DATA FOR LOCAL IMPACT
INNOVATION CHALLENGE

APPLICANT RESOURCE BOOK

November 2017

www.dliinnovationchallenge.com

Summary

In 2015, the United States President's Emergency Plan for AIDS Relief (PEPFAR) and the Millennium Challenge Corporation (MCC) launched the Data Collaboratives for Local Impact Program (DCLI). The DCLI program seeks to demonstrate and support effective uses of data by governments, citizens, and stakeholders to optimise decisions, increase accountability, and improve lives. These goals will be achieved through a set of interconnected investments at the national and subnational levels. The "Data for Local Impact Innovation Challenge Project" (DLI Innovation Challenge) is one of three core DCLI investments. The DLI Innovation Challenge is led by the flagship Tanzanian ICT incubator, the Dar es Salaam Teknohama Business Incubator (DTBi), in collaboration with Palladium, a global organisation with over fifty years' experience tackling challenges in health, gender equality, and economic growth.

The Innovation Challenge involves a series of Challenge Windows with various thematic focus areas. The DLI Innovation Challenge team aims to engage and support local innovators, entrepreneurs, developers, and solution providers to design innovative solutions for problems associated with data gaps and ineffective use of data for decision-making in the areas of HIV/AIDs and global health, gender, and economic growth in Tanzania. Applicants may propose either new innovations or solutions that need funding to scale up. The DLI Innovation Challenge team will develop themes for each Challenge Window through consultations with key institutional and expert Tanzania Stakeholders. Winners will be awarded financial and technical assistance, including coaching, mentoring, and capacity building by experts to support the implementation of the awarded proposals – and to contribute to a more active, skilled, and connected innovators' community in Tanzania.

The first Challenge Window was focused on the key Tanzanian health sector priorities, was launched in October 2016, and resulted in 12 grantees, all of whom are now completing their projects including several that are scalable. The second Challenge Window also involved Tanzanian health sector priorities, with a focus on addressing the HIV/AIDS epidemic among Adolescent Girls and Young Women (AGYW). The second Challenge Window was launched in May 2017 and resulted in 10 grantees who have started working on their projects. We invite you to read about them on our website!

The third Innovation Challenge Window will focus on Economic Empowerment: Employment and Youth Employability, an important Government of Tanzania priority. This focus also supports Sustainable Development Goal 8, which promotes inclusive and sustainable economic growth, full and productive employment, and decent work for all. Ensuring economic empowerment and opportunity, particularly for young people, is a key cross-cutting development challenge in Tanzania, critical for mitigating vulnerability and ensuring that no one is left behind in advancing other development goals, such as improved health (including ending the AIDS epidemic), gender equality, and eliminating poverty and hunger.

The third Challenge Window is an opportunity for local entrepreneurs to generate new innovations, technologies, and processes that use data and associated technologies to address the economic and employment issues facing Tanzania's youth. In addition to meeting certain eligibility criteria, applicants will need to target one or more of the 84 Districts that are considered priorities under PEPFAR's 2016 Country Operation Plan and/or the 12 Global Fund priority districts. Refer to page 7 of this book for a complete list of all districts.

Help make a difference in people's lives through the use of data for local impact!

Overview

The Sustainable Development Goals (SDGs) embrace the need for economic development that leaves no one behind and gives everyone a fair chance of finding decent work. The goals establish that young people are a driving force for development – but only if they are provided with the skills and opportunities needed to reach their potential, support development, and contribute to peace and security. However, young people today face considerable challenges in creating a bright future for themselves.

Tanzania is in the process of implementing its Second Five Year Development Plan (FYDP II) 2016/17 – 2020/21. The overarching focus of FYDP II is "Nurturing Industrialization for Economic Transformation and Human Development". This plan reflects Tanzania's Development Vision (TDV) 2025, which aspires to see Tanzania transformed into a middle income, semi-industrialized nation by 2025; and it does this by "Nurturing Industrialization for Economic Transformation and Human Development."

However, youth unemployment poses a very serious challenge to the achievement of this vision. According to the 2012 national population and housing census, the Tanzanian labour force (ages 15 – 64) includes 23.5 million people, or 52.2% of the total population; and the youth population (ages 15 – 35) is 15.6 million (equivalent to 66.4% of the labour force). The unemployment rate among young people aged 15 – 24 years is 13.4%[1]. Unemployment varies by gender, with 14.3% of females and 12.3% of males unemployed. Urban areas are hardest hit by unemployment, reaching 22.3% compared to 7.1% in the rural areas.[2]

In 2017, DLIIC gathered key Tanzanian stakeholders from the National Bureau of Statistics (NBS), Prime Minister's Office-Labour, Youth, Employment and People with Disability (PMO-LYED), Tanzania Prisons Services Department (TPSD), Tanzania Chamber of Commerce Industries and Agriculture, Tanzania Entrepreneurship and Competitiveness Centre (TECC) and development partners. These stakeholders identified some of the following specific challenges facing Tanzania's youth:
- High school dropout rates among youth lead to child labour, low skills acquisition, and difficulty accessing and remaining in the labour market.
- Misalignment between knowledge and skills that employers' need and those that youth acquire in schools or colleges contributes to urban youth unemployment.
- Lack of financial knowledge and entrepreneurial skills prevent youth from starting their own businesses.
- Young women face further burdens through early marriage, teenage pregnancy, and their overall status within society.

Improved use of data and information can help address some of these risks and challenges through:
1) The analysis of readily available data to improve understanding of trends in employment and the labour market, including categories of jobs that are available, and qualifications sought after in the public and private sectors;

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1 "Tanzania National Population Census 2012," National Bureau of Statistics, accessed October 07, 2017, http://www.nbs.go.tz/.

2 "Youth unemployment, national priority in Tanzania," Youth Employment Decade, February 10, 2015, http://www.youthemploymentdecade.org/en/repor/youth-unemployment-national-priority-tanzania/.

2) The creation of tools that provide information on funding sources, including government and youth friendly loan providers, that can be used by all local government authorities (LGAs) to prioritize and communicate economic opportunities; and

3) Supporting youth entrepreneurs to link their products with markets, and access data on growing businesses.

Combined with other ongoing efforts, such initiatives involving the use of data could complement existing economic activities and resources available to youth in Tanzania. That is the goal of the third DLI Innovation Challenge Window, namely to contribute to enable Economic Empowerment and Youth Employability in Tanzania by developing innovative data- and/or technology-based solutions to:

1) Strengthen alignment between employers' needs and youths' skills; and prepare young people for the job market,

2) Foster economic empowerment of youth, and

3) Develop and encourage linkages between young people and economic opportunities.

Focus Area I: Decent Work and Economic Growth

Problem Statement

This focus area aims to strengthen alignment between employers' needs and youths' skills; and prepare young people for the job market. The youth population in Tanzania faces economic, social, and cultural marginalization, which are linked to high rates of unemployment, informal employment, and social vulnerability. These factors translate into a variety of risks and negative outcomes, including: school dropout (especially among adolescent girls), child labour, low skills acquisition, poor access to the labour market, and low pay – all trappings of the cycle of poverty. Youth are less likely to have formal work arrangements and are therefore less likely to have adequate social security, trade union representation, sufficient earnings, and other such factors that constitute workers' basic rights. This situation calls for attention from the government, employers, workers and other stakeholders to address the challenges faced by youth concerning their economic empowerment.

Adequate education and training as well as effective programs targeting the unemployed and economically disadvantaged are critical to preparing young people for the job market. Academic results need to be coupled with renewed emphasis on learning, innovation, and informed by long terms projections of employer needs and future opportunities for employment.

In 2014, the Tanzanian formal sector recruited 230,515 new employees while 174,149 unfilled vacancies remained[3]. A mismatch exists between the skills needed by employers and those acquired by youth through schooling and training before they enter the labour market. Aligning the skills of young Tanzanians with the needs of the labour market will be a critical step in increasing the prospects for employment among youth and addressing skills shortages in certain sectors.

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3 "Formal Sector Employment and Earnings Survey 2015 Tanzania Mainland." National Bureau of Statistics. October 2016. http://www.nbs.go.tz/.

Beyond tangible and relevant skills, many Tanzanian youth have insufficient information about the areas of the labour market that are most actively growing. The world is changing quickly as technology leads to more efficient, effective ways of doing – and communicating. While some jobs are becoming obsolete, countless more are just now coming into existence. How do we ensure that young people are prepared to work in the changing world?

Challenge Theme 1

Strengthen alignment between employers' needs and youths' skills; and prepare young people for the job market.

Develop innovation/platform that illustrates and visualizes timely trends in employment and the labour market - including categories of jobs that are available, and qualifications sought after in the public and private sectors - and that guides job seekers toward growing fields and opportunities.

Illustrative areas of need:
- Sharing of employment-related experiences among peers
- Mentorship, soft skills training, and career growth tools targeted to youth

Illustrative examples of proposals:
- Web- or app-based informational platform sharing employment trends, rapidly growing sectors, skills in high demand, etc.
- Data-supported online training programs for job-seekers providing soft skills training and career growth tools.
- Integrated electronic platform or mobile instant notification system for job postings
- Tool to match job-seeker's skills with available positions
- Non-discriminatory/" Age-blind" electronic vetting tools for employers

Focus Area II: Economic Empowerment

Problem Statement

Tanzania already possesses the world's tenth largest youth population – 47% of the population is under 15 years old – and a "youth boom" is expected in the next decade. Young people are also disproportionately affected by unemployment; they currently represent 53.3% of the unemployed population of Tanzania, and this proportion is likely to rise as the youth population grows[4].

Among youth, young women face an especially high burden. They are more affected by unemployment, outnumbering unemployed men by 33%. They frequently face hostile conditions in seeking employment and within the workplace, including harassment and negative gender-based stereotyping. When they are employed, young women earn less than their male counterparts. Further complicating their participation in the workforce, many young

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4 Meloney, Laura, and Daryll Bell. "'Youth in Tanzania Today: The Report 2012/13"." Restless Development - The Youth Led Development Agency. November 18, 2013. Accessed October 07, 2017. http://restlessdevelopment.org/file/youth-report-201213-englishlowresonline-pdf.

women in Tanzania also face early marriage and teenage pregnancy. By the age of 15, 5% of women have started childbearing, and by the age of 19, 44% of women are either mothers or pregnant with their first child[5]. Early motherhood curtails young women's education, reducing their potential to contribute to Tanzania's growth and development.

Entrepreneurship is a way for youth and women to avoid some employers' preferential treatment based on age and gender. According to the Tanzania youth survey, 52.9% of the youth in urban Tanzania have the drive and willingness to start business enterprises, get rich, and/or make a difference in their societies, and 80.7% of those believe that hard work is the key to success[6]. Despite these prospects, however, many young people lack the tools, connections, and know-how to begin. Moreover, some of the tools required for entrepreneurship – including the ability to access funding – can be burdened by the same norms and stereotypes that exist elsewhere in the workforce in Tanzania.

Creating tools for entrepreneurship that avoid age and gender bias will enable young people to take economic empowerment into their own hands; and creating programmes that encourage entrepreneurship and innovation can give young people greater confidence and control over their future, making a shaky outlook a lot brighter.

Challenge Theme 2

Foster economic empowerment of youth

Develop innovations, tools, and strategies to connect young entrepreneurs to opportunities in a more equitable way and irrespective of age or gender and contribute to economic empowerment of youth.

Illustrative areas of need:
- Database of funding sources - including government-based, youth-friendly, and non-discriminatory loan providers - that youth can access
- Age- and gender-blind screens to reduce discrimination by lenders based on age and gender
- Access to tools to facilitate entrepreneurship, such as project performance monitoring tools

Illustrative examples of Proposals:
- Real-time loan information dashboard for youth groups
- Data sharing mechanism between Microfinance Finance Institutions (MFIs), Mobile Network Operators (MNOs) and other stakeholders to facilitate funding flow to youth groups
- Streamlined, data-driven screening process for loan applications
- USSD-based automated loan processor to leverage high mobile penetration and facilitate youth access to funding opportunities

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5 Meloney, Laura, and Daryll Bell. "'Youth in Tanzania Today: The Report 2012/13"." Restless Development - The Youth Led Development Agency. November 18, 2013. Accessed October 07, 2017. http://restlessdevelopment.org/file/youth-report-201213-englishlowresonline-pdf.

6 Mbowe, Khalila, and Ilana Milkes. "How might we expand economic opportunities for youth in East Africa?" OpenIDEO. October 25, 2016. https://challenges.openideo.com/challenge/youth-empowerment-challenge/ideas/unleashed-academy-to-performing-arts-and-leadership.

- An integrated Know Your Customer (KYC) platform between micro-financing players
- Application Programming Interface to facilitate loans processing and disbursement across financial service providers

Challenge Theme 3

Develop and encourage linkages between young people and economic opportunities

Develop an innovative solution that supports youth entrepreneurs to link their products with markets and access data on businesses and services in sectors that are expected to grow in the future.

Illustrative areas of need:
- Innovations related to financial inclusion to enable more youth to participate in formal economic activities
- Enhancement of the visibility of youth businesses
- Enhanced access to innovative e-commerce platforms to widen customer base and business growth
- Identification of economic opportunities, especially those well-suited to youth
- Communication channels to connect young entrepreneurs to more experienced or successful entrepreneurial role models and mentors

Illustrative examples of submissions:
- Analytical tools to identify optimal media/advertising strategy for your entrepreneurs
- Mobile app to collect and disseminate data relevant to entrepreneurs (e.g. prices, demand trends, etc.)
- Data-driven networking platform to connect young entrepreneurs to mentors

PEPFAR, DREAMS, and Global Fund Priority Districts

The districts listed below include 84 that have been prioritized under the PEPFAR 2016 Tanzanian Country Operational Plan (COP), which was developed in collaboration with the Government of Tanzania (black). Of these, 7 have been identified as DREAMS districts (**blue**). The Global Fund has also identified 12 priority districts (**green**), some of which overlap with PEPFAR priority districts. Applications must target one or more of these 89 priority districts.

1.	Arusha City Council	2.	Meru District Council
3.	Arusha District Council	4.	Missenyi District Council
5.	Bagamoyo District Council	6.	Misungwi District Council
7.	Bukoba District Council	8.	Mjini District Council (Zanzibar)
9.	Bukoba Municipal Council	10.	Mkuranga District Council
11.	**Bukombe District Council**	12.	Momba District Council
13.	Bunda District Council	14.	**Morogoro Municipal Council**
15.	Busega District Council	16.	Moshi District Council
17.	Chato District Council	18.	Moshi Municipal Council
19.	Chunya District Council	20.	Mpanda Town Council
21.	Dodoma Municipal Council	22.	**Msalala District Council**
23.	**Geita District Council**	24.	Mufindi District Council
25.	**Ifakara Town Council**	26.	Muleba District Council
27.	Igunga District Council	28.	**Musoma Municipal Council**
29.	Ilala Municipal Council	30.	Mvomero District Council
31.	Ilemela Municipal Council	32.	**Mwanza City Council**
33.	Iramba District Council	34.	Newala District Council
35.	Iringa District Council	36.	Njombe District Council
37.	Iringa Municipal Council	38.	Njombe Town Council
39.	**Kahama Town Council**	40.	**Nkasi District Council**
41.	Kalembo District Council	42.	Nsimbo District Council
43.	Kaliua District Council	44.	Nyamagana Municipal Council
45.	Karagwe District Council	46.	Nyasa District Council
47.	Kibaha Town Council	48.	**Nzega District Council**
49.	Kibondo District Council	50.	**Rorya District Council**
51.	Kigoma Ujiji Municipal Council	52.	Rufiji District Council
53.	Kilolo District Council	54.	Rungwe District Council
55.	Kilombero District Council	56.	**Sengerema District Council**
57.	Kilosa District Council	58.	Shinyanga District Council
59.	Kinondoni Municipal Council	60.	**Shinyanga Municipal Council**
61.	Kishapu District Council	62.	Songea District Council
63.	Kwimba District Council	64.	Songea Municipal Council
65.	**Kyela District Council**	66.	Sumbawanga District Council
67.	Ludewa District Council	68.	Sumbawanga Municipal Council
69.	Magu District Council	70.	Tabora Municipal Council
71.	Makambako Town Council	72.	Tanga City Council
73.	Makete District Council	74.	**Temeke Municipal Council**
75.	Manyoni District Council	76.	Tunduma Town Council
77.	Masasi District Council	78.	Tunduru District Council
79.	Maswa District Council	80.	**Urambo District Council**
81.	Mbarali District Council	82.	**Ushetu District Council**

83.	Mbeya City Council	84.	Uvinza District Council
85.	Mbeya District Council	86.	Uyui District Council
87.	Mbinga District Council	88.	Wanging'ombe District Council
89.	Mbozi District Council		

Available Resources and Data Sets

This table provides illustrative examples of the data available to Tanzanian innovators. The DLI Innovation Challenge encourages the use of existing data. You are not limited to this list of resources in your proposed solution, but may use any resource or data set available to you. You may also collect new data or develop new data systems. Please also refer to the Annex included in this Applicant Resource Handbook for added data-driven insights on a segment of the Tanzanian labour market.

Data Set or Resource	Source	Link
Tanzania National Population Census 2012	National Bureau of Statistics	www.nbs.go.tz
Youth Unemployment National priority in Tanzania	International Campaign for youth employment decade	http://www.youthemploymentdecade.org/en/repor/youth-unemployment-national-priority-tanzania/
Tanzania National Youth Policy	Prime Minister's Office-Labour, Youth, Employment and People with Disability (PMO-LYED	http://www.youthpolicy.org/national/Tanzania_2007_National_Youth_Policy.pdf
Structural Barriers, Constraints, and Urban Youth Employment the Case of Ilala Municipality, Dar-es-Salaam	REPOA	http://www.repoa.or.tz/publications/category/research_reports
PEPFAR Country/Regional Operational Plan (COP/ROP) 2017	PEPFAR	https://www.pepfar.gov/documents/organization
Economy and Social Research Foundation	ESRF	http://www.esrftz.org/
Tanzania Youth Unemployment Rate	Trading Economics	https://tradingeconomics.com/tanzania/youth-unemployment-rate
PEPFAR Tanzania Program Data	PEPFAR	http://www.pepfar.gov/countries/tanzania
Unemployment, youth total (% of total labour force ages 15-24)	The World Bank	https://data.worldbank.org/indicator/SL.UEM.1524.ZS
International Labour Organization	ILO TANZANIA	http://www.ilo.org/addisababa/about-us/offices/dar-es-salaam/lang--en/index.htm
Business Development Services	ILO TANZANIA	http://ilo.org/empent/areas/business-development-services-bds/lang--en/index.htm

Innovation Challenge Awards

The DLI Innovation Challenge team will evaluate all submitted applications and select both individual and organisational applicants as Challenge Winners. Individuals and teams (reference flow chart below) are eligible to win up to US$25,000, while larger registered organisations are eligible to win up to US$100,000. In addition to the grant, the DLI Innovation Challenge Team will collaborate with winners to translate their innovative ideas into reality over a period of up to six months. Challenge winners will be invited to showcase their work at a high-level meeting of media, policy, and business influencers, and will be broadcasted through public communications, including the DLI Innovation Challenge website (www.dliinnovationchallenge.com) and social media.

Applicants' ideas and solutions must align with outlined theme(s), must be connected to the use of data, and must target one or more of the 84 districts that are considered to be priorities under PEPFAR 2016 Tanzanian Country Operational Plan (COP) developed in collaboration with the Government of Tanzania and/or one or more of the 12 Global Fund Districts (see page 7 for full list). One applicant may apply for more than one theme in a particular Challenge Window but cannot apply for multiple grant sizes. One theme can have more than one winner; and the DLI Innovation Challenge team reserves the right not to award grants to any applicants under a given theme.

Official Rules and Submission Requirements follow. By entering the DLI Innovation Challenge, applicants fully and unconditionally agree to be bound by these Official Rules.

Expected Submissions

Submission need to involve a data-related or data-driven or data-generating solution / response to a theme listed in previous section.
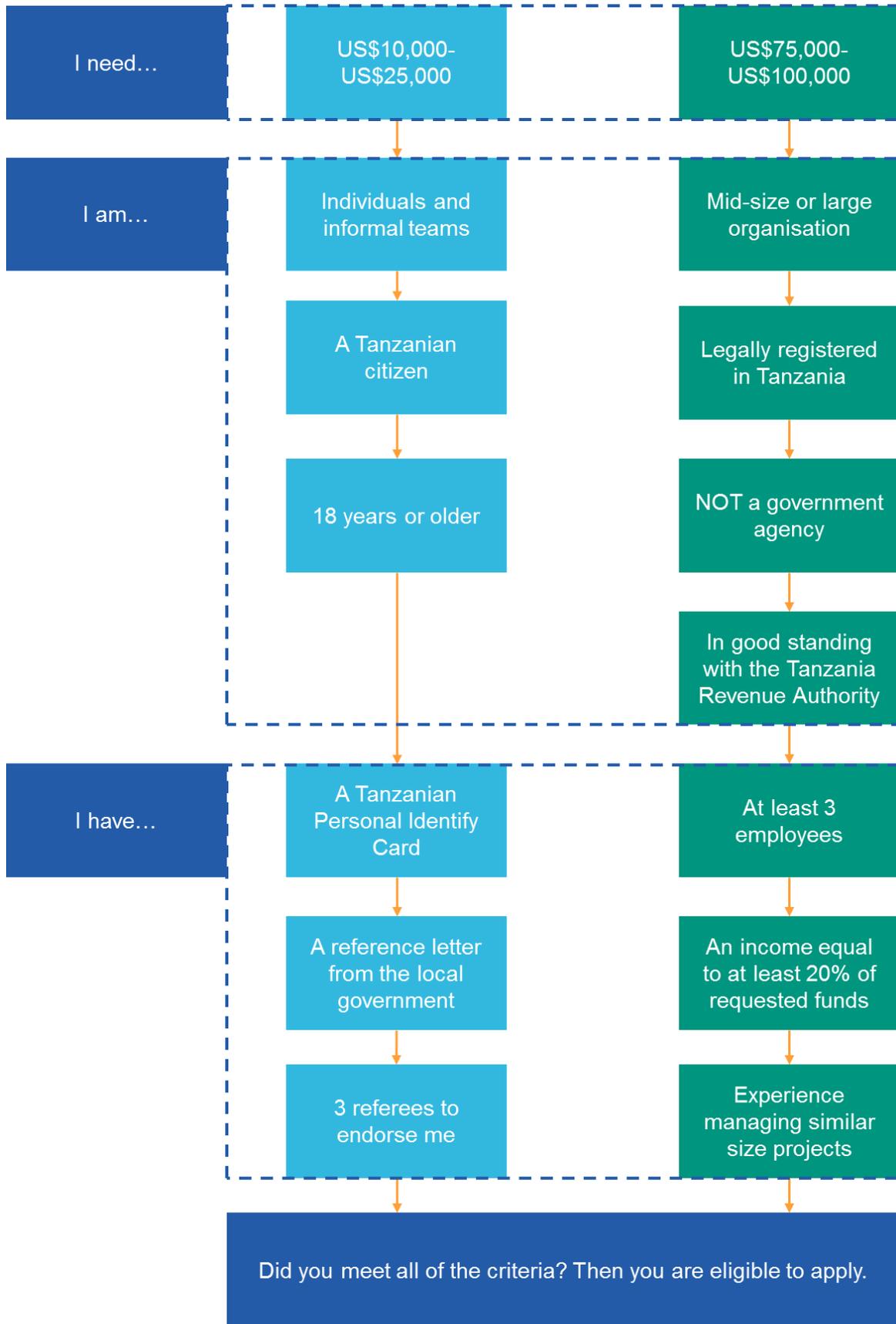
Innovations

1. Offering new ways of applying, adapting, delivering, or improving current field of activity or existing solution.
2. Developing ideas that come from youth and involving them in setting priorities, planning, implementing, and decision-making.
3. Using different partnership models to work with local organisations and across sectors.
4. Finding sustainable solutions that lead to long-lasting change.
5. Utilizing new and appropriate science or technology.
6. Demonstrating a cost-effective way to expand, deepen, and accelerate impact for youth
7. Transforming and redefining the business model of a solution or project.

Scale-Up

1. Enhance geographic coverage of the solution or project, particularly targeting rural and marginalised women and girls.
2. Expanding the customer base, end users, or beneficiaries of a solution or project, particularly for youth, to maximise utilisation and economic value.
3. Migrate from prototype to roll-out status a solution that can have wide scale, particularly for youth.
4. Increase the brand strength and visibility of a solution or project.
5. Expand functionalities of an existing system.
6. Strengthen youth networks.

Eligibility Criteria

I need…	US$10,000-US$25,000	US$75,000-US$100,000
I am…	Individuals and informal teams	Mid-size or large organisation
	A Tanzanian citizen	Legally registered in Tanzania
	18 years or older	NOT a government agency
		In good standing with the Tanzania Revenue Authority
I have…	A Tanzanian Personal Identify Card	At least 3 employees
	A reference letter from the local government	An income equal to at least 20% of requested funds
	3 referees to endorse me	Experience managing similar size projects

Did you meet all of the criteria? Then you are eligible to apply.

General Eligibility Criteria

- Any applicant can only apply for one category of the grant at a time (i.e. larger grants or small grants).
- Proposed projects must comply with Tanzanian legal and regulatory requirements.
- Applications must improve either the supply of quality data or the demand for data through the production and/or use of open data sets.
- Connection to and/or use of data must be explicit in the application.
- Applications must be innovative and potentially sustainable.
- Applicants must be ready to implement their innovation or scale-up a current project on approval of the application, to be operational within three months after receiving DLI funding.
- Applicants will consider the impact of their proposed projects on women, youth, and marginalised communities.
- Applications must address the specific challenge theme set for that particular challenge window.
- Solutions must target one or more of the 84 districts that are considered to be priorities under PEPFAR 2016 Tanzanian Country Operational Plan (COP) developed in collaboration with the Government of Tanzania and/or one or more of the 12 Global Fund Districts (see page 7 for full list).

Award Size	Guidelines
$10,000-$25,000	- Targeted at individuals organised in small teams. - Applicants whose businesses/activities are yet to be legally registered should select the "Individual" option. - Applicants are not required to have prior experience in managing such funds to qualify. - Required to meet set milestones to receive award money. - Applications must focus on a concrete deliverable such as a data product, analysis, visualization, method of communicating, application, or platform, with an appropriate scope for this award size. - Individuals must be Tanzanian citizens aged 18 years or older. - Individual applicants must submit, as part of their applications, copies of their identity cards, a reference letter from local government authority at ward and/or street governance level, and names and contacts of three referees who can speak to their professional or educational competence.
$75,000-$100,000	- Targeted at mid-size NGOs and large businesses, but open to any non-governmental agency (including universities and research institutions). Individuals, start-ups and informal teams may not apply for this larger grant size. - In this context, large enterprises must have annual income of at least 30% of the funding amount requested and a minimum of 3 employees. - DLI Innovation Challenge will issue grants to the following Tanzanian, legally registered, non-state entities (in which government does not have financial or ownership interests). If your organisation is registered and funded privately (not by the Tanzanian government), you may apply.

- o Private sector enterprise
- o Non-Governmental Organisations (NGOs)
- o Association
- o Business Incubator/Innovation Hub
- o Academic institutions (non-governmental)
- Your organisation must be legally registered and recognised under the relevant laws of Tanzania.
- Required to meet set milestones and undergo a compliance check to receive award money
- Applications will include both a concrete solution along with delivery or some programmatic efforts to test and/or deploy that solution (e.g., community-based testing)
- The applicant must have a Tax Clearance certificate to prove good standing with the Tanzania Revenue Authority (TRA)
- The applicant must have a proven track record of successfully implementing similar-sized activities/projects.

DLI Innovation Challenge will NOT award grants to the following:

- Organisations that are not legally registered under applicable regulations.
- Any public international organisation (PIO).
- Any entity that has been found to have misused US funds in the past.
- Political parties, groupings, or institutions or their subsidiaries and affiliates.
- Organisations that advocate, promote, or espouse anti-democratic policies or illegal activities.
- Faith-based organisations whose objectives are for discriminatory and religious purposes, and whose main objective for the grant is of a religious nature.
- Any entity with a member that appears on the U.S. Department of Treasury Office of Foreign Assets Control (OFAC) Specially Designated Nationals (SDN) and Blocked Persons list.
- An organisation that refuses to sign the required legal documents.
- Any entity that does not show sufficient capacity to manage the grant successfully.
- Any local entity that has not been legally registered in Tanzania

Innovation Challenge Submission Period

The Innovation Challenge Window will open on Friday, December 1st, 2017 and close on Tuesday, January 30th, 2018, at 04.00pm Evening East Africa Time.

How to Apply

Online Submission

Applicants are required to submit an electronic application through our online application portal: http://dliinnovationchallenge.com/apply/

Applications submitted via email or paper will not be accepted.

Individuals may submit multiple applications per Challenge Window covering different themes. However, an applicant may not apply for both a small grant (alone) and for a large grant (with his/her organisation) within the same Challenge Window.

Individual (Organised in Informal Groups) Requirements

As part of the submission, each applicant is required to provide:
1. A completed electronic application
2. Proof of Tanzanian citizenship
3. Proof that the applicant is 18 years or older
4. A reference letter from a local government authority or university dean of students
5. Criminal Record Clearance Certificate from the Police Force after shortlisting
6. Names and contact information for 3 referees that can speak to the professional experience and character of the applicant
7. Electronic acknowledgement through the website that the entrant(s) have read and agree to be bound by the Official Challenge Rules.

Registered Organisation Requirements

As part of the submission, each applicant is required to provide:
1. A completed electronic application
2. Proof of registration in Tanzania
3. Proof of compliance with Tax Regulatory Authority
4. A minimum of 3 employees
5. Proven track record of project and funds management
6. Electronic acknowledgement through the website that the entrant(s) have read and agree to be bound by the Official Challenge Rules.

Application

The complete list of application questions is included here to help applicants prepare their submissions. All applications must be submitted electronically through the online application portal: http://dliinnovationchallenge.com/apply/. No paper or email submissions will be accepted during the third Challenge Window.

1. Are you applying the DLI Innovation Challenge as an individual or as an organisation?

   - As an individual (Applicants who wish to apply as a team but are not a legally registered organisation in Tanzania should select the Individual option.)
   - As an organisation (Applicants should select this option if they are a registered, Tanzanian organisation. Eligible organisations must have at least three employees. Annual income should equal at least 20% of the funding amount requested from the DLI Innovation Challenge. Individuals, start-up companies and informal teams may not apply under this category.)

Section A. Registration

1. Contact Person First Name

2. Contact Person Last Name

3. Contact Person Email

4. Contact Person Phone Number

5. Contact Person Postal Address/P.O. Box

6. Contact Person City

7. Contact Person Region

8. Specific themes are selected for each Challenge Window. Select which of the following themes applies to your proposal:

   - Strengthen alignment between employers' needs and youths' skills; and prepare young people for the job market,

   - Foster economic empowerment of youth, and

   - Develop and encourage linkages between young people and economic opportunities.

9. Is your application a new innovation or scale up?

10. For scale-up projects, describe the current status of the project (200 words max).

11. How much funding are you requesting?

    - Individuals organised in informal teams are eligible to apply for US$10,000-25,000.

    - Larger, registered organisations are eligible apply for US$75,000-100,000.

Section B.1. Individuals Organised in Informal Teams

1. Individual applicants must be Tanzanian nationals. Are you a Tanzanian citizen aged above 18 years? (In the case of a team, is every team member a Tanzanian national aged above 18 years?)

2. Upload a reference letter from Local Government authority that confirms your residence status. University students may submit a reference letter from the Dean of your university. The letter must confirm your enrolment as a student and that you have a record of good conduct and no overdue payments to the university. If you are applying as a team, the

contact person should submit this letter. All team members will be required to provide this reference letter if awarded a grant, during the pre-award assessment.

3. Upload a copy of your identity card (driving license, national identity card, voters' registration card or passport). If you are applying as a team, the contact person should upload his/her identity card. All team members will be required to provide identify cards if awarded a grant, during the pre-award assessment.

4. Submit the names and contact details for three referees who know your professional or educational background and have known you for at a year. Referees may not be relatives.

Section B.2. Organisation

1. Organisation Name

2. Physical address

3. Physical address line 2

4. City

5. Region

6. Country

7. Organisation telephone number

8. Organisation email

9. Organisation website

10. What is the source of your organisation's operating funds?
   - Revenue/sales
   - Grant(s)
   - Government of Tanzania funding or subsidies
   - Foreign government funding
   - Shareholders' Capital
   - Bank Loan

11. Is your organisation owned in whole or in part by the Government of Tanzania?

12. Is your organisation based and legally registered in Tanzania?

13. Provide your organisation Taxpayer Identification Number (TIN).

14. Has your organisation managed a project of a similar magnitude before?

15. What was your annual gross income last year in TZS? You will be required to provide evidence of this if you are awarded a grant.

16. Was your previous year gross income at least 20% of the amount you are requesting?

17. Have you received a Tax Clearance certificate from the Tanzania Revenue Authority (TRA)? If you are selected for a grant, you will be required to provide the relevant Tax Clearance certificate.

Section C. Proposed Project

1. In which district(s) of Tanzania will you implement your project? (See page 7 of the Applicant Resource Book for a list of the 89 priority districts.) Solutions must target at least one of the 84 districts that are considered priorities under the PEPFAR 2016 Tanzanian Country Operational Plan (COP), which was developed in collaboration with the

Government of Tanzania, and/or one of the 12 Global Fund priority districts. If your solution targets a district that is not in this list, select "Other."

2. What is the title of the project?

3. Please describe the project (250 words max). Consider this section your "pitch" that summarizes the problem, your solution, and the impact you intend to achieve. You should answer the questions:

- What gap in data or data use in Tanzania is your project attempting to address?
- How is the problem being addressed now?
- Why will your innovation be successful in addressing the problem?
- Why is your idea innovative?
- What does your project intend to achieve?

4. Does your solution involve using existing data, including open data sets?

5. List the specific data set(s) that your solution will use.

6. Explain who will use your solution and how? Address the following questions: (200 words max)

- How will you implement this innovation?
- What do you understand about current demand for this solution among your customers, users or beneficiaries?
- What is your plan for how this innovation will be viable or sustainable (i.e., how will the innovation continue to have impact after DLI funding)?

7. From ten categories of innovation for local impact highlighted below, choose the most appropriate relevant to your solution.

1) Predictive Analytics (e.g., machine learning; risk assessment; early warning systems)
2) Mobile and Multimedia (e.g., SMS; call lines; scaling innovations; integration of mobile and multimedia data; social media; other news and engagement platforms)
3) Data Literacy (e.g., data literacy for youth; data literacy for CSOs; fundamental data literacy; tool-based data literacy; training in using data for decision-making)
4) Data for Action (e.g., feedback loops; real time data; training in data analysis for action; empowering of youths and CSOs; data linked to resources and expenditures)
5) New Data Source (e.g., crowdsourcing; paying for data; mining message boards and other multimedia platforms; excavation of data; social media)
6) New Data Product (e.g., layering and triangulations of data; dashboards; portals; platforms; GIS; apps)
7) Bridge to Employment (e.g., coding camps to help spark innovations; training and employing youth to collect data; pulse groups as support systems/networks)
8) Demand Creation (e.g., demand for quality data; demand for open and transparent data; identifying data gaps; consultation with stakeholders; multimedia campaigns)
9) Data for Local Impact (e.g., direct involvement of community; consultation of community; training of community; customization)
10) Scaling Existing Platforms (e.g., investing in and improving existing dashboards, apps, portals and data sources; tailoring platforms for local impact)

8. Describe how your solution fits into your selected category of innovation? (100 words max)

9. How does your idea/solution address the problematic area highlighted in your selected theme? (300 words max)

- Tell us about the impact you aim to achieve through the project. Describe intended impact on women, youth and marginalised groups.
- Describe the logic of how your project will result in this impact.
- How will you measure your impact?

- Specify how the proposed solution will either increase the supply of quality data, demand for data or the technological capacity to use data
- What challenges do you foresee during the implementation of your project? (These could be, e.g., a policy issue, ability to hire specific expertise, or financial sustainability of your organisation)

10. Will your project have any negative environmental, social, health and/or safety impacts?

11. Do the benefits outweigh the negative impacts? Describe how you will minimize the negative impacts. (100 words max)

12. Optional - Do you want to upload any files as attachments? (Limit 2MB). The applicant is allowed to upload more than one relevant file if need be.

Section D. Finances

13. What amount of money are you requesting from the DLI Innovation Challenge in USD?

14. Provide a budget for implementation of the proposed solution. Examples of appropriate costs include:

- Human resources for development activities.
- Procurement of hardware or software for applications.
- Technical tests and trials.
- Costs associated with commercialization and deployment including awareness and promotion initiatives.
- Administrative costs directly linked with the support of the project (e.g., rental, utilities, etc.)

15. What percent of the budget will be financed by the DLI Innovation Challenge grant?

16. What are your other sources and amounts of funding (if applicable)?

Section E. Team & Conditions

1. Select the roles that exist on your team or within your organisation

- Project Manager
- Finance
- Product Development
- Technical (ICT, Computer Science, Engineering) or Equivalent
- Marketing/Social Enterprise

2. Describe your (team's) skills and experience that are relevant to successfully implement the project. (250 words max)

3. Do all team members live in the same area?

4. Are the team members earmarked for this project committed to any other projects?

5. Did you receive DLI funding for the challenge window previous to this one?

6. Select the skill gap(s) that you (or your team or organisation) need filled in order to successfully implement the solution. (Note: The DLI Innovation Challenge team may or may not be able to fill this gap.)

- Business plan
- Financial & business management
- Market research & validation
- Marketing/Promotion

- Product development
- Project management

7. How did you hear about the DLI Innovation Challenge?

8. The DLI Innovation Challenge may share applications with other organisations, funders, investors, and potentially with the public, regardless of whether or not the application receives a grant. Do you agree with this condition?

9. The DLI Innovation Challenge will publicize the winning applications, making information about the solution and the applicant(s) public through events, our website, printed materials and/or social media. Do you agree with this condition?

10. The DLI Innovation Challenge team will conduct a pre-award assessment before committing funds to any awardee. The assessment will involve reviewing internal control systems and human resource systems. The goal is to minimize the risk that grantees will misuse funds, and to determine areas that may need corrective action and/or technical assistance. Do you agree to participate in a pre-award assessment if you are selected as a finalist?

11. The DLI Innovation Challenge is a new initiative in Tanzania and is expected to evolve over time based on lessons learned. The DLI Innovation Challenge team reserves the right to makes changes to the program, to adjust any or all the terms and conditions, rules, guidelines, deadlines, number and size of awards in order to best serve the needs of the Tanzanian data ecosystem and/or the program funders. Do you agree with this condition?

12. Do you have any questions or comments about the DLI Innovation Challenge? Please note that while we cannot respond to every question individually, we will post answers to common questions on the FAQ page of our website: http://dliinnovationchallenge.com/faqs/.

Evaluation Criteria

Applications will be judged according the following Evaluation Criteria.

	Evaluation Criteria	Weight	Description
Viability	Business Case	25%	Will the solution be affordable to the targeted end user? Is the project sustainable beyond the funding period? The innovation should be financially sound and economically feasible.
	Capacity to implement the idea	20%	Does the applicant have the management and resources to implement the investment project successfully within the timeframe?
Innovation	Innovation	20%	Is this a new product, service or business model in Tanzania? Is this a significant improvement on an available product, service or business model? Or is this a new way to make an existing product or service available to the targeted group (e.g. women, youth, or a marginalised community)?
Impact	Data demand and use ecosystem	15%	Does the proposed solution increase either the demand for quality data? Does it improve the technological capacity to use data in the target country?
	Responsive to national priorities	20%	Does the proposed solution address priorities at the national level? Does the proposed solution address the challenge themes – and does it prioritise impact for youth, women and/or marginalised people?

Screening and Judging Process and Timeline

1. The Project Management Team (PMT) will use the online application system to verify applicant eligibility.
2. Those applications that meet the eligibility criteria will be screened by the Project Management Team and external experts of the theme(s) in question. The Applicant at this stage will also perform in the initial pitching and shall be required to table and present an architectural system design/flow diagram of the proposed innovation/process. The Project Management Team will score each application and pitch performance according to the set evaluation criteria. Based on the weighted average scores, the team will shortlist applications and rank them accordingly.
3. Shortlisted applicants will pitch their ideas to the selection committee/panel of judges as part of the final selection process.
4. The Selection Committee will recommend winners.
5. PMT will conduct a pre-award compliance check on selected sub-grantees before official broadcast of the winners.
6. PMT will make an official, public announcement of winners who passed the pre-award compliance check.

Composition of Panel of Judges and Selection Committee

- Preliminary screening of applications will be conducted by the Project Management Team (PMT).
- At least five (5) Selection Committee members will undertake the final selection and recommend winners from the screened applications by PMT.

Awards

The Data for Local Impact Innovation Challenge will award both small and large grants, as described below, in addition to providing training and mentorship.

Winner	Prize
Individuals Organised in Informal Team (s)	• Up to USD 25,000 • Mentorship and training • Public recognition
Organisation	• Up to USD 100,000 • Mentorship and training • Public recognition

Pre-Award Assessment of Potential Challenge Winners

Pre-award assessment is mandatory to determine whether to engage and commit funds to any awardee. The assessment will involve reviewing organisation internal control systems and human resource systems in order to minimise the potential risk of misuse of funds, as well as to determine areas that may need corrective action and/or technical assistance or injecting special award conditions. All non-organisational applicants (Individuals) will receive special capacity building training on financial management before and after the award, also they will be registered with an incubation program.

Innovation Challenge Results

For the Innovation Challenge results visit www.dliinnovationchallenge.com

Publicity

Participation in the Data for Local Impact Innovation Challenge constitutes the winners' consent to the use of the awardees' name, likeness, photograph, voice, opinions and/or District and region for promotional purposes in any media, worldwide, without payment or consideration.

All applications to the DLI Innovation Challenge may be made available to other organisations, funders, and potentially for public consumption regardless of whether or not the applicant receives a DLI award. Any applicant that does not want to share their information must state so when they apply.

The implementation of the DLI Innovation Challenge is expected to evolve over time based on lessons learned. The DLI Innovation Challenge team reserves the right to makes changes to the program, to adjust any or all the terms and conditions, rules, guidelines, number and size of awards, and deadline in order to best serve the needs of the Tanzanian data ecosystem and/or the program funders.

Annex A: Tanzania Employment Snapshot
Based on Data Provided by LinkedIn

Overview

LinkedIn, the largest professional network in the world, is pleased to support the Data Collaborative for Local Impact (DCLI) and DLIIC in context of DLIIC's third Challenge Window, which is focused on Tanzanian youth employability and economic empowerment as well as advancing progress towards Sustainable Development Goal 8: Decent Work & Economic Growth.
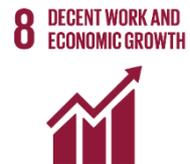
As part of this Applicant Resource Handbook, LinkedIn is providing a short report with valuable, data-driven insights to help entrepreneurs understand the labour context and design innovations that create economic opportunity for all Tanzanians. **This information is derived from the 517,000 LinkedIn members in Tanzania, which represents a small but growing fraction of Tanzanian employers and professionals.**

Overview of Insights

Below are some insights that can be drawn from the report included in this Annex.

- Tanzania has a diverse workforce. LinkedIn members in Tanzania report their functional areas of expertise and their industries as part of their professional profile. According to this data, the top job functions in Tanzania are in operations, education, and business development. The top industry is tech/telecom.
- LinkedIn has catalogued the skills that lead to the most job offers on its network in Tanzania in the 12 months before this analysis (October 2016 – October 2017). Data shows that employers in Tanzania are looking for wide variety of skills. Skills in statistical analysis and data mining were listed by 8% of individuals hired in the last year.
- DLIIC is working to ensure data is used to drive solutions related to controlling the HIV/AIDS epidemic, improving health, gender equality, and economic growth in Tanzania. The following data shows which tech skills are most prevalent, and the most common alma maters of LinkedIn members with these skills in Tanzania.
- DCLI improves the capacity of individuals, communities and organizations to use data to solved problems related to HIV/AIDS, global health, gender equality and economic growth. However, individuals with such skills are likely to leave in search of better opportunities. LinkedIn data suggest that, in Tanzania, professionals with skills in statistical analysis and data mining are amongst those most likely to leave the country – in search of employment in other parts of Africa (Kenya, Zambia, South Africa).

Powering the Economy | Tanzania

LinkedIn

LinkedIn is developing the world's first economic graph - a digital mapping of the global economy - to create economic opportunity for every member of the global workforce. Insights from the Economic Graph can help you grow your region's market, fill open jobs, and build the workforce.

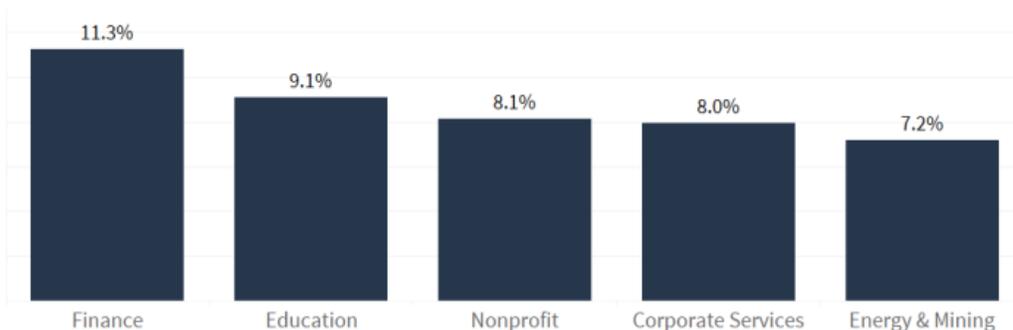| **567K**	**28K**	**2.7K**	**4.5K**	**10K**
Member Profiles	Companies Represented	Jobs Posted*	Schools Represented	Standardized Skills
500M+ LinkedIn Globally	*9.7M*	*216M*	*59K*	*50K*

1. GROW THE MARKET

Understand Your Economy
Top 5 industries on LinkedIn by percent of total employment in the region

Bar chart:
- Finance: 11.3%
- Education: 9.1%
- Nonprofit: 8.1%
- Corporate Services: 8.0%
- Energy & Mining: 7.2%

Companies in **Finance** and **Education** employ the most workers in your region on LinkedIn

Nonprofit had the largest increase in net hires last year

Support Employers
Top employers by headcount

- TANESCO
- University of Dar es Salaam (UDSM)
- Barrick Gold Corporation
- CRDB Bank Plc
- Vodacom

Others: Millicom (Tigo), NMB Bank Plc, TANZANIA REVENUE AUTHORITY, Sokoine University of Agriculture, TTCL-TANZANIA TELECOMMUNICATION COMPANY LIMITED

Grow the Private Sector
Firms with largest increase in net hires last year

- NMB Bank Plc
- Stanbic Bank
- Mobisol Group
- Exim Bank (Tanzania) Limited
- Barclays

Others: Restless Development, PwC Tanzania, Nokia, CRDB Bank Plc, EY

* In the past 12 months

Q3-2017

2. FILL OPEN JOBS

Identify In-Demand Jobs
Occupations with most job postings in the past 12 months

Teach In-Demand Skills
Skills with highest hiring rates in the last year

Mass Market

1. Digital Marketing
2. Mobile Devices
3. Technical Support
4. Communication
5. Internet Protocol (IP)

Medium Market

1. Python
2. Routing
3. Android Development
4. Presentation Skills
5. Computer Networking

Niche Skills

1. Publicity
2. Crisis Communications
3. Core Network
4. Content Management
5. PL/SQL

3. BUILD THE WORKFORCE

Attract and Retain Talent
Top Places You Are Gaining Workers From and Losing Workers To

● Net Gain   ● Net Loss

Bubble size represents magnitude of net gain or loss of workers

TALENT GAINS

Top Sources

1. United States
2. Norway
3. United Kingdom
4. Malaysia
5. Mayotte

Gained Skills

1. Social Media
2. Public Speaking
3. Customer Service
4. Leadership
5. English

TALENT LOSSES

Top Destinations

1. Kenya
2. Australia
3. Canada
4. United Arab Emirates
5. India

Lost Skills

1. Project Management
2. Management
3. Strategic Planning
4. Business Development
5. Business Strategy

LinkedIn is committed to helping policymakers around the world create economic opportunity.
For more information visit economicgraph.linkedin.com