



Supporting supply chains in Tanzania through Seed Fund: Jiko Fanisi La Umeme

Grant Specification



Photo Credit: Kachione LLC



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Competition overview

The Modern Energy Cooking Services (MECS) seed fund provides research funding to stimulate innovations in modern energy cooking technology and systems. In addition, MECS supports the advancement of innovative clean energy cooking products, processes, and services in low-income countries that are appropriate and acceptable to users.

The new **Jiko Fanisi La Umeme Seed Fund** competition is the latest in a series of challenge funds that the MECS programme has engaged with. Previous funds have prompted innovation, early research, and piloting, all of which seek to rapidly accelerate the transition from biomass to clean cooking, particularly modern energy cooking services, on a global scale. **Jiko Fanisi La Umeme** builds on this progression of interest by inviting organisations to apply to the Seed Fund with a business proposal to support a healthy eCooking supply chain. The fund is applicable to new or early-stage companies to gain market traction in Tanzania distributing eCooking appliances.

The total budget requested can be up to £58,000, including all project costs and any applicable local taxes or charges.

Background to the competition

The enabling environment in Tanzania, and in particular the Government of Tanzania's prioritisation of clean cooking, means that Tanzania is at a crucial time for setting a path forward towards modern energy cooking.

The Seed Fund aims to assist companies to gain market traction in Tanzania distributing eCooking appliances. It seeks to support projects that will deliver a minimum of 500 energy efficient electric cooking appliances into homes or businesses.

Our research so far suggests that electric pressure cookers (EPCs) are the 'front running candidate' for eCooking uptake, but we will consider any efficient electrical cooking appliance. Combinations of more than one device are acceptable if a strong case is made.

PAYGO and other credit mechanisms can mitigate upfront costs and connect the flow of payments to seasonal income. However, we accept that these may not be market ready or included in the appliance you intend to distribute. If this is something that forms part of your proposal please highlight which elements of the digital technologies, digital monitoring and verification of use and infrastructure may be used to implement your proposed business models.

Eligibility

- Organisations who can acquire (import, assemble, or manufacture) and distribute (e.g. sell for cash, sell on credit, PAYG, subsidised¹ etc) efficient electrical cooking appliances in Tanzania are eligible.
- Organisations that have a high proportion of women in management and operations will score higher, in order to support women-led organisations and organisations that support women in the workplace.
- Organisations who have been registered in the last 2 years will score higher than large long-established businesses, in order to support new entrants to the supply chain.
- Scoring will reflect the aspiration for sales volume and sustainability of business.
- The Seed Fund is open to any organisations registered to make sales in Tanzania. Organisations where ownership/shareholding/management is Tanzanian based and integrated into the Tanzanian economy will score more highly.
- Funding will be paid in GBP so successful organisations must be able to accept GBP or have an account that is willing to undertake the conversion to Tanzanian Shillings.
- Organisations can only be named on one application as either the lead or as a consortium member. A consortium member is defined as an organisation who is actively involved in the implementation of activities. If an organisation is listed as either the lead or as a consortium member on more than one application, then all of them will be rejected. Only suppliers of appliances and suppliers of specialist research capability can provide their services to multiple projects and be named in multiple applications.
- Match funding (financial or in-kind) and demonstrating links to other funding programmes is desirable. The finance element of your application will be preferentially scored if this is secured.

Reporting requirements and payment schedules

All successful organisations will be provided with the relevant reporting templates. MECS receives public funding from FCDO and therefore, all information and data collected through the programme is published into the public domain. Commercially sensitive data is excluded from this requirement but the decision on what is deemed 'commercially sensitive' will be taken in conjunction with the MECS senior management team.

- After an initial upfront payment on contract signing, all subsequent payments will only be made on the successful completion of pre-defined deliverables. Up to £58,000 will be available for each organisation and sales must be delivered within 10 months.

The following shows the breakdown and terms for disbursement of funds:

- 40% funding on contract signing.

- 30% funding by May 2025 depending on submission of confirmed order of goods and initial payment.
- 10% on proof of delivery of goods.
- 20% on final report due by December 2025.

Organisations will be asked to provide an order form from their supplier to show goods have been ordered. The second instalment of funding will not be released without this evidence. The date of anticipated receipt of goods in country must be noted in this submission.

In October 2025, MECS will commission a company to run a survey with a representative sample of all your eCooking appliance customers on topics covering acceptability, affordability, use etc, to evaluate the impact. This survey will include gender aspects such as whether there has been a shift in household gender dynamics, as well as if cooks have experienced time savings and any co-benefits of alternative activities undertaken in freed up time. You therefore need to keep records of customers, including their phone numbers, so they are contactable for this survey.