



SWIFT Program



Call for Applications Guidelines

About

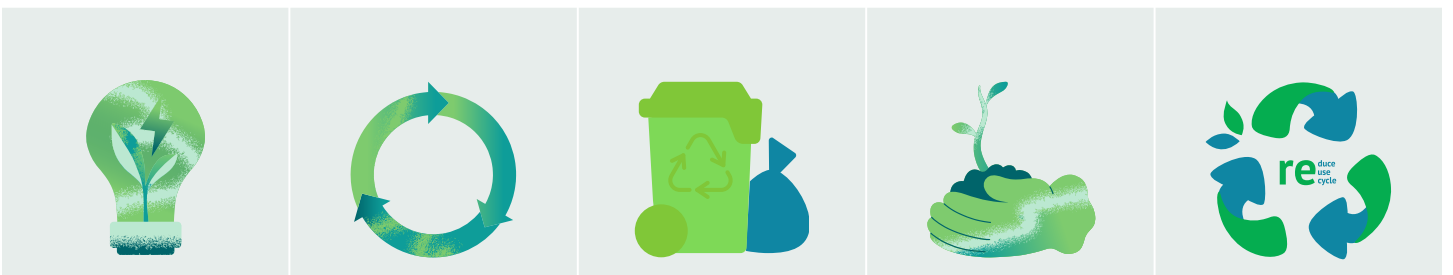
Kenya Climate Innovation Center (KCIC) is a social impact organization addressing climate change at the intersection of innovation and entrepreneurship. It offers incubation, acceleration, capacity-building, and financing to new, small and medium enterprises developing innovations to tackle climate change. KCIC operates across five thematic areas: Agribusiness, Renewable Energy, Commercial Forestry, Water, and Waste Management. Beyond its support to climate enterprises in these sectors, KCIC leverages on its work and experience to foster an enabling environment and accelerate sustainable development through policy and advocacy initiatives.

KCIC is implementing '**Sustainable Waste Innovation for a Future in Transition (SWIFT)**', a three-year programme targeting Small and Medium Enterprises (SMEs) in the waste management sector in Kenya. Funded by the IKEA Foundation, the programme's primary objective is to transform the waste management sector through innovative business models that embrace the principles of circular economy.

In the first year of implementation, KCIC will support 55 enterprises from across the country through business advisory, compliance for market access, technical assistance, legal compliance, market research, product development, financing solutions, sustainability integration, policy support, technology solutions, among others.

In the entire implementation period, the programme seeks to support 110 businesses, subsequently generating over 6,000 direct and indirect jobs, enhancing the livelihoods of over 5,000 households as a result, and seeing supported enterprises generate up to USD 10 million in revenue.

In an endeavour to strengthen waste management policies and frameworks, KCIC will strategically collaborate with the national government and five counties namely **Nairobi, Mombasa, Nakuru, Kisumu, and Uasin Gishu**. The collaborative effort will support the development of policies and regulations incentivising private sector engagement in waste management and circular economy practices.



Waste Management Definition

Waste management can be defined as the systematic collection, transportation, processing, recycling, or disposal of waste materials, whether they are solid, liquid, gaseous, or hazardous substances. The goal of waste management is to handle waste in an environmentally responsible, cost-effective, and sustainable manner. This includes minimizing any negative impact of waste on public health and the environment, promoting resource recovery through recycling and reuse, and ensuring that waste disposal methods are safe and comply with regulations.

Waste management encompasses various activities, such as waste reduction at source, waste segregation, treatment of waste to reduce its volume or toxicity, waste processing and value addition, and the development of environmentally sound disposal methods for residual waste. Effective waste management is crucial for mitigating environmental pollution, conserving resources, and promoting a circular economy.

The Sustainable Waste Innovation for a Future in Transition (SWIFT) Programme specifically focuses on **solid waste management**, with a strong emphasis on innovative business models rooted in the principles of the circular economy. Beyond conventional waste management practices, SWIFT aims to **transform** how society views and handles waste, promoting resource recovery, recycling, processing, and sustainable solutions.

The program seeks to minimize environmental impact, create economic opportunities, and contribute to a future where waste is not just managed but is regarded as a valuable resource within a circular system.

The **ideal entrepreneur for the SWIFT programme** is one who sees waste as a resource, embraces innovation, and is committed to creating both environmental and social value through sustainable waste management practices.

Programme Structure and Eligibility Criteria

The SWIFT programme will support enterprises through either **Incubation** or **Acceleration**. Applicants should consider the stage of their business before making their application.

Incubation Programme

This is an 18-month program targeting early-stage businesses that have at least developed a minimum viable product (MVP) or a working prototype. The businesses will receive tailored business advisory services, intensive practical training, and business coaching to enable them gain market acceptability and progress towards full commercialization. Enterprises that successfully complete this program can apply for the Accelerator Programme.

Accelerator Programme

This is an 18-month program in which entrepreneurs are provided with tailored support aimed at setting them on a rapid business growth path and preparing them to be investor-ready. In the acceleration phase, KCIC support will focus on operational optimization, marketing and branding, scaling strategies, financial analysis and planning, quality management, enhancing market presence, and ensuring financial resilience and quality control.

The following are the **eligibility metrics** for admission to either the Incubation or Accelerator program:

Incubation Programme

- Business must be legally registered, located, and operating in Kenya
- The business must be operating within the waste management sector.
- Business should have management books of accounts of at least 1 year
- Business must have been operational for at least 2 years.
- Business should have a working prototype/minimum viable product.
- Climate Impact- Business must have an impact on climate adaptation, mitigation, and demonstrate environmental benefits.
- Should have revenues between USD 10,000 - USD 30,000 per annum.
- The business must currently employ at least 5 employees.
- Proof of Market with at least 5 existing customers.
- Innovation- the business must demonstrate uniqueness of the product, service, or business model in combating climate change.
- Scalability - A feasible business model that shows a clear and compelling mission to grow a sustainable and commercially viable business.

Accelerator Programme

- Business must be legally registered, located and operating in Kenya.
- Business must be operating within the waste management sector.
- Business must have been operational for at least 4 years.
- Business should have a working prototype/ have a minimum viable product.
- Business should have at least 2 years certified audited book of accounts.
- Climate Impact- Must have an impact on climate adaptation, mitigation, and demonstrate environmental benefits.
- Business should have revenues above USD 30,000 per annum.
- Business should have created job opportunities for 5-20 employees.
- Business should demonstrate proof of market with at least 10 existing customers.
- Innovation- business must demonstrate uniqueness of the product, service, or business model in combating climate change.
- Scalability – should be a feasible business model that shows a clear and compelling mission to grow a sustainable and commercially viable business.



Financial Support

Beyond the comprehensive non-financial support under incubation and acceleration, the SWIFT Programme shall offer financing options to successful applicants admitted for either incubation or the accelerator programme. The financial support will be in the form of either **Matching Grants**, **Repayable Grants**, and/or support to leverage **External Financing**.

Financial support will be based on assessment of actual needs on a case-by-case basis. The enterprises will have to undergo a minimum of three months of technical support and advisory services before initiating the funds application. Financing will be done upon evaluating and addressing identified gaps in the needs assessment and due diligence exercise that will be conducted by KCIC.

<p>Matching Grant</p> 	<ul style="list-style-type: none">• Designed for clients seeking to determine the viability of their business ideas/business models in the context of testing out business models in the waste management sector in Kenya.• It is a non-repayable matching grant subject to agreed drawdown milestones.• KCIC will fund up to 70% of the total financing requirements while the client will cover the balance i.e., at least 30% of the financing needed.• Businesses with turnovers between USD 10,000 to USD 30,000 will be eligible for Matching grant financing.• Ticket size for matching grants is USD 10,000. Businesses will be required to match a total of 30% of the ticket size.
<p>Repayable Grant</p> 	<ul style="list-style-type: none">• Designed for businesses that are actively seeking to scale their operations and foster the growth of their existing, profitable business models.• It is a repayable facility, with annual interest rates ranging between 6% - 8%.• Businesses with turnovers above USD 30,000 will be eligible for repayable grant financing.• The ticket size for repayable grants in USD 40,000
<p>External Financing</p> 	<ul style="list-style-type: none">• KCIC shall also provide investor readiness training and post investment support to entrepreneurs to enable them access third-party financing such as debts, grants, and equity investments.

Application and Selection Process

- All Applications must be submitted **online** through the provided [application form](#) by **February 2nd, 2024**.
- The applications will be screened for eligibility as per the outlined criteria. A scoring system will be used to provide a score between 1 and 37 (37 being most successful).
- All applicants will receive an official response via email (swift@kenyacic.org) on their application determining whether they were successful or not.
- Unsuccessful applicants can contest the evaluation by submitting a formal request to KCIC within 14 days upon receiving feedback on their application.
- Due diligence shall be carried out on all successful applicants to verify eligibility prior to any support or placement in the programme.
- Applications that do not meet all or some of the eligibility criteria will be automatically disqualified.
- Employees from either the KCIC, KCIC Consulting, KCV or affiliated partners in the Agribiz, PUSE, or GreenBiz programmes and their immediate family members are not eligible to apply for the program, either individually or as part of a team or Entity.
- Applicants must ensure their application does not infringe or violate the rights of any third party, including but not limited to, ownership, copyrights, trademarks, patents, logos, licensing rights, rights of publicity or privacy or any other intellectual property rights, and is not contrary to any applicable laws.
- Applicants are not required to make any payment to submit their application or become eligible for the program.
- KCIC reserves the right to disqualify any applicant at any point during the program, if it has reasonable grounds to believe that the application: Has been made fraudulently or contains any false or misleading statement, Has breached any of the Eligibility Criteria or other Rules, Has infringed on any intellectual property of any other person, or Was made in breach of any applicable law.
- All submissions must be made directly by the Applicant behind the Idea or Entity entering the program. Entries made using methods such as a macro, script, using automated devices or processors are not allowed and shall be disqualified.
- Only investor ready beneficiaries from previous KCIC programs or their Partners shall reapply for the SWIFT accelerator program in any subsequent year.

APPLY [HERE](#) or visit <https://www.kenyacic.org/swift/>



Other Information

KCIC Diversity Statement

Kenya Climate Innovation Center (KCIC) is an equal opportunity provider and is committed to fostering an environment that values and celebrates diversity in all its forms. We believe in creating an inclusive entrepreneurial ecosystem that respects individuals' backgrounds, experiences, and perspectives. **We welcome applications from all eligible candidates, regardless of gender, ethnicity, race, religion, disability or socio-economic status.**

Fraud, Bribery, and Corruption

Kenya Climate Innovation Center is completely against fraud, bribery, corruption, unethical conduct and abuse of power or authority. Kenya Climate Innovation Center does not ask for money for applications or proposals. If approached for money or other favours, or if you have any suspicions of attempted fraud, bribery, corruption, unethical conduct and abuse of power or authority please report immediately and provide as much detail as possible with any reports.

Likewise, if any fraud, bribery, corruption, unethical conduct and abuse of power or authority on the part of an applicant is discovered during the call for application, Kenya Climate Innovation Center reserves the right to terminate the cooperation with the individual or business in question.

Report to our Internal Auditor through any of the channels below:

- Email: kcic.transparency@kenyacic.org, Toll Free Line: 0800 721 211, Report on KCIC Website: <https://www.kenyacic.org/whistle-blow/>, or write to the Chief Executive Officer, Kenya Climate Innovation Center, through Postal Address P.O Box 49162 - 00100, Nairobi.

Contact Information

For feedback, partnerships, further information, or inquiries on this programme, please feel free to contact us at communication@kenyacic.org or swift@kenyacic.org.

Kenya Climate Innovation Center (KCIC)

Supporting Innovative Climate Change solutions and Sustainable Development in Kenya.

Address: Strathmore University Business School, 3rd Floor, Ole Sangale Rd, Madaraka.
P.O Box 49162 – 0200, Nairobi, Kenya.

Phone: +254 703 034 701/03

Website: www.kenyacic.org