

TERMS AND CONDITIONS

SOLUTIONS CONTEST #SinDesperdicioHortícola Argentina



Presentation

The contest **#SinDesperdicioHortícola** arises with the aim of identifying innovative solutions to reduce food losses and waste in the horticultural chain of Argentina.

The contest **#SinDesperdicioHortícola** is part of the [#SinDesperdicio Platform](#), an initiative promoted by the IDB in partnership with a series of partners committed to work for a Latin America and the Caribbean without Food Loss and Waste (FLW). Through competitions such as **#SinDesperdicioHortícola**, the partners that make up the Platform (IDB, Nestlé, The Coca Cola Company, Grupo Bimbo, FEMSA Foundation, The Dow Chemical Company, the Food and Agriculture Organization of the United Nations, the Consumer Goods Forum and the World Resources Institute), promote spaces for innovation, better public policies and greater capacity and knowledge on the subject.

Since 2008, the [Innovation Lab \(I-Lab\)](#) of the Competitiveness and Innovation Division (CTI) of the **Inter-American Development Bank (IDB)** has been promoting a series of social innovation platforms and processes aimed at generating solutions for social problems not addressed by the market. These processes involve the beneficiaries themselves (citizens) in the identification and prioritization of problems that inspire the development of social innovations. The objective is to use public-private-community cooperation in the search for solutions to social issues. The IDB, through the I-Lab, has applied this approach in different topics: disability, access to water, financial inclusion, territorial development, reintegration of people deprived of liberty, among others.

In Latin America and the Caribbean, 127 million tons of food are lost and wasted every year, 34% of all the food produced for human consumption. This phenomenon occurs in a context where 42 million people suffer from acute undernourishment. In Argentina, 16 million tons of food are lost and wasted annually, of which 14.5 million correspond to losses (stages of production, storage, transport and processing) and 1.5 million to waste (commercialization and consumption). The food chain that presents higher losses and waste, compared to its total production, is the horticulture: 42.1%!

In Argentina, horticultural production covers an area of 500,000 hectares (1.5% of the cultivated area of the country), with a production of 10 million tons of vegetables per year and a labor demand of about 350,000 people in the primary stage. The average size of horticultural establishments is 5.2 ha.

The IDB together with the Secretary of Government of Agribusiness of Argentina, with the support of IBM and the Argentine Network of Food Banks, invite you to apply for the contest **#SinDesperdicioHortícola** according to the terms and conditions presented below.

1. OBJECTIVE:

The general objective of the contest **#SinDesperdicioHortícola** is to identify solutions with high social impact linked to the losses and wastes of food in the horticultural chain of Argentina. For this purpose, mentoring, non-reimbursable financing and personalized incubation will be granted to the proposals that present the most innovative, viable solutions with the greatest impact to the challenges posed. These proposals may be in the idea, development or prototype phase; proposals that have been tested in the market will also be considered. Priority will be given to those that involve the beneficiaries in the innovation process, as well as those that use technology as a solution or support tool.

2. THE CHALLENGES:

Prior to the launching of the present contest, research activities were carried out with the objective of identifying and validating, by the beneficiaries themselves, the most relevant problems and challenges in horticultural production in Argentina.

Through this process, two priority challenges were identified:

Challenge #1: Improve access to markets for horticultural producers

In Argentina, horticultural producers face numerous barriers that prevent their products from reaching markets. Scarce planning on what products is more convenient to grow, poor information on current prices and commercialization alternatives, value chain concentration, intermediaries, deficient information on the crop conditions and harvest, and a high dependence on prices in concentrating markets are just some of these barriers. This is added to the low level of transformation of raw material to value-added products, and the lower level of associativism and large atomization of producers, which hinders their negotiating power with customers. In addition to the impact on producers' income levels, these barriers generate high levels of food loss, both pre-and post-harvest level.

This line of the contest seeks to identify innovative solutions that improve the planning of production and facilitate market access for horticultural producers. Specifically, technological, financial or process solutions that:

- Improve planning and decision making on what products to grow, when to grow them and when to harvest.
- Facilitate access to information on prices, markets and marketing alternatives for their products.
- Facilitate the linkage between farmers and food distributors such as central markets, greengrocers and the gastronomic sector.
- Facilitate linkage with food banks.

Challenge #2: Increase the efficiency of agrochemical and other productive inputs

One of the most important aspects to achieve greater productivity in the horticultural sector is to increase the efficiency in the application of agrochemicals, which depends on technological factors, but also on environmental conditions such as temperature, relative humidity, wind speed and amount of rain.

There are schedules for the application of agrochemicals in horticultural production. However, they only allow limited planning, generally resulting in applications higher or lower than the optimal doses/quantities or in their untimely use. On the other hand, the use of calendars must be accompanied by training of the producer to facilitate the proper identification of pests and diseases, its cycle of occurrence and the appropriate product to be applied. Another aspect that many times is not considered is the "biocontrol" that favors the natural enemies of these pests and diseases to act. All these factors have negative impacts on the quality of the vegetables and on the ability of the producers to prevent and mitigate the pests and diseases that affect these products, resulting in significant levels of food loss and waste (in many cases never even coming to harvest).

It's identified a problem associated with the lack of precision technologies that allow a more intelligent and efficient application of agrochemicals in horticulture, considering in real time the main variables that affect the application. On the other hand, many farmers have little knowledge about best practices in what is the use of agrochemicals and how it should be adjusted considering data on variables such as humidity, temperature and the probability of precipitation.

For this problem, the contest seeks innovative solutions that optimize the use of agrochemicals and other inputs in horticultural production. Specifically, technologies or methods that:

- Optimize the use of agrochemicals and other inputs in horticultural production.
- Allow a more smart and efficient application of agrochemicals in horticulture production.
- Although not exclusively, incorporate the use of best practices and variables such as humidity, temperature and precipitation.

3. WHO CAN APPLY?

Participation in this contest is free.

Natural persons can be nominated (individually or as representatives of a team) and legal persons (companies, non-governmental organizations, public institutions, universities, educational and research centers).

Applicants, whether natural or legal persons, must possess the following characteristics:

- Belong to one of the member countries of the Inter-American Development Bank ([borrowing](#) and [non-borrowing countries](#)).
- Have at least 18 years old at the time of application.

The proposed solutions may be an initial idea, in development or in prototype phase. Market-tested solutions will also be considered.

Applications must be sent through the online system linked to this portal. The deadline for submitting proposals is April 7, 2019 at 23:59 (Argentina time).

The representative must declare that the images used for the preparation of the application video and any other graphic, audiovisual or printed material included as part of the application, are free use or their authorship or co-authorship, exonerating the IDB Group and its allies for any error regarding author recognition.

This call does not commit the IDB Group or its allies to sign a contract with any of the persons or organizations applying. In case there are doubts about the capacity and availability to implement the pilot project in time, the form and within the agreed budget, the IDB Group reserves the right to make the final decision on whether to grant or deny the signing of the contract.

4. APPLICATION PROCEDURES:

- Applications must be sent only through the online system available through the contest website (www.sindesperdicio.net/concursos)
- To participate, contestants must send a video with a presentation that does not exceed 2 minutes, along with the form. The video must be specifically made for this registration. It must be published on YouTube, as part of the registration (without password).

The video must answer the following questions:

What is the problem that this product/service solves?

What is the innovative solution offered by your product/service?

If it is an entrepreneurship, what are its expansion plans?

How is the team made up and what distinguishes them?

Why should you be selected? What motivates you

- For the nomination of proposals, you must access the web page of the call <https://www.sindesperdicio.net/concursos>, complete the form through the online application system and send it along with the requested attachments.
- The application period runs from **February 12 to April 7, 2019**
- Proposals with incomplete forms or with representatives that do not meet the eligibility criteria will be discarded.
- Amendments or other documents will not be accepted after the established deadline.

5. EVALUATION AND SELECTION OF FINALISTS AND WINNERS PROCEDURES

At the end of the application stage, a panel of evaluators will select up to 12 finalist proposals according to the criteria indicated in these terms and conditions.

These finalists will have the opportunity to participate in a two-day innovation Bootcamp in the city of Buenos Aires where they will participate in meetings with entrepreneurs, and workshops related with innovation, business models and communication to refine their proposals. At the end of the Bootcamp, finalist should present a pitch during a final event before a panel of judges that will select the two winners.

The panel of evaluators and judges will be composed by specialists from the IDB Group, representatives of national public institutions, allied entities, as well as experts in entrepreneurship, innovation and in food loss and waste topics.

The Jury's decisions are unappealable.

6. FINANCING CONDITIONS:

The IDB is committed to fund two solutions selected as winners.

Each selected proposal will receive a funding of US \$ 15,000, of which US \$ 10,000 will be awarded as seed capital to implement the solution and USD 5,000 for personalized incubation by incubator/accelerator for a period of 3 months after the competition

7. EVALUATION CRITERIA:

The evaluation and selection of the finalists and winning proposals by the panel of evaluators and judges will be based on the following criteria:

A. Quality of the proposal: The proposal is adjusted to the problems/challenges posed proposing an effective solution. There is coherence between objectives, methodology, activities, resources and schedule.

B. Innovation, creativity and originality: degree of novelty presented by the proposed solution. New modalities, products or services; or proposals that improve existing ones.

C. Impact of the solution: expected impact that the project will have in terms of practical results for the beneficiaries involved and society, as well as its capacity for replication in other media. The link with the public, private, academic sectors and with the final beneficiaries in the innovation process will be valued.

D. Business model: the proposal presents a sustainable business model to promote the success of the project over time.

E. Team: experience, skills, motivation and composition of the work team to carry out the project.

8. RESULTS PUBLICATION:

The finalists will be announced on April 26, 2019 through the contest website (<https://www.sindesperdicio.net/concursos>).

The final results will be known on June 7, 2019, in the final presentation event, after the presentation of the finalists and the deliberation of the panel of judges. These results will be published on the contest website.

9. STAGES AND DATES

STAGE	ACTIVITY	DATE
APPLICATIONS	Contest opening	February 12, 2019
	Contest closing	April 7, 2019
EVALUATION	Proposal review period	April 8 to 25, 2019
	Finalists' Selection	April 26, 2019
WORKSHOPS, FINAL PITCH AND SELECTION	Bootcamp with final proposals	June 5-6, 2019
	Award Ceremony	June 7, 2019

10. UNEXPECTED SITUATIONS

The IDB Group has the power to resolve any situation related to the contest that is not contemplated in these terms and conditions.

ABOUT THE ORGANIZERS

Inter-American Development Bank

The Inter-American Development Bank (IDB) is the main source of financing for economic, social and institutional development in Latin America and the Caribbean. It provides loans, grants, guarantees, policy advice and technical assistance to the public and private sectors of its borrowing countries.

Since 2007, the Innovation Lab (I-Lab) of the Competitiveness, Technology and Innovation Division of the Inter-American Development Bank (IDB) has promoted the application of social innovation as a tool to improve equity in Latin America and the Caribbean. The solutions to the most relevant social challenges should not arise by chance, but by design, and we use the approach of social innovation to intentionally create bridges between worlds of problems and worlds of solutions.

#SinDesperdicio is an initiative promoted by the IDB in partnership with a series of partners committed to working for a Latin America and the Caribbean without Food Loss or Waste (FLW). The platform promotes four lines of action: i) innovation; ii) public policies; iii) knowledge; and iv) behavior. The partners that compose #SinDesperdicio are: the IDB, Nestlé, The Coca Cola Company, Grupo Bimbo, FEMSA Foundation, The Dow Chemical Company, the Food and Agriculture Organization of the United Nations, the Consumer Goods Forum and the World Resources Institute.

Secretary of Government of Agribusiness

The Secretariat of Food and Bioeconomy of the Secretary of Government of Agribusiness of Argentina has been carrying out since 2015 the National Program for the Reduction of Food Loss and Waste as a strategic issue to promote more sustainable production and consumption within the framework of more efficient and inclusive agri-food systems. The objective of the Program is to coordinate, propose and implement public policies, in consensus and with the participation of representatives of the public and private sectors, civil society, international organizations, among others, that address the causes and effects of the loss and waste of foods.

ABOUT THE ALLIES

IBM

IBM is a leading cloud platform and cognitive solutions company, with more than 95 years in Argentina. Restlessly reinventing since 1911, IBM is the largest technology and consulting employer in the world, with more than 380,000 employees serving clients in 170 countries, from different industries and business -large companies, small and medium business, entrepreneurs, startups and innovators- to accelerate digital transformation with cutting-edge technology such as artificial intelligence, blockchain and cloud. IBM works for the progress that matters, the innovation to help companies and society to progress.

Argentine Network of Food Banks

The Argentine Network of Food Banks is a non-profit civil association that brings together 14 food banks, 3 food banks in formation, 2 adherent organizations and 4 food banks initiatives, distributed in 13 provinces of the country. It was created in 2003 as an initiative of the food banks themselves to promote joint work, accompany their development, encourage the creation of new food banks and favor strategic alliances that contribute to the construction of a well-nourished Argentina without hunger.