



Challenge Fund Rolling Round

Executing Agency



Implemented by



Managed by



Oxford Policy Management

Funded by



Outline of the Presentation



- BFP-B Challenge Fund Current Portfolio
- Achievements and flexibility
- Eligibility:
 - Eligibility of the Concepts
 - Eligibility of the Organisations
 - Financial eligibility
- Rolling Round Windows for Concept Submission
- Rolling Round Process and Key timelines

Challenge Fund Portfolio



Investment Readiness 7 projects

Simplified
Business Solutions



Data Enabled
Investment
Readiness



Last Mile Distribution 11 Projects

Alternate
Delivery
Channel



Digital Finance
Applications

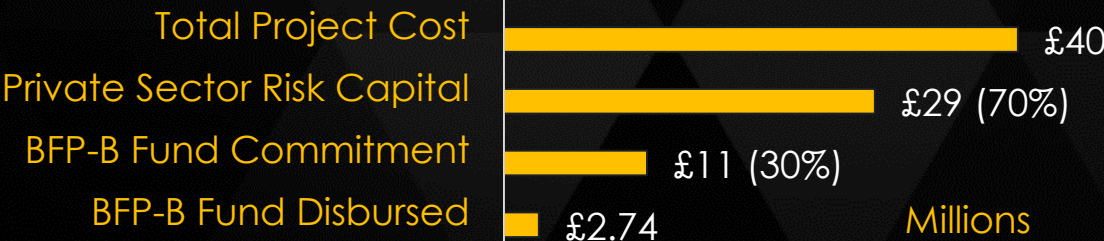


Product & Platforms 7 projects

De-Risking
Instrument

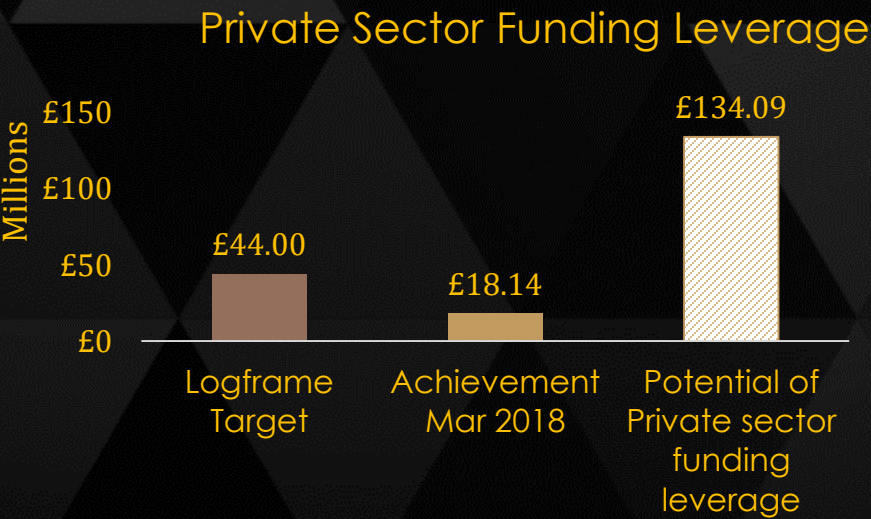
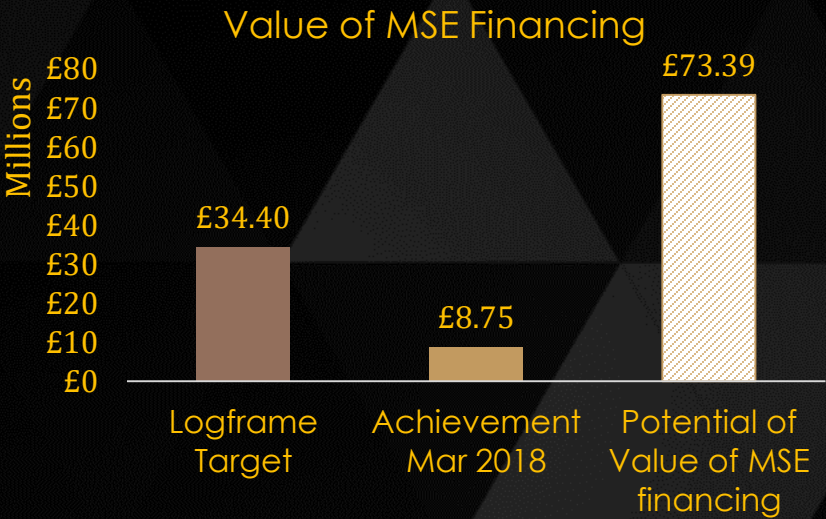
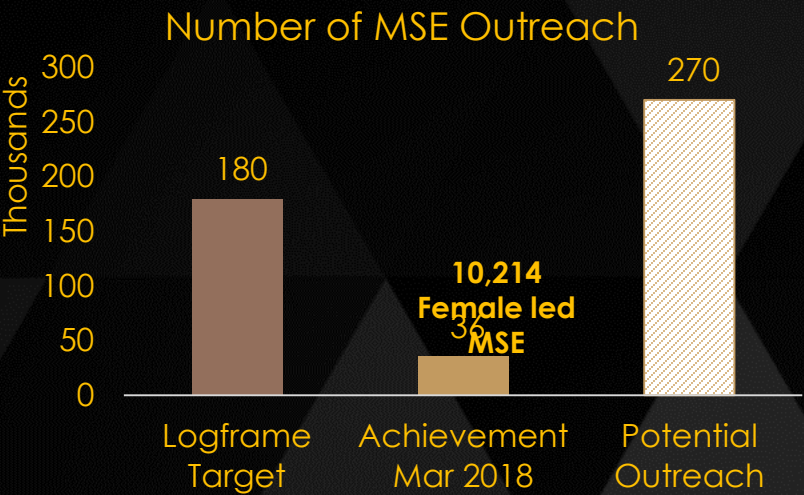


Alternative
Investments
Platforms



25 projects in 3 rounds

Results and Effectiveness



Eligibility Criteria for Rolling Round



Concept Eligibility:

- The concept Should be Innovative
- The concept should contribute to BFP-B Mandate of financial inclusion for MSEs
- Concept must be ready for launching in the market within 6 months from grants awarding
- The Idea can not have an implementation period of more than 1 year

Organizational Eligibility:

- Concept must be led by Bangladeshi private sector firms
 - *Implementation can be supported by NGOs and other non-profit organisations*
- Organisations must demonstrate capacity to implement the project
 - *2 years audited accounts*
 - *Corporate governance structure*
 - *Human Resources*

Financial Eligibility:

- Must be able to contribute a minimum of 50% of total project costs
 - Of the 50%, at least half of the grantee contribution has to be cash investment in the project
 - The remaining half can be in-kind

Innovation



*....Business Finance
Challenge Fund views
innovation in its
broadest sense....*

Impacts we are looking for



**Increases in volume of finance available to
MSEs in Bangladesh**

**Increase in number of MSEs that have access to
formal finance products**

**Increase in number of MSEs that have access to
Business Development Services**

**BFCF is looking
for social
impact for
its grant
funds**

Stage of Development



- Concept
- Clear Operational plan
- Collaboration with partners
- Complete business case
- Already piloted in the market

BFP-B welcomes Concepts under the following themes (but not limited to)



Ideas targeted for women led MSE's access to finance for any of the three windows is particularly encouraged

Window 1:

Investment Readiness

Investment readiness deals with third party B2B solutions that address the problem of readiness of small businesses and the confidence of Financial Institutions to finance (Banks, Non-Bank Financial Institutions and Micro-Finance Institutions).

Fund size GBP

150,000 - GBP 250,000

Window 2: Last mile distribution

Last mile distribution deals with direct B2B solutions that make established distribution channel become more customer centric and efficient.

Fund size

GBP 200,000 - GBP 300,000

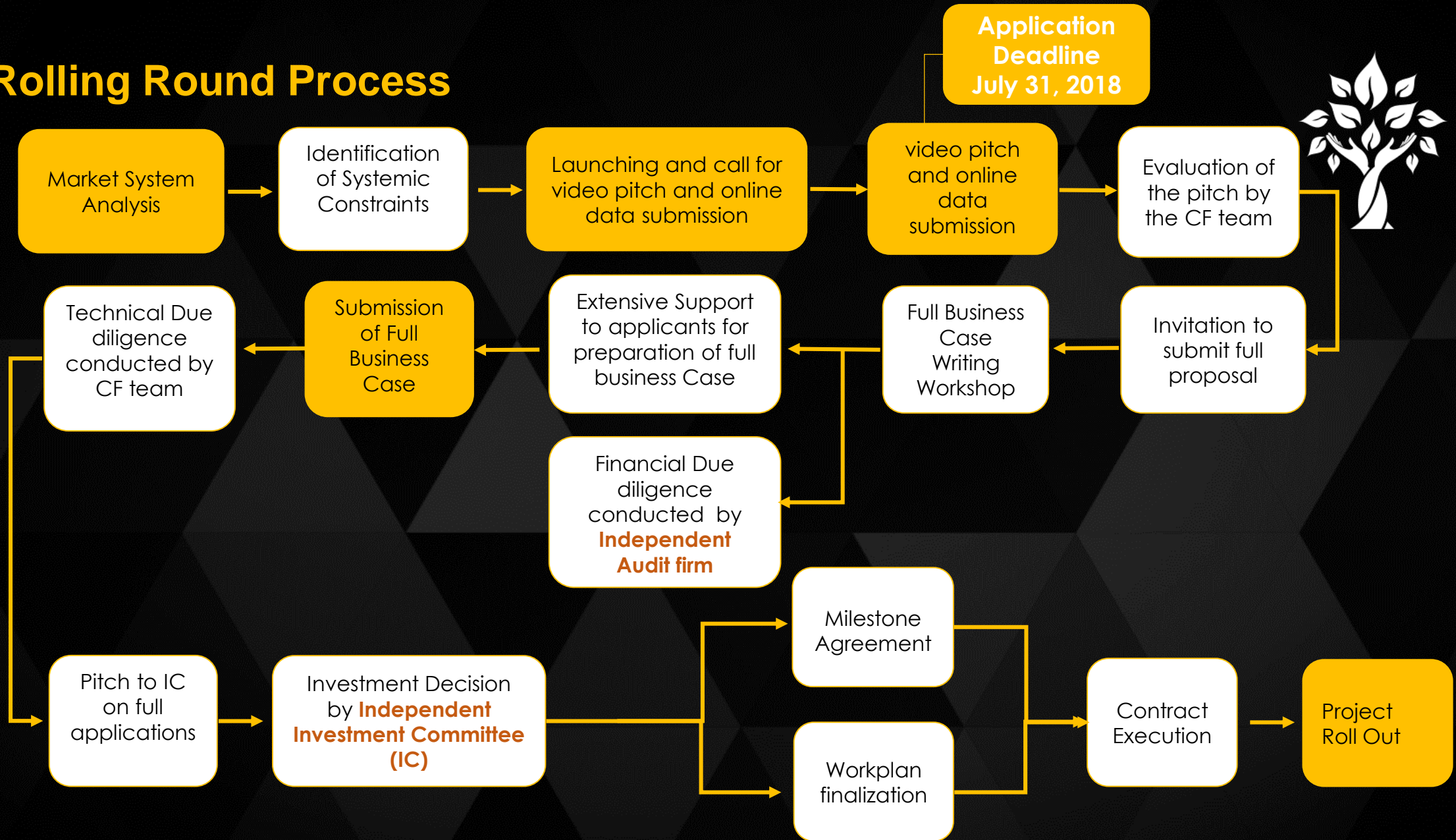
Window 3: Alternative financial platforms and instruments

The Alternative financial platforms and instruments deals with B2B solutions that enable businesses to share or transfer risks, for example, access to equity and insurance to finance their business.

Fund size GBP

200,000 - GBP 300,000

Rolling Round Process





Any Question?



Mobiles
Innovation Bangladesh
Credit worthiness Online platforms Insurance
Agent banking Credit
Small businesses Digital
Insurance Credit worthiness
E-commerce Finance Mobiles
Credit worthiness Micro-insurance
Agent banking Finance
Online platforms Agent banking Bangladesh
E-commerce
Mobiles Online platforms
Alternative platforms Finance
Last mile distribution Digital
Mobiles Innovation Bangladesh
Digital Bangladesh E-commerce
Microfinance Insurance Credit
Credit Innovation Finance
Micro-insurance
Small businesses
Credit Fintech
Finance Digital
Fintech Innovation
Bangladesh Finance
Mentorship
Innovation



BOOTCAMP

Key reasons why companies fail



According to Bloomberg **8/10** business fail within the first 18 months

- Wrong base assumption
- Single minded unbalanced plan
- No wiggle room to pivot mid stream
- Notion that ideas cannot fail

(Source – Harvard Business Review, BFP-B's learnings)

Proposed intervention



- Human centered design ideation
- Pretotyping
- Mentorship through technical experts

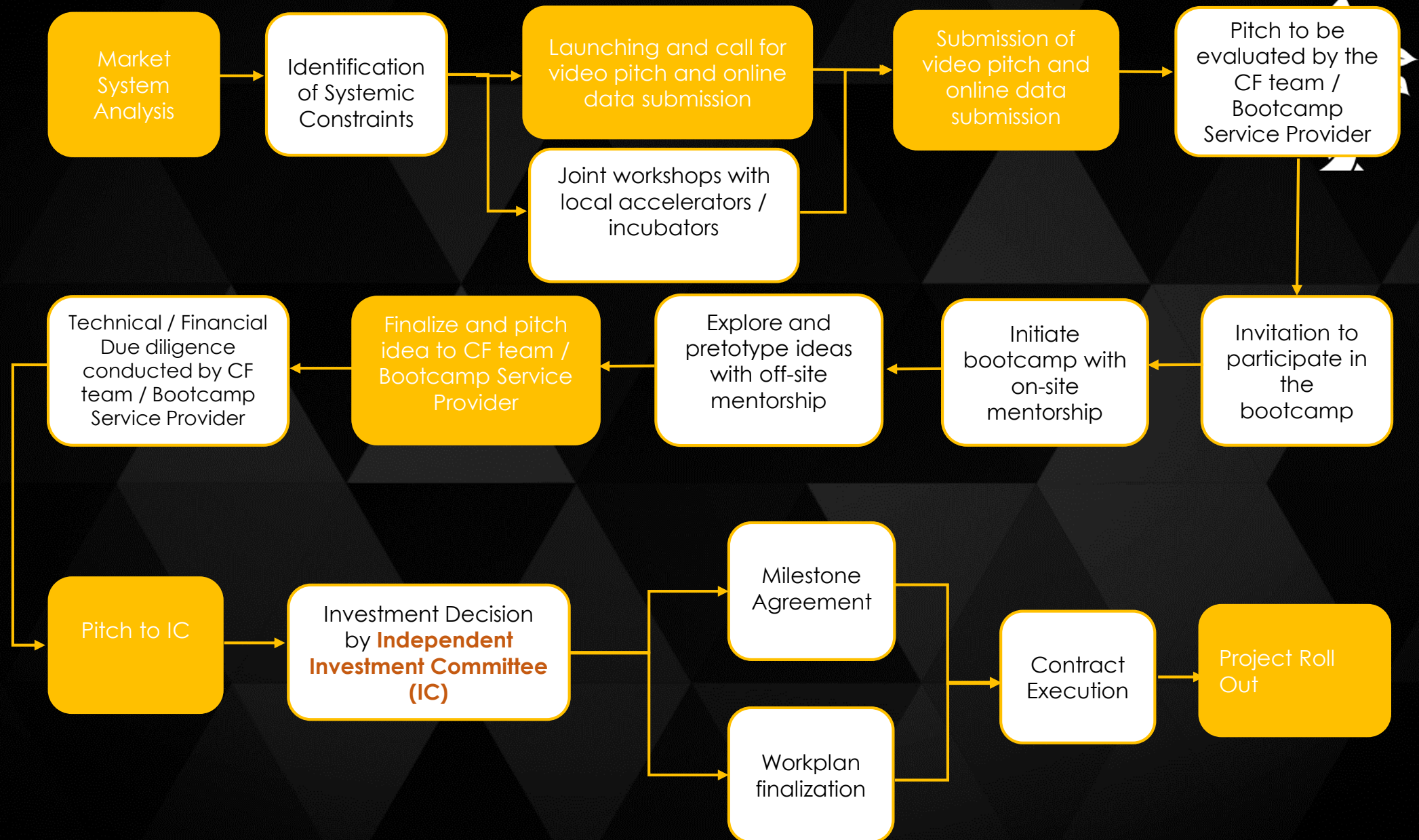
Process Breakdown



<div>Market System Analysis</div> <div>Identification of Systemic Constraints</div>	Window framing
<div>Launching and call for video pitch and online data submission</div> <div>Joint workshops with local accelerators / incubators</div> <div>Submission of video pitch and online data submission</div>	Video pitch submission
<div>Pitch to be evaluated by the CF team / Bootcamp SP</div>	First stage of evaluation
<div>Initiate bootcamp with on/off-site mentorship</div> <div>Invitation to participate in the bootcamp</div>	HCD Bootcamp

Process Breakdown





BFP-B welcomes Concepts under the following themes (but not limited to)



Window 1: Investment Readiness

Investment readiness deals with third party B2B solutions that address the problem of readiness of small businesses and the confidence of Financial Institutions to finance (Banks, Non-Bank Financial Institutions and Micro-Finance Institutions).

Window 2: Last mile distribution

Last mile distribution deals with direct B2B solutions that make established distribution channel become more customer centric and efficient.

Window 3: Alternative financial platforms and instruments

The Alternative financial platforms and instruments deals with B2B solutions that enable businesses to share or transfer risks, for example, access to equity and insurance to finance their business.



For updates on Challenge Fund announcements:

Keep an eye on our website

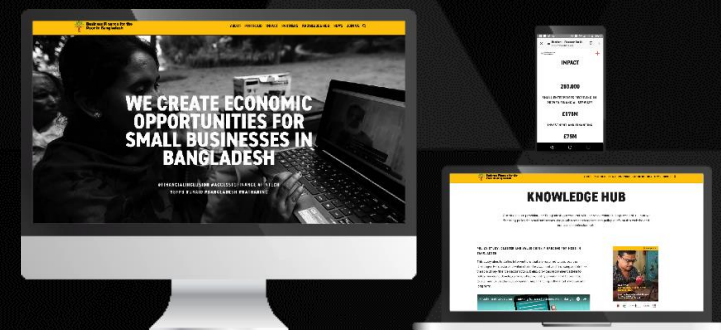
<http://bfp-b.org/>

Like/Follow us on Facebook

<https://www.facebook.com/bfpborg/?fref=ts>

Follow us on LinkedIn

<https://www.linkedin.com/company-beta/13304957/>





For more information on our work, please visit:



www.bfp-b.org



facebook.com/bfpborg/



www.linkedin.com/company/bfpborg/



www.twitter.com/bfpborg

Executing Agency



Implemented by



Managed by

NATHAN
Trusted for Excellence



Oxford Policy Management

Funded by

