



Sustainable Manufacturing and
Environmental Pollution

Market-aligned interventions for cleaner production in the textiles value chain in sub-Saharan Africa and South Asia

Procurement to identify solutions that are applicable to the commercial value chains of the textiles and clothing sector, and that contribute to reducing or eliminating manufacturing pollution and waste.

Priority Countries: Bangladesh, Pakistan, Nepal, Ethiopia, Kenya, Tanzania, Uganda, and Ghana

TERMS OF REFERENCE CALL FOR CONCEPTS

Pre-Procurement Communication [Brochure](#)

*Call for Concept opens: **12 October 2022***

*Deadline for response to Call for Concepts: **31 January 2023, 13:00 GMT***

SMEP Call number: C_005d

Table of Contents

1	Introduction	1
1.1	Scope of the SMEP Call for Concepts: Market-aligned interventions for cleaner production in the textiles value chain in sub-Saharan Africa and South Asia	1
2	Market-aligned interventions for cleaner production in the textiles value chain in sub-Saharan Africa and South Asia	3
2.1	Overview	3
2.2	Rationale and context	3
2.3	Parameters for the call for concepts.....	4
2.4	Criteria for concept proposals.....	6
2.5	Scope of categories for funding.....	7
2.6	Collaboration	7
2.7	Funding allocations available	8
2.8	Phasing of concept proposal delivery.....	8
3	Call for Concepts application.....	9
3.1	Application stages.....	9
3.1.1	Stage 1: Open Call for Concepts (subject of this ToR)	9
3.1.2	Stage 2: Restricted Request for Proposals	10
3.2	Indicative timeframe for the procurement process.....	10
3.3	How to submit a concept	11
3.4	Submission support	12
3.4.1	Queries and questions.....	12
3.4.2	Technical support for the online forms	12
3.4.3	Data protection.....	12
3.5	What should concept submissions show.....	12
3.6	Shortlisting and evaluation criteria.....	13
3.7	Due Diligence.....	15
4	General terms	16
4.1	Definitions of call terms.....	16
4.1.1	Alignment	16
4.1.2	Applicability	16
4.1.3	Capability	16
4.1.4	Concept.....	16
4.1.5	Conflicts of interest	16
4.1.6	Equity provisions.....	16
4.1.7	Experience	17
4.1.8	Pilot / Solution / Intervention	17
4.1.9	Research-into-use (R2U).....	17
4.1.10	Solution	17
4.1.11	Value for Money (VfM).....	17
4.1.12	Viability.....	18
4.2	Intellectual property.....	18
4.3	Organisational and operational capability	18
4.4	Legal and commercial status.....	19
4.5	Delivery of the project activity	19

4.6	Communications	19
4.6.1	Contacting the PMA.....	19
4.6.2	Potential suppliers' contact point	19
4.7	Call Management provisions	19
4.7.1	Principles of good practice.....	19
4.7.2	Call submission	20
4.7.3	Costs of the applications.....	20
4.7.4	SMEP’S obligations to applicants.....	20

List of Tables

Table 1: Thematic areas.....	2
Table 2: Procurement process overview.....	2
Table 3: Thematic areas and example activities prioritised for this CfC	4
Table 4: Envisioned timeframe for the procurement.....	10
Table 5: Evaluation and criteria weighting	13

List of Figures

Figure 1: Value chain participants in mitigating manufacturing pollution	8
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List of Acronyms

C_005d	SMEP Procurement Call 005d
CfC	Call for Concepts
CoI	Conflict of Interest
FCDO	Foreign, Commonwealth & Development Office
GESI	Gender Equality and Social Inclusion
GHG	Greenhouse Gas
IP	Intellectual Property
LNB	Leave No-one Behind
PMA	Programme Management Agent
R2U	Research-into-Use
RECP	Resource Efficient Cleaner Production
RoI	Registration of Interest
SMEP	Sustainable Manufacturing and Environmental Pollution
SA	South Asia
SSA	Sub-Saharan Africa
ToR	Terms of Reference
TRL	Technology Readiness Level
UK	United Kingdom
UNCTAD	United Nations Conference on Trade and Development
VAT	Value-Added Tax
VfM	Value for Money

1 Introduction

The Sustainable Manufacturing and Environmental Pollution (SMEP) Programme, funded by the United Kingdom's Foreign Commonwealth Development Office (FCDO), implemented in partnership with the United Nations Conference for Trade and Development (UNCTAD), supports innovative and investible solutions that prevent pollution from manufacturing being released into the environment. The programme has an investment fund of GBP 20 million to be disbursed over five years (2019-2024¹). From this fund, SMEP is contracting research and service providers that address the following four priorities:

1. Research to develop the evidence to support practical solutions with a high chance of uptake and impact.
2. It is developing and testing innovative technology-based solutions that improve the environmental impacts of manufacturing.
3. Identifying and developing suitable supporting business models and policies to adopt innovative technology-based solutions; and
4. Generating evidence and practical solutions to address the problem of waste and manufacturing pollution in the textiles industry.

More information can be found at www.smepprogramme.org.

As one element of this broader SMEP mandate, the programme is launching a textiles-focused call for concepts. This textiles sector focussed procurement builds on SMEP scoping research, including the Stockholm Environment Institute research titled, '[Manufacturing Pollution in sub-Saharan Africa and South Asia: Implications for the environment, health and future work](#)'² and on sector prioritisation work conducted by TeifaIQ.³ The latter study identified preliminary intervention opportunities to address textile and clothing-related manufacturing pollution in Tanzania.⁴

1.1 Scope of the SMEP Call for Concepts: Market-aligned interventions for cleaner production in the textiles value chain in sub-Saharan Africa and South Asia

The call for concepts encourages concepts that address problematic practices in the textiles sector, including but not limited to excessive consumption of raw materials, water and energy and poor management of liquid effluents and solid waste. The SMEP programme is cognisant of a wide range of interventions, collaborations, and research priorities underway in the textiles arena. SMEP aims to invest in research and interventions that complement these where possible.

The SMEP textiles procurement covers four thematic areas, as shown in Table 1 below. These are described in more detail in Table 3.

¹ Noting that a 12-month programme extension is under consideration.

² Stockholm Environment Institute Report. Manufacturing Pollution in sub-Saharan Africa and South Asia: Implications for the environment, health, and future work, 2020. [SMEP Programme](#).

³ Teifa IQ, 2021. Tanzania Textiles Intervention Strategy Final Report. Contact SMEP for a copy of this report

⁴ Findings from this contextual research are available at <https://smepprogramme.org/resources/manufacturing-pollution-synopsis-series-1-kenya-distilleries-ethiopia-leather-tanzania-textiles/>

Table 1: SMEP Call for Concepts in the Textiles Sector: Overarching Thematic Areas

A. Data production systems for improvements in quality control of processes and for enabling product passports.
B. Increased efficiency in the wet processing of textiles.
C. Recycling, recovery, and upcycling of textile residues to address excessive amounts of unsold and second-hand garments adversely impacting local brands and going to landfills.
D. Development of and upscaling of environmentally friendly fibres.

Applicants are requested to propose collaborative solutions, specifically bringing together supply-side (e.g., manufacturers) and demand-side (e.g., retailers) participants in the value chain. Solution providers may include technology providers and research institutions in the pollution-control and circularity areas.

Time frame: It is anticipated that the procurement will fund pilot concepts starting in May 2023, with each pilot running from 18 months to up to 32 months.

Co-finance: Concepts demonstrating support with either co-financing or contributions in kind will be prioritised.

Budget range: Up to GBP 3 million will be made available to fund between three to six solutions, each with a budget of between GBP 250 thousand to GBP 1 million.

This Terms of Reference (ToR) is the first stage of a two-stage procurement process, as shown in Table 2.

Table 2: Procurement process overview

Stage 1: A Call for Concepts (CfC, covered by this ToR), October 2022 – end of January 2023	Completing an initial application form outlining the concept and proposed solution. The form requires a high-level description of the intended solution , required funding and target outcomes.
Stage 2: A Request for Proposals, April 2023 – May 2023	Concepts shortlisted from Stage 1 will be invited to participate in Stage 2 and submit a proposal detailing work plans, budgets, and descriptions of technologies and tasks.

This ToR details key procurement information. Section 2 covers the procurement objectives, Section 3 the application process and key requirements for developing a successful concept, Section 4 the general requirements for this call, and Section 5 provides an appendix of the procurement assessment criteria.

2 Market-aligned interventions for cleaner production in the textiles value chain in sub-Saharan Africa and South Asia

2.1 Overview

The SMEP programme provides funding for practical manufacturing pollution mitigation solutions across sub-Saharan Africa (SSA) and South Asia (SA). The programme is now calling for concepts to test the suitability of solutions/interventions that can reduce or eliminate waste and manufacturing pollution in the textile sector.

Building on findings from a scoping and prioritisation of pollution mitigation solutions conducted by SMEP⁵, this procurement targets concept proposals that align to four thematic areas, as listed in Table 3. Concepts that can also demonstrate greenhouse gas (GHG) emission reduction and broader social and environmental benefits of pollution mitigation are encouraged.

Concepts should have relevance and potential application to the manufacturing sectors in *Bangladesh, Pakistan, Nepal, Ethiopia, Kenya, Tanzania, Uganda, and Ghana*. However, these are not the only countries that may be targeted. Projects in other countries within South Asia and Sub-Saharan Africa, especially where an intervention can be justified by regional considerations and/or opportunities for scaling, are eligible. Providers may elect to work in more than one country in a sub-region.

Whilst concepts directly addressing these four thematic areas and geographies will be prioritised, concepts that create viable business cases with some initial market interest or those responding to a clear market signal or research output within the textiles value chain will be considered. See section 3.5 for submission requirements.

Applicants do not have to be based in the focus country but must have locally based partners in the target country/ies; research activities and testing/piloting of the solutions must take place there.

2.2 Rationale and context

The textiles and clothing (apparel) sectors (referred to as “the textiles sector” in this ToR) are key global economic sectors currently employing more than 300 million people. It is estimated that the textiles industry will reach a global market value of \$1.4 trillion by 2030.⁶ Almost two-thirds of all textile manufacturing occurs in developing countries, dominated by manufacturers located in SA.

Textile manufacturing in SSA is steadily growing in the number of establishments and in the number of people employed,⁷ thus playing a critical part in growing local economies in the post-Covid19 reality. In addition, the effects of climate change are increasingly felt in developing countries, and cleaner and more sustainable production may contribute to improving climate resilience. Conventional textile manufacturing processes, such as spinning, weaving, dyeing, bleaching, and finishing, rely heavily on consuming natural resources such as water and fossil fuels. The textile industry has a significant impact on water: Several studies show that, in countries where textile manufacture occurs, the dyeing and finishing treatments account for up

⁵ Findings from SMEP contextual research are available at <https://smepprogramme.org/resources/manufacturing-pollution-synopsis-series-1-kenya-distilleries-ethiopia-leather-tanzania-textiles/>. Also refer to the Stockholm Environment Institute Report. Manufacturing Pollution in sub-Saharan Africa and South Asia: Implications for the environment, health, and future work, 2020. [SMEP Programme. \(Executive summary\) and](#)

⁶ Textile Market Value and Trends, Feb. 2022, [Grand View Research](#).

⁷ Stockholm Environment Institute Report. Manufacturing Pollution in sub-Saharan Africa and South Asia: Implications for the environment, health, and future work, 2020. [SMEP Programme](#).

to 20 per cent of total industrial water pollution.⁸ Wet processing can use over 10,000 chemicals and 3,000 individual textile dyes, harmful to human health (e.g., azo dye derivatives). Pollutants include organic substances such as dyes, bleaches, surfactants, and toxic metals (arsenic, copper, chromium, and zinc). Large volumes of wastewater from textiles plants frequently cause ecosystem toxicities, and in many cases, the coloured effluents are a source of aesthetic pollution and urban depreciation. The industry also contributes to airborne pollution from textile dust emissions of volatile organic compounds from solvent use, particulate matter, and Sulphur and nitrogen oxides from energy provision for textile processing. These pollutants are associated with several human health impacts, such as cardiovascular and respiratory disease, cancer and neurological diseases and impaired reproductive capacity; they have also been associated with skin irritations and inflammations.

Continued projected growth in these manufacturing sub-sectors, without a shift to cleaner production methods, will result in significant adverse outcomes for local populations affected by industrial pollutants and the environment.

The sector has immense scope to adopt improved and cleaner manufacturing processes, thus addressing environmental and social issues in situ and meeting the market demand for more sustainably sourced clothing. "Fast fashion" has come under increasing consumer scrutiny in recent years. Brands have a substantial role in enabling and supporting transitions to greater circularity, better pollution governance in the industry, and textile knowledge programmes.

2.3 Parameters for the call for concepts

SMEP calls for concepts that address pollution abatement solutions in the textiles sector. Concepts should address one (or more) of the four key thematic areas in Table 3 below.⁹

Table 3: Thematic areas and example activities prioritised for this CfC

<p>A: Improvements in knowledge sharing and data production systems for improvements in quality control of processes and for enabling product passports.</p>	<p>This focus area identifies the need for technological solutions that can improve data production systems and assist with product passport development. Solutions in this theme could include:</p> <ul style="list-style-type: none"> • Demand-side textile knowledge programmes. • Textile product specification for longevity. • Piloting data management technologies that improve the traceability of pollution data in the value chain, improving environmental governance and facilitating market access. • Technologies involving “sensor packages” to produce autonomous data potentially linked to blockchain for storage and public transparency for consumers. • Improvements in quality control of processes and creating metrics on manufacturing-input-output pollution metabolism. • Development of Resource Efficient Cleaner Production (RECP) practices to prevent and minimise waste generation at production and modern technology, which consumes less energy and water. • Product planning, market forecast and ordering systems to reduce the risk of over-runs, unsold and excess stock.
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⁸ Stockholm Environment Institute. Manufacturing Pollution in sub-Saharan Africa and South Asia: Implications for the environment, health, and future work, 2020. [SMEP Programme](#).

⁹ Concepts that do not directly fit within the themes but are aligned to their intention will be considered on their merits.

<p>B: Increased efficiency in wet processes.</p>	<p>Technologies that reduce water consumption and discharge of wastewater effluent directly from industrial processes, with a preference for technologies that reuse and recycle water and dyes and treat wastewater effluent, with solutions identified including:</p> <ul style="list-style-type: none"> • Water-saving techniques such as water depollution and reuse. • Improvements in dyeing techniques, including resource optimisation strategies for dyeing, waterless dyeing technologies, low liquor ratio dyeing, energy-saving initiatives, foam finishing etc. • Dyes produced from environmentally friendly materials, such as plant-based dyes and technologies that consume less energy and water. • Development of technically feasible and commercially viable alternatives that are less harmful to the environment, such as spray dyeing.
<p>C: Recovery and upcycling of textile residues to address excessive amounts of unsold and second-hand garments adversely impacting local brands and going to landfills.</p>	<p>Technologies that improve ways in which to reduce, recover and recycle pre- and post-production textile waste, with solutions identified including:</p> <ul style="list-style-type: none"> • Exploring avenues to utilise pre-and post-production textile waste, e.g., used clothing and different types of solid wastes, including trimmings, packaging materials and used chemical containers, and examining how waste can regain economic value. • Advancing technology to separate fibres (polyester, cotton, etc.) to reuse the fibres. • Producing waste-based energy to enable heat /power processes behind recycling and circularity.
<p>D: Development and upscaling of more environmentally-friendly fibres and products.</p>	<p>Technologies or concepts that can aid the use and upscale of alternative, more environmentally friendly fibres, with solutions, identified, including:</p> <ul style="list-style-type: none"> • Product design for longevity. • Promoting the use of fibres that are cultivated in an environmentally sustainable manner. • Innovative ideas to use a variety of fibres that can be produced from by-products of plants or marine products (such as but not limited to pineapples, banana stalk, bamboo, and coconut plants, which are locally grown in SA and SSA). Explore the use of cotton by-products to create new income streams for added domestic value, diversify exports, and reduce waste in cotton value chains.
<p>Please consider drawing Gender Equality and Social Inclusion as a strong focus into the above themes.</p>	

NOTE: The SMEP Programme is cognisant that some of the solutions listed above may be associated with externalities (or unintended consequences). These should be noted as risks at the concept proposal stage, and will be interrogated in detail, should concepts advance to the proposal stage.

2.4 Criteria for concept proposals

Concept proposals for this textiles sector procurement should aim to meet the following criteria:

1. Concept proposals that are research-focused should be designed in such a way as to make a case for long-term pollution mitigation. Such proposals should ideally develop/present evidence to ensure they are designed to deliver the following:
 - a. Efficacy to mitigate the targeted type of pollution,
 - b. A use case for new solutions in the industry: i.e., a strong rationale that conveys a pathway for the uptake of the solution by the industry or a method to interrogate and address key aspects.
 - c. Commercial viability and a business case for investment by manufacturers.
2. Market aligned: A demand-side interest, showing clear support for the concept, is desirable. This may include co-investment into cleaner production in the supply chain and/ or the active promotion of textile products with a sustainability approach.

Ideally, the proposed solution should respond to or be supported by a demand-side market signal, such as having a supplier offtake agreement with the manufacturers. Note that the concept should either include proof of such a market alignment or propose a strategy of how the solution can be integrated into the market to ensure long-term commercial buy-in.

3. Collaborative: Applicants are requested to propose solutions that include collaboration from various actors necessary to ensure ultimate success. Collaboration partners should bring together manufacturers operating in the textile value chain (supply-side parties) and customers, including retailers (demand-side parties).

Concepts may bring together different stakeholders, either as individuals or in a consortium, with at least one consortium member being based in the target country, including:

- a. Retailers and retail platforms (demand-side).
- b. Manufacturers (supply-side parties).
- c. Solution providers (these could include technology providers and/or research institutions in the pollution-control and circularity areas).
- d. Industry actors.

See Section 2.6 below for more detail on collaboration.

4. Co-finance is encouraged, particularly from demand-side partners (textile buyers and retailers), and this includes in-kind contributions¹⁰ such as facilitating testing or piloting concepts.
5. Pilots should have an implementation period of 18 to 32 months.¹¹ Please refer to Section 2.8 below.

¹⁰ This modality would require discussions and agreement on a contractual relationship which requires a level of transparency & credible “spill over” effect of the funded project.

¹¹ Implementation period is an estimate, it depends on the final contracting date and possible SMEP programme extension.

Concept proposals should also aim to meet the following SMEP Programme requirements:¹²

1. Solutions that can also show potential for direct or indirect Greenhouse Gas (GHG) mitigation are encouraged.^{13,14}
2. Technical feasibility of the solution and improved TRL: Where concepts include the piloting of technological solutions, the SMEP programme calls for solutions between technology readiness levels (TRL) 5–9, which can be tested, trialled, and developed in the real-world context.¹⁵
3. Social and environmental co-benefits are encouraged. Concepts that meet programme objectives and can show potential for co-benefit delivery will be considered favourably, including, but not limited to:
 - a. Wider benefits for human health and the environment.
 - b. Opportunities for local economic development/upliftment.
 - c. Economic opportunities for women and/or marginalised groups.

Applicants are also directed to Section 4 of this Terms of Reference, which refers to the general SMEP Programme terms and requirements.

Applicants may submit more than one concept. The choice of whether to submit as a lead organisation or as a partner within a consortium rest with each organisation. **However, only one concept per lead organisation can be approved to advance to the next stage.** Lead applicants must be legally registered and compliant with relevant national statutory authorities.

All applications must follow the application process detailed in Section 3 below.

2.5 Scope of categories for funding

To meet the objective of the procurement, concepts should demonstrate alignment to:

- *Thematic area*: Concepts should create viable cases for uptake and address one of the four themes, or a combination of the themes described in Table 3.
- *Sector*: Concepts should be applied to textiles as a stand-alone manufacturing sector.
- *Geography*: should align and *TRL*: Concepts that include trailing technology must comply with technology readiness levels 5-9 to be trialled and developed in the real-world context.

2.6 Collaboration

As discussed in section 2.4 above, collaboration is encouraged. Concepts may be submitted by individual organisations or a consortium of participants in the textiles value chain, as shown by the example in Figure 1. It is expected that the solutions proposed will have relevance for

¹² Details of criteria weighting (criteria for evaluation) are listed in Section 3.

¹³ Avoided emissions that occur at the facility where piloting takes place.

¹⁴ Avoided GHG emissions that are a consequence of the piloting but occur at sources owned or controlled by another entity.

¹⁵ The Technology Readiness Levels (TRLs) 5-9 as defined by the <https://www.gov.uk/government/news/guidance-on-technology-readiness-levels>: TRL9: Operations, TRL8: Active Commissioning, TRL7: Inactive Commissioning, TRL6: Large Scale, TRL5: Pilot Scale.

several value chain participants, including manufacturers, solution providers, research institutions, and industry actors.

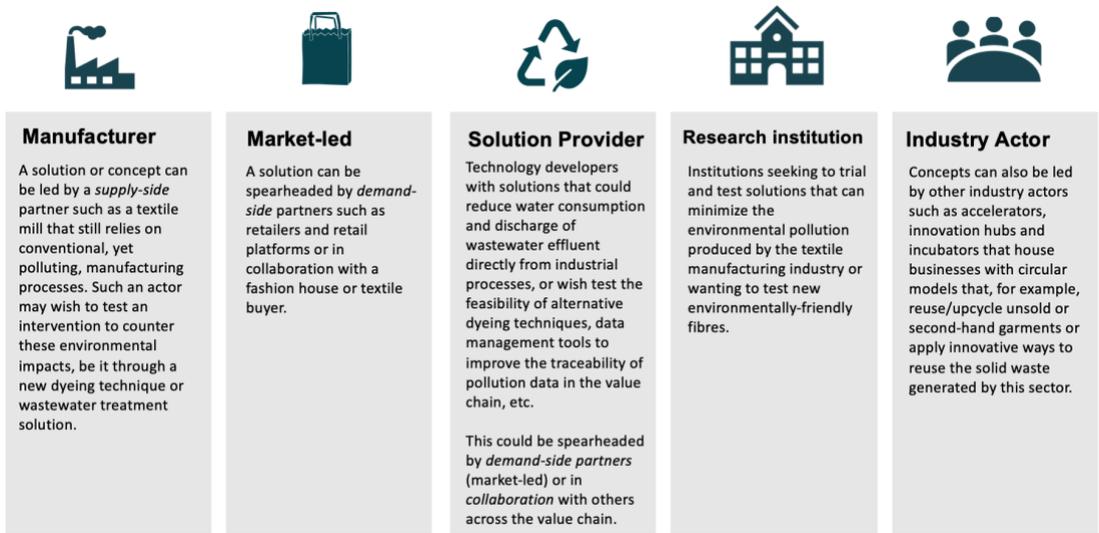


Figure 1: Potential value chain participants in mitigating manufacturing pollution from the textiles sector

SMEP has developed a voluntary platform to support collaboration opportunities amongst interested parties for applicants who may need assistance reaching potential partners. This platform is accessible through the [Submissions Portal – Voluntary Contact Form](#). The details provided through this process will be treated with confidentiality. SMEP will only facilitate introductions amongst interested parties who register their details. Please contact procurement@smepprogramme.org should you wish to share your availability to collaborate with other partners or if you wish to discuss the nature of the collaboration opportunity that is sought to develop a concept proposal. Note that the collaboration platform is open and visible to all parties who sign up for the platform.

As stated above, lead bidders need not be formally registered or based in the target country, but the implementation activity must take place in a manufacturing facility in the target country, and the implementation consortium should include a local partner.

2.7 Funding allocations available

SMEP intends to fund three to six concepts in the textiles manufacturing sector, each receiving funding of between GBP 250,000.00 to 1 million, to deploy interventions in a manufacturing setup starting [June/July 2023].

2.8 Phasing of concept proposal delivery

The pilots will run for 18 to up to 32 months.

Concept proposals must show proposed phases of activities by financial year (April to March), the intended outcomes per phase and estimated budgets. Note that the concepts should be designed to demonstrate a conclusion by or before October 2024. Concepts may be designed to accommodate an additional phase, concluding by or before October 2025, which is supplementary to the primary deliverable and builds on outcomes (further testing and

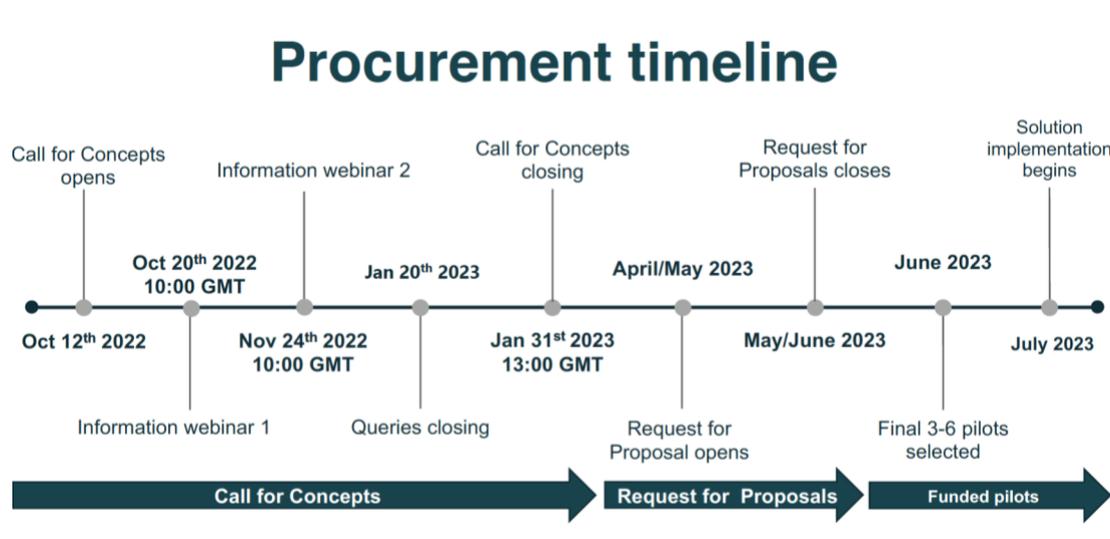
assembling of evidence, stakeholder engagement to facilitate uptake, dissemination of outcomes, policy dialogues etc.).

3 Call for Concepts application

This section provides information on the procurement and application process, selection process, and selection criteria. Applicants should carefully read the instructions provided in this section and the *general terms* covered in Section 4 before completing the application form.

3.1 Application stages

This procurement follows a two-stage, open procurement call process to identify potential manufacturing pollution interventions in the textiles industry best suited for SMEP. The process is outlined below; procedures for completing the application process are provided in Section 3.2.



3.1.1 Stage 1: Open Call for Concepts (subject of this ToR)

In Stage 1, applicants are required to submit a high-level overview of the proposed concept through a structured online application form. The application form is structured to cover the following areas:

- Applicant experience and maturity.
- Alignment of the concept to an existing market signal or a strategy of how market alignment can be secured within a realistic timeframe.
- Concept overview and alignment to SMEP.
- Detailed concept viability and potential impact; and
- Description of the intended solution or intervention project.

As guided in the online application form sections, applicants are expected to provide information describing how the concept aligns with this initiative's objectives (see Section 2.2) and fits within the scope of the interventions foreseen (Section 2.3). Section 3.3 below provides guidelines on the application process.

The application form will be open for at least ten weeks. The SMEP Programme Management Agent (PMA) will evaluate all submitted concepts, resulting in an evaluation score. Those

deemed to have a high degree of relevance and potential impact will be shortlisted and forwarded to the Steering Committee for its determination on which of these will be invited to proceed to Stage 2.

This evaluation and decision-making process will take approximately six weeks after the Stage 1 closing date taking cognisance of the end-of-year holiday period. All applicants will be notified of the outcome of their submission.

3.1.2 Stage 2: Restricted Request for Proposals

For this second stage, applicants whose concepts were approved for further development will be invited to submit a detailed proposal, including a detailed project implementation plan and budget, for a period between 18 to 32 months. The selected applicants will be given up to six weeks to prepare and submit their proposals. During this stage, further guidance on submitting the full proposal will be provided to applicants to support the process.

This stage will also include detailed due diligence on the organisation submitting the concept.

Both the evaluation of proposals and initial due diligence processes result in a score, which becomes part of the final grant award process, where the SMEP Steering Committee decides on the award of contracts, and contracting procedures will begin. All applicants will be notified of the outcome of their submission.

3.2 Indicative timeframe for the procurement process

It is anticipated that the entire procurement process will take approximately 32 weeks from the launch date. Indicative timeframes for the procurement process are provided below. Please note that some timelines may be adjusted.

Table 4: Envisioned timeframe for the procurement

Step	Timeframe (After launch)	Date
Stage 1: Call for Concepts		
Call for Concepts launch		Wednesday 12 October 2022
1 st Call for Concepts briefing webinar	10 days	Thursday, 20 October 2022, 10:00 GMT
2 nd Call for Concepts briefing webinar	One month after the 1 st webinar	Thursday, 24 th November. 10:00 GMT
Call for Concepts queries closing date	14 weeks	Friday, 20 January 2023, 13:00 GMT
Call for Concepts closing date	15-16 weeks	Tuesday, 31 January 2023, 13:00 GMT
Call for Concept challenge sessions	19-23 weeks	February/March 2023
Call for Concepts application outcome notification	24-25 weeks	March/April 2023
Stage 2: Request for Proposals		
Request for Proposals (Open +/- 6 weeks)	+/- 28 weeks	April/May 2023
Award notification and contracting	+/- 33 weeks	June 2023
Pilot implementation	+/- 37 weeks	June/July 2023

3.3 How to submit a concept

To submit a concept, interested parties must follow the process outlined below.

Step 1: Complete the Registration of Interest and activate access to the Submissions Portal

Complete and submit an online [Registration of Interest](#) (RoI). If a consortium is making the submission, only the lead organisation is required to complete the RoI. The RoI questionnaire is a pre-qualifying step involving four basic due diligence questions. The RoI does not include the requirement to upload any supporting documentation; it takes approximately 10 minutes to complete.

An RoI reference number (SMEP00XXXX) will be provided after submitting the RoI. This number will be required to access the [Submissions Portal](#).

Step 2: Read the Call for Concepts document pack

The CfC document pack available on the [Submissions Portal](#) provides two sets of documents: familiarise yourself with Set A before completing the CfC form (these are also hyperlinked below). Set B provides documents applicants will be required to complete and operate within the parameters they set, should you be approved for the next Stage.

- Set A:
 - [Brochure: SMEP textiles brochure](#)
 - [A reference copy of the CfC form](#)
 - [Guidelines for completing the online CfC form](#)
 - [FCDO Supplier Code of Conduct](#)
- Set B (can only be accessed on the [Submissions Portal](#)):
 - Model Grants Framework Agreement
 - Supplier Operations Management Manual
 - Templates and sample documents

The [Submissions Portal](#) also includes a range of support documents, which you will need to be familiar with should you be invited to submit a proposal. These documents are provided now so that you can begin the process of engagement with these documents. Completing them and/or operating within the parameters will become a requirement should you be invited to submit a full proposal.

Step 3: Attend Call for Concepts information webinar

A series of webinars will be organised to present information on key aspects of this call and facilitate an interactive question-and-answer session. The **first webinar is scheduled for [20 October 2022], 10:00 GMT. Please register for the first webinar [here](#)**. Dates for subsequent webinars will be published once scheduled.

Step 4: Confirm an Intention to Bid

If you wish to proceed with submitting a concept, you are requested to confirm your intention by completing and submitting the 'Intention to Submit' a concept form through the [Submissions Portal](#). If the submission is being made in consortia, only the lead organisation is required to complete the RoI. Submitting an 'Intention to Submit' concept activates access to the online form required to make your submissions.

Step 5: Complete and submit Call for Concepts form

Complete the online form to submit concept applications, available through the [Submissions Portal](#). An offline version of the application form can be accessed as a PDF [here](#) for reference purposes only. Guidance notes for responding to the CfC questions are provided on the application form. If a consortium is making the submission, only the lead organisation is required to complete the CfC form.

Only forms submitted through the Submissions Portal will be accepted. Submissions by email are not acceptable.

The online form allows applicants to submit more than one concept using the same login details. The online forms are designed to “save as you go”, allowing the form to be completed in sections before final submission. Guidance notes for completing the form are provided on the [Submissions Portal](#).

3.4 Submission support

3.4.1 Queries and questions

Queries regarding the development and submission of concepts should be addressed to procurement@smepprogramme.org, with subject line: *C_005d CfC: Application reference number*. Queries will remain open until 20 January 2023, 13:00 GMT. Assistance is available on Mondays to Thursdays 07:00 – 15:00 GMT and Fridays 07:00 – 11:00 GMT. Clarifications provided via email will also be made available for all applicants to view via the [SMEP Procurement webpage](#) and the [Submissions Portal](#).

3.4.2 Technical support for the online forms

For any technical questions regarding the online forms, e.g., log in details, access issues, saving the online forms, submission etc., please contact the SMEP Technical Helpdesk at techsupport@smepprogramme.org, with the subject line: *C_005d CfC: Application reference number*.

Technical queries regarding the online form will remain open until the submission closing date.

Technical assistance is available Mondays to Thursdays 07:00 – 15:00 GMT and Fridays 07:00 – 11:00 GMT.

3.4.3 Data protection

Note that data in the forms and attachments, and each instance of data transfer, are protected through TLS Encryption (HTTPS). Full disk encryption is enforced while data is at rest, post-data transfer.

3.5 What should concept submissions show

It is envisaged that concepts should align with the call’s objectives described in Section 2.2 and include practical details around the following aspects:

- Alignment with the SMEP rationale and objectives (Section 2.4).
- Illustrate how the solution will reduce the overall pollution levels and improve health impacts directly attributable to pollution from manufacturing.
- Collaboration potential and possible stakeholder arrangements (Section 2.6).
- Phasing and workplan illustrating envisaged actions, intended outcomes and estimated budget.

- If proof of market alignment cannot be produced at the concept stage, the submitted work plan is to make provision for an initial feasibility period (a maximum time limit of two quarters) to receive a strong assurance that this component is in hand.
- Compliance with TRL 5-9.
- Alignment with some of the broader programme objectives (GHG and GESI).

3.6 Shortlisting and evaluation criteria

SMEP will aim to identify a shortlist of approximately ten applications that show compelling concepts that have the potential for market uptake or scaling with support from SMEP.¹⁶ Applications will be assessed according to how they meet the objectives of this ToR, the status and merits of the lead organisation applying, and the technical quality of the proposed concept.

Evaluation of the applications will be undertaken by the SMEP PMA, assisted by independent specialists. Shortlisted applicants will be invited to present their concepts through challenge sessions to inform the PMA's recommendation to the Steering Committee. The SMEP Steering Committee will make the final decision as to which concepts are suitable for further development into full proposals.

An overview of the assessment criteria and weighting, which will be used to evaluate the application covering the Concept, is presented in Table 5 below.

Table 5: Evaluation and criteria weighting

Category	Weighting
<p><u>Applicant governance and maturity</u></p> <p>Objective This category addresses the capability of the applicant, its team and implementation partners, including experience, track record and expertise, and code of conduct status and applicant risk.</p> <p>Assessment criteria</p> <ul style="list-style-type: none"> • Team expertise and organisational capability. • Organisation ability to execute the work <p>Output As part of the initial due-diligence process, the suitability of the proposers to advance the concept and to receive FCDO funding will be assessed.</p>	<p>10 (A score of 5 or less could result in exclusion from consideration)</p>
<p><u>Concept alignment to SMEP (technical considerations)</u>¹⁷</p> <p>Objective This category is designed to establish how the concept fits with the aims of the SMEP manufacturing pollution mitigation programme. It invites applicants to describe the nature of the concept, focusing on the technological status of the concept proposal and the key drivers and barriers to progress that affect the probability of uptake of the solution. Applicants should highlight how their concept compares to the existing situation and how outcomes will be measured.</p>	<p>15</p>

¹⁶ While SMEP support is primarily financial, SMEP may also facilitate introductions to collaborative and supporting networks and assist to promote visibility of the pilot research.

¹⁷ A 'concept' is defined as the application of a solution into a manufacturing environment (e.g., waste to energy from anaerobic bio-digestors).

<p>Assessment criteria</p> <ul style="list-style-type: none"> • Thematic fit with the textiles sector call • Pollutant(s) addressed • Contextual drivers and barriers and solutions to these • Technical considerations and Intellectual property status <p>Output</p> <p>These elements facilitate an assessment of the concept's viability in a real-world context.</p>	
<p><u>Concept viability</u></p> <p>Objective</p> <p>This category is designed to show how the concept would be implemented. Applicants are invited to outline the business model and premise associated with the concept, including the target market. An overview of relevant product stewardship and risk management measures which will be put in place, and regulatory frameworks and policy interventions which could enhance a successful implementation should be provided. A description of the main stakeholders and the level of engagement that has been undertaken or foreseen should also be elaborated.</p> <p>Assessment criteria</p> <ul style="list-style-type: none"> • Commercial, business model and market considerations that are relevant to the projected uptake of the solution • Additional support requirements • Stakeholder engagement <p>Output</p> <p>This information allows an assessment of the robustness of the business model, along with value chain players and a supportive policy framework which would be required to achieve a successful outcome. The budgetary requirements will be reviewed in relation to the proposed delivery plan and assessed against the programme's ambition and complexity scale.</p>	25
<p><u>Sustainability and longer-term impacts</u></p> <p>Objective</p> <p>This category is for applicants to set out the opportunities for local economic development and/or wealth creation and employment at a local level, along with improvements in terms of quality of life and the standard of the local environment from the rollout of the concept. The requirements for natural resources should be described along with lifecycle impact considerations. Applicants should describe the pollution mitigation potential and, as far as possible, link these mitigation benefits to potential outcomes of improved environmental and human health.</p> <p>Assessment criteria:</p> <ul style="list-style-type: none"> • Quality of life and consumer protection • Environmental improvements • Natural resource improvements • Life cycle impacts characterised • Potential for GHG emission mitigation • Societal improvements: This includes the potential for delivery of human health benefits relating to pollution mitigation, opportunities for wealth creation and social inclusion and potential opportunities or benefits for women. 	20

<p>Output</p> <p>The information in this section enables an assessment of the resource requirements and environmental impacts associated with deploying the concept. The broader implications relating to improving quality of life and economic prospects for local communities will also be considered.</p>	
<p><u>Ease of concept implementation (delivery considerations)</u></p> <p>Objective</p> <p>This category allows applicants to describe how their concepts will benefit from the grant financing to advance the concept through a pilot, including identification of a specific pilot project, market-alignment to ensure long-term commercial buy-in, key stakeholders, proposed budget, project plan, and key outputs/ results to be measured.</p> <p>Assessment criteria</p> <ul style="list-style-type: none"> • Market alignment either via proof of existing market buy-in or providing a strategy of how market alignment can be secured within a realistic timeframe • Time required to test the solution/pilot readiness • Concept investment requirements • Outputs related to the trialling or testing of a solution • Concept deployment risks <p>Output</p> <p>This section enables an assessment of the readiness of the concept and the degree to which it is likely to fulfil its intended purpose.</p>	30
<p>Total</p>	100

3.7 Due Diligence

Short-listed candidates will only undergo detailed due diligence as part of Stage 2. Due diligence will be undertaken in line with the terms of the Framework Services Agreement, which is aligned with the [FCDO Supply Partner Code of Conduct](#) and supplier compliance levels. However, potential suppliers will be evaluated against the compliance level required for the high-level budget supplied as part of their Project Concept submission in Stage 1. It is important for applicants who wish to advance to Stage 2 to consider and reflect on whether they meet the compliance levels when deciding on the scale/budget of their concept (in Stage 1). A reference copy of the due diligence form required in Stage 2 is available on this [link](#).

At present, the FCDO compliance levels are

- Compliance Level 1 - Supply Partners with an individual contract value of GBP 1m or above or two or more contracts/grants with FCDO with a combined value of GBP 5m or above.
- Compliance Level 2 - Supply Partners with an individual contract value below GBP 1m or two or more contracts /grants with FCDO with a value of less than GBP 5m.
- Compliance Level 3 - Supply Partners with an individual Contract value, or component of a Contract/Grant, with a value of GBP 122,976.

Applicants are required to confirm (in Stage 1) that they can meet the applicable compliance level requirements; or commit to meeting these requirements. Applicants who do not currently meet all compliance requirements but would like to compete on this Call may:

- Partner in the consortium, led by an organisation capable of meeting the compliance requirements; or
- Commit to achieving full compliance for their contract level, provided this is a realistic aspiration given the status at the point of application and proposed timeframes.

4 General Terms

A set of Terms and Conditions that apply specifically to this Call for Concepts and any considerations listed in the Terms of Reference are highlighted below.

Applicants are referred to the standard [Framework Services Agreement model contract template](#) for general SMEP standard contract terms. The template references certain FCDO provisions: Applicants are encouraged to familiarise themselves with the contractual terms which will apply should their application ultimately be successful.

4.1 Definitions of call terms

4.1.1 Alignment

The application matches and potentially delivers on the key objectives of the SMEP programme and the current Terms of Reference.

4.1.2 Applicability

Costs reflect justifiable expenses given the scope of the technical work. Costs are reasonable and supportive of value for money.

4.1.3 Capability

“Capability” is defined as:

- Physical presence and/or ability to mobilise in the target geography.
- IT and digital infrastructure.
- Staff capacity and skills.
- Internal administration and project management infrastructure to deliver the assignment.
- Relationships and networks based on experience and prior engagements.

4.1.4 Concept

Defined as the application of a solution into a manufacturing environment, e.g., waterless dyeing technologies.

4.1.5 Conflicts of interest

Applicants who respond to this Call must be free of any apparent conflicts of interest and must undertake not to engage with other bidders or contracted suppliers in a manner that constitutes collusion or bid rigging. If in doubt, applicants should seek guidance from SMEP and engage officially through the PMA. Shortlisted applicants must complete a Conflict of Interest (Col) declaration form as part of standard due diligence procedures.

4.1.6 Equity provisions

Equity within the SMEP context includes broader considerations such as supply chain diversity, where geography- and community-specific research and technological benefits will be derived, and the delivery and engagement approach adopted by partners or suppliers. The GESI

(Gender and Social Inclusion) and LNB (Leave No-one Behind) agendas will form part of these considerations.

4.1.7 Experience

Experience is defined as:

- The team leader should have demonstrated experience in delivering on the concept. This may include expertise in manufacturing or pollution risk, impacts, vulnerability assessment, and/or integration/mainstreaming of technologies.
- The team must include experts with local or regional knowledge/expertise.
- Experts are expected to have excellent technical skills relating to the assignment. Local languages will be appropriate for working purposes; however, official communications and the final report must be in English.
- For each proposed specialist on the team, short bios must be provided, setting out their relevant qualifications and experience.

4.1.8 Pilot / Solution / Intervention

A funded implementation of the concept through the SMEP programme (i.e., implementing, developing, and testing the solution). A solution could entail funding an underlying technology to mitigate pollution, for example, supercritical fluid dyeing or air dyeing.

4.1.9 Research-into-use (R2U)

To ensure that the contracted work meets its objectives, applicants are required to consider how to ensure the uptake of research into practice. For this *Call for Concepts*, the submission form encourages applicants to provide information across key R2U considerations, including:

- **Commercial and Market Considerations:** Factors that will impact the level of investment into the concept in relation to the potential market size
- **The enabling or constraining regulatory environment:** Factors encouraging or impacting the uptake of the concept by industry
- **Stakeholder Engagement:** Relevance of stakeholders, either directly in the value chain or elsewhere, that can influence the uptake of the concept by the industry.

These considerations on technical suitability provide insight into the overall long-term viability of the solution, and the potential for wider and long-term uptake, thus delivering on the SMEP programme objectives to address pollution mitigation and improve environmental and human health conditions.

4.1.10 Solution

See Section 4.1.8 above.

4.1.11 Value for Money (VfM)

FCDO considers VfM across considerations of Economy, Effectiveness, Efficiency and Equity. For the current Call, the following indicators will apply at a minimum:

- **VfM Economy** will be determined by the financial cost to the programme, as indicated by the use and deployment of staff and associated staffing costs and ancillary costs.
- **The content of the application will determine VfM Effectiveness.**
- **VfM Efficiency** will be determined by the applicant's use of resources, existing knowledge, and stakeholder network. In response to the Covid pandemic, the applicant's resilience to adapt and reduce travel and accommodation expenses that would have

been otherwise required by its ability to transition to virtual meetings and other Covid-adapted measures.

- **VfM Equity** will be determined by the applicant's ability to promote the FCDO's equity agenda, as indicated by how it identifies barriers that impede the participation of certain groups within society and suggests ways to promote greater access and equity by taking account of and encouraging gender, equality, and support opportunities for their empowerment.

4.1.12 Viability

The application is feasible, achievable, and practical within the timeframe and budget.

4.2 Intellectual property

Applicants should describe the relevant Intellectual Property (IP) status and whether IP restrictions will affect the research and development project outcomes.

Downstream partners of FCDO are generally expected to comply with standard FCDO contractual requirements relating to IP. The FCDO is a UK government department mandated to spend UK taxpayer funds to deliver overseas development assistance (ODA) under applicable UK ODA legislation. The FCDO has a strong mandate to address poverty alleviation and generate public goods. Prospective applicants are referred to the standard terms of the contract, which are summarised briefly below and are requested to highlight any concerns relating to IP to procurement@smepprogramme.org to enable SMEP to address these proactively.

In summary:

- Existing (pre-contract) IP remains the exclusive property of the respective parties.
- IP created as a result of a project funded by FCDO, including any embedded background IP, shall be owned by the Contractor or 3rd party but be available (on a royalty-free, non-exclusive basis) for use or to be assigned by FCDO.

Note that commercial information, trade secrets, or intellectual property shared in Project Concept Proposals will be treated confidentially and shall not be disclosed beyond the SMEP team. Sensitive information submitted to SMEP shall be deleted once the evaluation process is complete.

4.3 Organisational and operational capability

Applicants may, but are not obliged to, form partnerships or consortia and may add partners after shortlisting. Applicants are encouraged to consider the complexities of bringing their research into use and the various roles that may need to be performed when considering the need for partnerships and show that the team can deliver the desired results.

Given the complex stakeholder dynamics that may affect the uptake of solutions for manufacturing pollution in the textile industry, applicants must reflect on whether key stakeholders with the requisite interest and authority are likely to support the application.

Applicants may submit more than one concept¹⁸ as a lead organisation and are permitted to participate as a consortium partner under other lead organisations on multiple concepts. Lead applicants must be legally registered and compliant with relevant national statutory authorities.

¹⁸ Please also refer to Section 2.2 point 9.

4.4 Legal and commercial status

Applicants will be asked to indicate the funding required in relation to the average annual turnover of the lead applicant over the last three years. Ideally, this should not exceed the average. However, where organisations fail to meet this target, they will be asked to show evidence of commercial and operational track record, will have to provide motivation for condonation, and/or meet additional due diligence requirements.

4.5 Delivery of the project activity

Applicants must present a logical sequence of activities to support rollout and implementation. The description of these project activities should include the following:

- a. The timeframe envisaged and key milestones.
- b. The requisite funding that is being sought from SMEP (and co-funding status). A breakdown of the investment foreseen against the key stages in the concept trajectory (from the current state of readiness through development, and scaling, to successful implementation and uptake).
- c. Additional resource requirements and scale of investment (outside of SMEP) that is envisaged to implement the concept.

Note that co-finance is desirable but not a prerequisite and that SMEP would, in any event, like to understand what historical, current, or future investment has been made or secured and how that relates to the requested SMEP support.

4.6 Communications

4.6.1 Contacting the PMA

Please use the email procurement@smepprogramme.org for all procurement-related communications, including clarifications regarding call process requirements, call queries and due diligence procedures.

Note that if engagement with suppliers occurs while the Call is open, all technical advice or support on the content of the application will be made publicly available using a Question-and-Answer document.

SMEP will also entertain process-related questions or clarifications on the Terms of Reference. Where a query has implications for general interest and applicability, the query and its response will be published on the Call queries page.

4.6.2 Potential suppliers' contact point

Applicants must provide a single point of contact in their organisation for all correspondence relating to this procurement process. SMEP shall not be responsible for contacting the applicant through any route other than this single point of contact and the contact details provided. The applicant must therefore undertake to notify SMEP promptly of any changes relating to the single point of contact.

4.7 Call Management provisions

4.7.1 Principles of good practice

SMEP follows the FCDO's six compliance areas for good practice, viz. VfM and governance; ethical behaviour; transparency and delivery chain management; environmental issues; terrorism and security; and social responsibility and human rights.

4.7.2 Call Submission

The following general provisions apply:

- i. It is the responsibility of the applicant to ensure their application is compliant, including submission by the due date.
- ii. Applicants unable to submit their application because of a failure of the electronic portal may submit a copy via email to procurement@smepprogramme.org explaining the nature of the portal failure. In such cases, SMEP may condone the change to the Call conditions.
- iii. Following evaluation, SMEP may request and consider amended concepts from applicants under this Call.
- iv. No statement made by SMEP expressed or implied during this procurement process is intended to form any express or implied contractual relationship between the parties unless and until the contract is awarded and signed by the parties.
- v. SMEP may amend the conditions should the need arise, in which case applicants will be informed of any new conditions that apply and will be allowed to update their submissions accordingly.
- vi. SMEP may amend, add to, or withdraw all or any part of this Call at any time during the procurement process.
- vii. SMEP may reopen the Call should an inadequate response be received.
- viii. SMEP may decide not to evaluate applications that do not comply with this call's conditions.
- ix. SMEP may reject any application that departs from the conditions detailed in this Terms of Reference.
- x. If none of the applications submitted in response to this procurement is considered satisfactory, SMEP need not award a contract and may consider alternative procurement options.

4.7.3 Costs of the applications

Applicants will remain responsible for all costs and expenses incurred by them, their staff, their advisors, or any third party acting under their instructions in connection with this application. This will be regardless of whether such costs arise because of any direct or indirect amendments made to this procurement process by SMEP at any time.

For the avoidance of doubt, SMEP shall bear no liability whatsoever to applicants for the costs of any amendments, changes, discussions, or communications in respect of this procurement documentation.

4.7.4 SMEP'S obligations to applicants

On receipt of Project Concept applications, SMEP will:

- i. Ensure applications are registered upon receipt and held securely until after the deadline for receipt of applications.
- ii. Maintain a clear audit trail of the opening of all electronic application submissions after the time and deadline for receipt of applications.
- iii. Ensure that all applications are evaluated objectively, in line with the evaluation criteria specified in this procurement documentation.
- iv. Inform applicants of decisions made regarding the award of contracts.
- v. Reserve the right to disqualify any non-compliant applications.