarks, including: UN Global Compact, UN Guiding Principles on Business and Human Rights, the OECD guidelines for multinational enterprises and the ILO decent work agenda. In addition, the EU Corporate Sustainability Reporting Directive (CSRD), Corporate Sustainability Due Diligence Directive (CSDDD), and the EU Deforestation Regulation (EUDR) apply if the company is above the defined scale. Commercial partners should be in compliance with national legislation from the start of the partnership project.

If complaints or disagreements occur e.g. with local stakeholders, The Danish Ministry of Foreign Affairs encourages partners to use the services provided by The Mediation and Complaints-Handling Institution for Responsible Business Conduct in Denmark, if relevant.

Minimum RBC requirements to commercial actors in an Innovation Bridge project

- Comply with national legislation and regulations in the project country.
- International commercial partners must operate in accordance with international norms for responsible business conduct i.e. UN Global Compact, UN Guiding Principles for Business and Human Rights (UNGP), OECD Guidelines for multinational enterprises and the ILO decent work agenda partner(s).
- All other commercial partners must work systematically towards implementing international standards in the operations of the commercial project.
- During project formulation (demonstration projects) the risks, impacts and mitigation measures related to the project must be assessed and defined considering human rights, decent work, environmental impact and anti-corruption. This should also be included as an outcome of feasibility studies.
- Set up mechanisms to systematically follow up on RBC throughout the project.

9. Reporting and monitoring of results

Partnerships will track and report on the results achieved through the projects. This is a requirement for all grants provided through Danish official development assistance. Requirements to reporting and monitoring differs between the two application windows.

Window 1: Feasibility and concept maturation

The partnership will be required to submit a project completion report which will document activities, results/outcomes of the feasibility study, and next steps. The format for the completion report will be shared with successful partnerships during the start-up phase.

Window 2: Demonstration and proof of concept

Partnerships will during the preparation phase establish indicators and targets related to outputs and outcomes in a simple results framework which will be reported on as part of a yearly report and in completion reporting. The indicators in the results reporting will include some that are specific to the particular project, based on its special focus, and also some standard indicators that every project should report on in order to align with Innovation Bridge's overall objective.

The results will thus be tracked based on indicators that will be defined in the project document. The project document should define the full set of project-specific and relevant standard indicators, including baselines and targets where applicable.

All demonstration projects should report on the below indicators upon completion, The indicators should thus be included in the project results framework to be developed as part of the Project preparation phase:

- # of direct and indirect jobs created or # of people with opportunities for increased income and/or improved livelihoods
- # of people accessing more sustainable services within e.g. water quality, energy supply, food safety and disease prevention

Other measures of success which will be captured, discussed and substantiated in the completion reporting, where relevant, will feed into results reporting at instrument level. These include:

- The solution(s) adopted by public authorities' lead to measurable improvements in their service provision or regulatory functions across key SDGs
- The solution/product is assessed as viable for scale-up
- The solution/product contributes to tackle development issues at scale after progressing to follow-up financing (public and/or private)

- The business case for the solutions/products acquired/procured by public authorities is addressing sustainable development challenges
- The company experiences reduced regulatory or market risks
- The company advances to commercial engagement or investment
- The local partners continue to play an active role in the project's scale-up/implementation after termination of the support
- Evidence exists of institutional uptake and good practices as result of the project

10. Project application assessment criteria

All applications that meet the eligibility criteria (section 5) will be assessed and rated based on the three following overall selection criteria:

- 1) Focus, relevance and feasibility
- 2) Development effects and national alignment
- 3) Scale-up potential and viability

The three overall criteria are sub-divided into the below detailed criteria.

The selection criteria are the same for both windows; Feasibility and concept maturation projects, and for Demonstration and proof of concept projects.

The applications will be scored on each criterion in terms of poor, fair, satisfactory or good. The table below lists the qualitative descriptions that will be used to determine the scores.

Focus, relevance and feasibility

Criteria	Poor	Fair	Satisfactory	Good
1. How clear and realistic is the project focus & the presented implementation plan? <i>For demonstration projects:</i> Is a good feasibility study available?	The project is weak in focus and implementation plan is not well described <i>For demonstration projects:</i> No feasibility study has been carried out	The project has a vague focus and/or presents an unclear implementation plan <i>For demonstration projects:</i> Feasibility study is not of high quality or does not present a clear way forward	The project is well focused, and implementation plan is possible <i>For demonstration projects:</i> An acceptable feasibility study is included	The project is focused, and implementation realistic and clear <i>For demonstration projects:</i> A good feasibility study is included with a clear way forward
2. How well established is the partnership (commercial-public authority); previous co-operation experience, regulatory understanding, in-country linkages to other Danish supported initiatives?	The partners have had no previous collaboration and do not show clear understanding of local regulation nor aligns with Danish initiatives	The partners have had some previous collaboration, but the project shows limited understanding of national regulation and/or limited in-country linkages to other Danish supported initiatives.	The partners have several previous collaborations, shows good understanding of regulatory conditions and challenges and links to Danish supported initiatives is acceptable	The partners have several years of previous collaboration, is well versed with national regulatory environment and the project is well linked to other Danish supported initiatives
3. What is the capacity of the commercial and possible non-commercial partner in	The commercial and possible non-commercial partner have no experience from	The commercial partner and possible non-commercial partner have some	The commercial and possible non-commercial partner have specific experience from	The commercial and possible non-commercial partner have strong resources

Criteria	Poor	Fair	Satisfactory	Good
terms of re-sources, contextual knowledge, international experience – to secure outcome and outputs?	developing and emerging markets	experience from developing and emerging markets but no specific contextual/country knowledge	the partner country	attached to the project with in-depth country experience

Development effects and national alignment

Criteria	Poor	Fair	Satisfactory	Good
4. What is the potential for the solution/product to promote social and environmental benefits to progress on one or more SDGs?	The project only in general statements describe the potential to promote social and environmental benefits to progress on one or more SDGs	The project describes the potential to promote social and environmental benefits to progress on one or more SDGs but lacks details on several parameters	The project gives a good description of the potential to promote social and environmental benefits to progress on one or more SDGs	The project gives a good description including clear indicators of the potential to promote social and environmental benefits to progress on one or more SDGs
5. How well aligned is the solution/product with national priorities including interest and commitment of the public authority?	The project does not describe alignment with national priorities	The project describes in general terms its focus on alignment with national priorities	The project describes clear focus on alignment with national priorities and commitment from the public authority	The project describes clear and significant alignment with national priorities and great commitment from the public authority including details on staffing, budget etc.
6. How well does the solution/product contribute to other development activities or investments (synergies) within the public authority?	The project describes no clear or significant synergies with other development activities within the public authority	The project describes some synergies with other development activities within the public authority	The project describes strong synergies with other development activities within the public authority	The project describes a complete integration of the project within the public authority and a clear plan for scale up from public partner

Business case scale-up and viability

Criteria	Poor	Fair	Satisfactory	Good
7. What is the long-term commercial potential after end of support, and are financing opportunities identified?	The long-term commercial potential is weakly described	The long-term commercial potential and financing opportunities are described	The long-term commercial potential and financing opportunities are convincingly described	The long-term commercial potential and financing opportunities form a coherent strategy amongst the partners
8. What is the long-term	No long-term commitment	A vague description of long-term	A good description of long-term	The project forms an integrated

Criteria	Poor	Fair	Satisfactory	Good
commitment from the public authority to integrate the solution/product and what is the scaling potential?	from the public authority is described	commitment from the public authority is included	commitment from the public authority is included	part of the public authority's long-term strategy