



**BUSINESS  
PARTNERSHIPS  
PLATFORM**

**BPP INDIA WINDOW – 2018**

**Frequently Asked Questions**

## What is the BPP?

The *Business Partnerships Platform* (BPP) is a flagship initiative through which the Department of Foreign Affairs and Trade (DFAT) partners with business to help deliver Australia's aid program. The BPP enables businesses and their partners (including Non-Government Organisations (NGOs), not-for-profits (NFPs), and academia) to apply for co-funding of initiatives that will create new business opportunities that directly address specific aid objectives of the Australian Government.

The Australian Government's engagement with the private sector is built around the concept of 'shared value' – that Business can deliver sustainable social impact in developing countries while achieving commercial returns. The BPP will assist Australian and overseas entities to invest in new shared value approaches through access to DFAT's significant expertise in:

- Convening, brokering, networks and influence in developing partner countries;
- Deep knowledge of development as well as the business, political and regulatory environment in the developing countries where Australia's aid program operates;
- Support in creating a more attractive business operating environment through our broader policy reform and governance programs; and
- Catalytic funding to encourage and support businesses and other organisations (e.g. NGOs/NFPs) looking to increase commercial and social returns in line with our aid priorities. For the BPP India Window 2018, support of between AUD250,000 and AUD500,000 will be offered for initiatives of up to two years' duration, to be matched by at least an equivalent amount by partner contributions.

## What is the BPP India Window?

The BPP India Window will help identify and support scalable shared value partnerships that can contribute to India's economic growth and address development challenges. The BPP India Window 2018 will complement the Australian Government's India Economic Strategy by focusing on several of its lead sectors, including:

- Agribusiness
- Energy and resources (including water); and
- Health

India is in the front rank of Australia's international partnerships. As a strategic partner since 2009, Australia and India enjoy strong political, economic and community ties. India is Australia's fifth largest export market, and tenth largest trading partner overall. Investment has grown significantly over the past decade, as have tourist flows between both countries. Complementarity between economies, India's size and growth trajectory, and strong diaspora links all present opportunities for a closer economic partnership.

To cement India as a priority economic partner, the Australian Government is developing an [India Economic Strategy](#) to take advantage of India's strengths in services, technology and innovation, and to identify new ways to do business together.

## How much money is available?

Applicants may request co-funding from DFAT of between AUD250,000 and AUD500,000 (for each application). Applicants must contribute at least 50 per cent of proposed implementation costs (including both cash and in-kind contributions). DFAT expects to select 4 to 5 partnerships for the BPP India Window 2018.

In addition to funding, DFAT can provide:

- Knowledge of the business, political and regulatory environments in developing countries;
- Networks and ability to convene, broker and influence; and
- Support in creating a more attractive business operating environment.

## How long do BPP initiatives go for?

BPP funding is available for between one to two years in duration. However, as the objective is to support sustainable shared value business ideas, it is expected that commercial operations continue well beyond the funding period.

## Do I have to be an NGO? Do I have to partner with a private firm?

No. Applications to the India Window 2018 are open to Australian, Indian and other organisations either undertaking, or looking to undertake, activities of a commercial nature in India. These may be businesses, NGOs/NFPs, or other types of organisations or consortia.

The majority of previously successful BPP proposals were multi-sector consortia involving NGOs/NFPs, and/or additional business partners. Joint applications are not mandatory. However, applicants may consider this approach as it brings a more diverse technical, knowledge and risk management proposition. Organisations may be involved in more than one application.

## Do I have to be based in India? Do I have to be an Australian company?

Not necessarily. However, it is usual that the lead business partner for an initiative is based in-country.

Applications to the India Window 2018 are open to Australian, Indian and other organisations either undertaking, or looking to undertake, activities of a commercial nature in India.

The Ministerial Statement on engaging the private sector in aid and development sets out the framework for our engagement with business from any country.

The purpose of our private sector engagement efforts is primarily to achieve development objectives. There is no requirement that these efforts should also benefit Australia businesses. Australian businesses seeking government assistance for their activities should be referred to Austrade and/or EFIC.

## Where is the application form?

Applications open 26 February at <https://bpp.smartygrants.com.au/BPPIndia>

## I am unable to submit the application by the closing date due to technical issues. Can the deadline be extended?

Please contact the BPP Fund Manager team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au) stating your initiative reference number and the technical difficulty you are having.

## Can I make changes to my application once it has been submitted?

You can make changes to your application up until the submission deadline. If you wish to make changes after this time, please contact the BPP team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au) stating your initiative reference number to discuss.

## To apply for the BPP I am required to share some commercially sensitive and confidential information with the BPP team. How can I guarantee the confidentiality of my company's information?

Applications for the BPP are only accessible to approved DFAT officers and BPP Facility Manager staff, who are bound by confidentiality agreements.

In addition, DFAT will prepare a Non-Disclosure Agreement for shortlisted applicants. This agreement covers all BPP team members.

If you require a Non-Disclosure Agreement prior to selection, please contact the BPP team at [applications@thebpp.com.au](mailto:applications@thebpp.com.au)

## Will there be further opportunities to participate in the BPP in other countries?

A further round of BPP activities is proposed for mid-2018. The BPP website will be updated as further details become available.



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