

ANDE Catalyst Fund LATAM 2017

Open Date: Tuesday, September 26, 2017

Proposals Due: ~~Friday, November 3, 2017~~ Friday, November 10, 2017 (Deadline extended!)

Awards Announced: Foro Latinoamericano de Inversión de Impacto (FLII) February 27 – March 1, 2018

I. Introduction

The Aspen Network of Development Entrepreneurs (ANDE) invites proposals from ANDE members who are leading efforts to increase access to financial services for low and moderate income (LMI) Latin Americans. The goal of the Catalyst Fund is to increase the productivity and effectiveness of ANDE members and encourage increased collaboration between organizations, while creating tools and insights that can improve the SGB sector. With this challenge fund round, ANDE is keen to support organizations willing to learn from and inform ANDE members based on their experience to move the financial inclusion industry forward across Latin America.

II. Guidelines

ANDE members may apply to the Catalyst Fund for grants of up to 12 months; with a maximum total request of US\$50,000. Joint submissions from ANDE members and submissions which demonstrate the broader benefit to the sector are strongly encouraged. Non-ANDE members may be part of a collaborative grant request; however, the ANDE member must be the primary grant recipient. ANDE members may participate in more than one grant proposal. Annual membership dues must be current in order to be eligible and organizations must be ANDE members for the duration of the granting period.

ANDE seeks to fund approximately five (5) proposals in this eighth round. Total funds available for this RFP are \$250,000. **The MetLife Foundation** has provided the capital for this round of funding.

This round will put additional emphasis on funding proposals targeting creative solutions that increase financial inclusion for low and moderate income (LMI) individuals in Latin America. Specifically, we're looking to support proposals that include the following focus areas:

1. **Behavior Change:** We are looking for interventions that motivate clients to improve financial behavior within an existing financial institution that serve clients' holistic financial health directly via services and products.
2. **Innovation and Digital:** We are looking for projects that are focused on digital technology, fintech, or other innovations that provide a completely new alternative to what's currently available and are seen as breakthrough innovations in financial services.
3. **Scale and Sustainability:** We are looking for projects specifically targeting the growth and sustainability of an institution providing inclusive financial services. This may include programs reducing client acquisition costs, increasing a customer base, expanding a geographic footprint (including points of sale), or increasing efficiency.

III. Geography

ANDE members with programs in Argentina, Brazil, Chile, Colombia, Mexico and Uruguay will be considered. Unfortunately, programs taking place outside of these countries will not be considered.

IV. Impact Assessment

Successful proposals will have a clear theory of change and will consider and measure (through specific outputs and outcomes) the penetration of the idea/project into the ANDE community and the SGB sector. We will also consider the impact on the efficiency and productivity of the organizations involved and how they intend to leverage the funds (whether through partnerships, matched funding, etc.) for expanded impact. Impact assessment criteria will be defined in the grant agreements.

V. Application Timeline and Process

Tuesday, September 26, 2017	RFP Released
Monday, October 16, 2017	Webinar to answer applicant questions
Friday, October 20, 2017	Deadline to send clarifying questions (as needed)
Friday, November 3, 2017 Friday, November 10, 2017	Submission deadline (deadline extended!)
January 22, 2018	Winners Notified
February 27 – March 1, 2018	Winners Announced at the FLII 2018

VI. Proposal Structure

To apply for a Catalyst Fund grant, please provide a brief proposal (**no more than 9 pages, including cover sheet and appendices**) that clearly includes the following, in this order:

1. Cover sheet (1 page):

- Title of proposal
- Organizations applying (ANDE member and Non-Members)
- Amount of request (USD\$50,000 maximum)
- Timeframe of proposed project or program (12-month maximum)
- 1-4 sentence brief description of the request

2. Organizational Overview/Information (1 page):

- Proposal's main contact name, title, and contact details
- A brief description of your organization(s) and why it is well suited to carry out the proposed project

3. A narrative description of the proposed project/program (3-5 pages), including:

- a) The problem or market-need being addressed
 - b) How the project will address the identified problem or need, including specific goals for the effort
 - c) How the project fits the ANDE Catalyst Fund priorities (efficiency/productivity of orgs and sector, increased collaboration, development of tools and insights)
 - d) Who will implement/participate in the proposed effort and their qualifications
 - e) How the project or program will create value for the sector and/or SGBs
 - f) The expected outputs and outcomes that will result from this initiative and how they will be measured and captured. How and when will the success of this project be evaluated?
 - g) How the project findings/results will be shared with ANDE and the overall sector (This should include a clear dissemination plan and steps on how the ANDE network will be leveraged)
4. A list of other project funders (including prospective and committed)
 5. Total proposed project budget with a line item breakout
 - Include total projected cost of project, not only portion you are requesting funding for
 - If funding request is for entire budget, please indicate that
 6. Timeline of the project activities

VII. **Evaluation Criteria**

Clarity	<ul style="list-style-type: none"> • Are objectives clearly articulated? • Is there a well-defined roadmap to achieve objectives?
Feasibility and Internal Capacity	<ul style="list-style-type: none"> • How feasible are the objectives and roadmap? • Is the timing, sequencing, and resourcing of the effort reasonable? • Has the organization demonstrated its ability to achieve the milestones laid out in the proposal? Is the team assigned to implementation qualified and of sufficient size? Does the organization have the means to manage the implementation? • Are the funds provided being leveraged (through partnerships, matching funds, etc.) to ensure maximum impact?
Impact <ul style="list-style-type: none"> ○ On SGB intermediaries (sector that serves SGBs) ○ On SGBs 	<ul style="list-style-type: none"> • What is the depth and breadth of the sector need being fulfilled? • What is the depth and breadth of the proposed idea/solution? • How soon will impact be achieved, and will it be sustainable? • Is collaboration/communication between ANDE members being fostered? • What is the depth and breadth of the SGB need being fulfilled? • What is the depth and breadth of the proposed idea/solution?

	<ul style="list-style-type: none"> • How soon will impact be achieved, and will it be sustainable?
Impact on low- and moderate- income (LMI) individuals	<ul style="list-style-type: none"> • How many low to moderate income individuals will this project engage? • What is the expected gender breakdown of LMI individuals you'll engage?

Please submit completed proposals to Lauren Farello, ANDE Program and Membership Associate, at lauren.farello@aspensitute.org with the subject line “ANDE Catalyst Fund Proposal” no later than 11:59pm ET on ~~Friday, November 3, 2017~~ **Friday, November 10, 2017 (deadline extended).**

Special thanks to this year's sponsor:

