







Tips and Tricks for a Successful Nexus proposal

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PRIMA Programme is supported under Horizon 2020, the European Union's Framework Programme for Research and Innovation.

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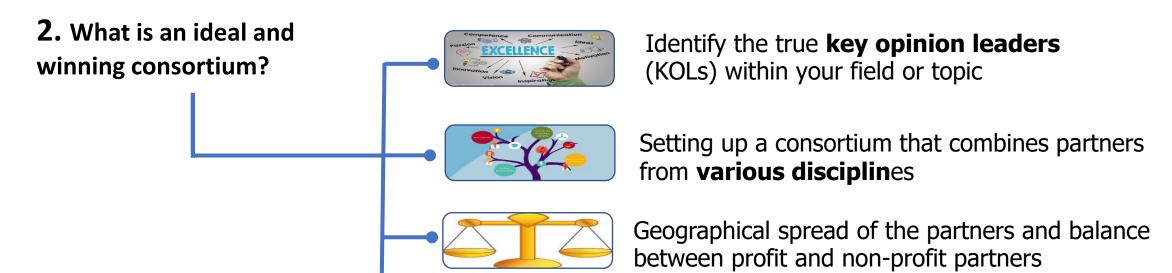


✓ A lot of competition from rival consortia who might hijack your perfect partners

✓ Try to bring the **brightest minds** within your filed of topic

ovoid redundancy

Each Partner should have a unique role,



How to build a Nexus Proposal?



1. Establish a core consortium with high excellence



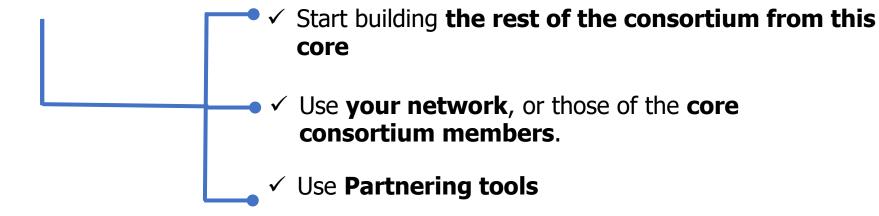
Bring on board the KOLs within the specific field or topic and establish a core consortium

2. Develop your excellent Plan



✓ Together with this core consortium draft the scope, main objectives and rough outline of the project

3. Bring in the rest of the partners



How to build a Nexus Proposal?



Mandatory Expertise

- Integrated management of resources
- Social sciences
- Socio-economic analysis
- **Ecosystem services**

Mandatory Partners

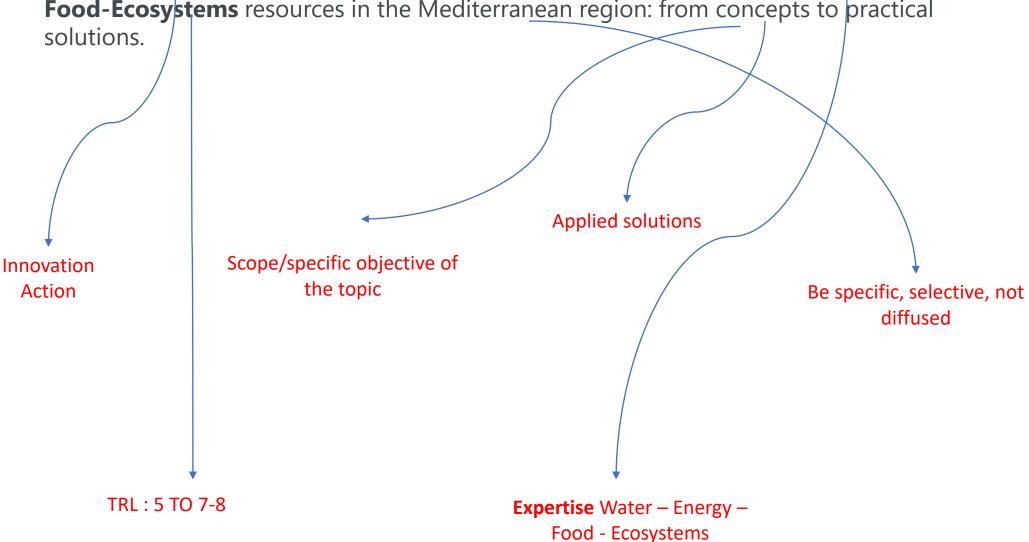
- Private sector: SMEs
- Public authorities (Municipalities, local authorities



How to read a Nexus Call text



1.4.1-2021 (IA) Leveraging knowledge on the Nexus management of Water-Energy-Food-Ecosystems resources in the Mediterranean region: from concepts to practical







Translate the scope into synthesized points

SCOPE

- Translate conceptual considerations first into practical solutions and then into specific policy-making processes
- Technologies, processes and management models, including decision support system tools, digital solutions, data infrastructure, should be implemented and validated in demonstration areas under a practical approach
- Implementation of solutions for gaining efficiency and saving of water-energyfood resources.
- Demonstration cases should also analyze the potential for upscaling and replication of the Nexus solutions and identify impacts on the Sustainable **Development Goal**

Expected Impact

- Consider all the expected impacts mentioned in the Call text
- Propose other expected impacts related to your proposal

PRIMA MENSER FORESHOLMUNDING IN THE MEDITERRANEAN AREA

Particular attention



- Take into account the overarching Nexus questions of trade-offs and synergies across resources
- The social and political dimension is crucial in a Nexus proposal
- For an innovation action, TRL should start at least from TRL4-5
- Involvement of a critical mass of stakeholders
- Complementarily between the partners
- Effective engagement of the private sector (SMESs)
- Explicit KPI to ensure quantifiable outcomes



HOW TO CONCRETE AN IDEA OF A NEXUS PROPOSAL

- Select a first idea: Existing conflicts on resources in some Mediterranean countries (A challenge of conflicts – Governance of resources)
- Draft only one page concept note
- Discuss it with the key partners (4-5 Maximum)
- Draft a more detailed concept note (up to 3 pages)
- Start developing your theory of change (Problems/Needs/Relevance, Goal, Objective, or ideas for Activities). This will change many times! But it is an important starting point to initiate discussions.



HOW TO CONCRETE AN IDEA OF A NEXUS PROPOSAL

Main Sections:

- Suggested project title
- Background to the project
 - **Problem statement:**
 - The idea/ suggested solution:
- Expected results, target groups/ lead users
- Alignment to the Call priorities
- •Phases of the work: Divide your work into Work Packages.
- •Potential partners: Define the needed expertise
- •Expected Budget: Currency: (€) Duration:
- •Key words: Define 10 words relevant to your topic

HOW TO CONCRETE AN IDEA OF A NEXUS PROPOSAL



- ✓ Project title: cover page, the most appropriate title representing your project.
- ✓ Project objectives: (1 slide) mention the objectives of the project. Use bullets.
- ✓ Abstract/ Overview: (1-2 slides) present your idea. This is the most important part of the presentation. Include a figure summarizing your project.
- ✓ Project Description and Methodology:
 - Problem Statement: (1 slide) the targeted problem and its impact (nationally and/ or internationally). Use charts, figures with references
 - Added value of the proposed project: (1 slide) describe the suggested solution, where is the innovation
 - Expected results: (1 slide) using Bullets is preferred. Include prospects of commercializing/and making use of the project results:
 - <u>Scientific methodology</u>: (1 slide) describe the methodology to be adopted
 - <u>Description of work activities, deliverables:</u> (1-3 slides) divide your works into Work Packages (PERT), timing (Gantt)
- ✓ Qualification Needed: (1 slide) Define the needed expertise either from other department(s), Egyptian organization(s), or on international level
- ✓ References: (1 slide) most important and relevant publications/patents



Excellence

- The focus seems to be **on the technical part** only and "deterritorialized" value chain. There is thus a high risk of missing some important issues of the nexus functioning
- The proposal fails to put the whole WEF Nexus into perspective omitting the complexity of the overarching trade-offs and synergies
- The objectives are not presented in a systematic way and cover only partially the WEFE
 Nexus (water, energy and food) with minimum notice of the ecosystems
- Links to ecosystems and biodiversity lack in detail
- The trade-offs and synergies of the 4 nodes of the WEFE Nexus are not fully addressed
- The proposal lacks in detail on what are the TRL levels at the start and the end of the project
- The proposal lacks detail on how nexus interventions are identified and prioritized, also considering ecosystems and natural infrastructure



Excellence

 Attention to gender is limited—attention to gender issues should go beyond having women in the consortium and proposing female participation in workshops

• The proposal is not innovative enough in adopting the **multi-actor approach**, as it lacks in detail with regards to the practical solutions it offers on specific policy-making processes

The advancement beyond the state-of-the-art is not clearly written



Impact

- The expected impacts of the project are presented, but no Key Performance Indicators and related target values are presented on the expected impacts
- There is such a wide list of KPIs to assess the Nexus. some KPIs sound highly ambitious.
 Contrary to this, some other KPIs sound rather generic
- The proposed KPIs set targets that are highly risky to be achieved within the duration of the project
- The proposal lacks detail on how the involvement of the decision makers translate into ways to address sectoral silos across the water-energy-food-ecosystem nexus
- The proposal does not refer explicitly to the specific expected Impacts of the call
- There is no clear description of the expected impacts in terms of governance.



Implementation

- There are competencies in different disciplines but a clear gap in socio-political issues.
- The participants have no complementary expertise and this will impact on the capacity to carry out the project activities with success
- The role of the partners is not clear
- The links between stakeholder's engagement and the test of innovation seems thin however and limited to a consultation process. This is congruent with a very limited analysis related to stakeholders engagement
- WPs lacks in clarity on which tasks are reported in which deliverable. Unbalance of the work Lot of subcontracting
- Risk management is very generic and doesn't refer to specific risks related to the technologies and their implementation at the pilots
- The proposal lacks detail on whether links to other EU policies (e.g. Farm to Fork Strategy, Biodiversity Strategy and Horizon Europe Mission on Soil Health and Food)



THANK YOU...



















Dr. Mohamed Wageih **Project Officer** PRIMA Secretariat, Barcelona

Barcelona, DEC. 2021





PRIMA Programme is supported under Horizon 2020, the European Union's Framework Programme for Research and Innovation.

Most Common Reasons for Failure

- x Weak project idea (novelty and applicability);
- **x** Low **relevance**: unimportant problem not aligned to donor priorities:
- **x** Weak **consortium**, partners overlapping, unjustified;
- x Lack of **expertise** (technical, management) and/or resources;
- x Unfocused approach; vague objectives;
- x Unrealistic: amount of work proposed, objectives, absence of clear indicators/targets (irrelevant to PRIMA SRIA);
- x Uncertain long-term impact and/or lack of future direction;
- x Over-/ underestimated budget;
- x Poor/unclear language.

Requirements for a Good Proposal



- Attractive **Title** and **Acronym**;
- Good and Comprehensive Abstract;
- Novel Idea and Clear Goals;
- SMART Objectives, Results, Deliverables;
- Clear Methodology;
- Defined Action Plan and Budget;





Requirements for a good project - tips

- A good PROPOSAL (clear, coherent, logical, SMART);
- Project-Call ALIGNMENT;
- Strong COORDINATOR and CONSORTIUM building on complementary strengths;
- Reasonable, justified **BUDGET**;
- Be INNOVATIVE (idea, methodology, management, writing..).



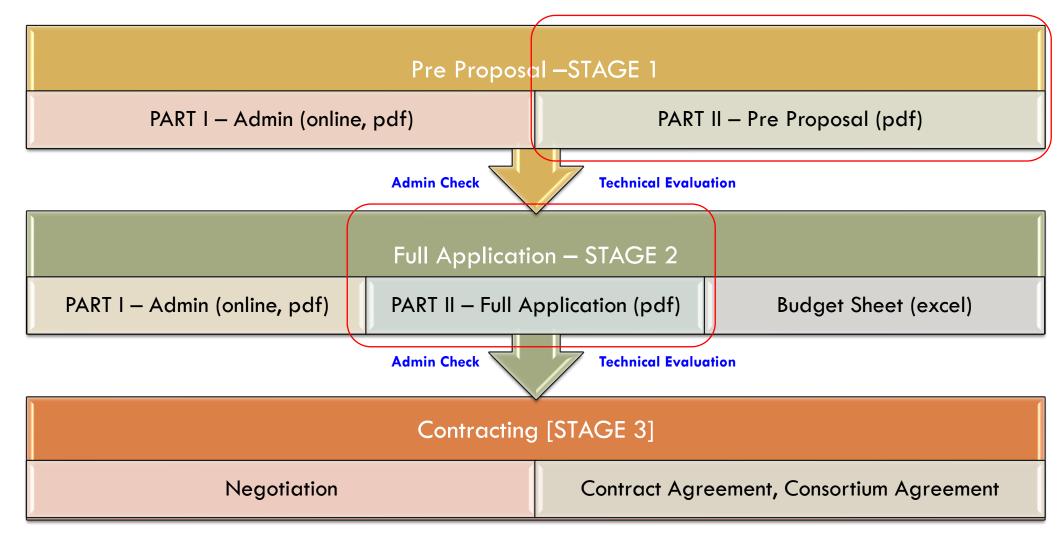


PRIMA APPLICATION PROCEDURE Two stages Submission











1. Excellence

- 1.1 Objectives
- 1.2 Relation to call and/or topic
- 1.3 Concept and methodology
 - (a) Concept
 - (b) Methodology
- 1.4 Ambition

Pre Proposal STAGE 1 10 pages

2. Impact

- 2.1 Expected impacts
- 2.2 Measures to maximise impact
 - a) Dissemination and exploitation of results
 - b) Communication activities

3. Implementation

- 3.1 Work plan Work packages, deliverables
- 3.2 Management structure, milestones and procedures
- 3.3 Consortium as a whole
- 3.4 Resources to be committed

4. Members of the consortium

- 4.1. Participants (applicants)
- 4.2. Third parties involved in the project (including use of third party resources)

5. Ethics and Security

Full Proposal STAGE 2 50 pages

Main Sections of Part II-Pre Proposal (Technical)



(max 10 pages)

1 - Excellence

- 1.1 **Objectives**: overall and specific objectives
- 1.2 **Relation** to call/topic: how your proposal addresses the challenge & scope
- 1.3 Concept and Methodology
 - (a) Concept: main ideas, models or assumptions
 - (b) Methodology: *overall methodology, activities*
- 1.4 **Ambition**: beyond the state-of-the-art

2 - Impact

2.1 **Expected Impacts**: expected impacts mentioned in the work programme



Section 1 - Excellence

1.1 Objectives: overall and specific objectives tricks)

(check Session 3 for tips and

- In bullet points (SO1,SO2...), present the overall/general objective(s) of the project
- Be precise and specific as much as you can
- Avoid too ambitious goals, over estimation
- Reflect what is already written in the call text, read it again, again, and again \rightarrow reflection
- Avoid narrative description, implementation steps, blablabla......
- Define as well: location/geographical coverage, main stakeholders/target groups, main deliverables (new analytical devices....)...

Questions to develop a S.M.A.R.T Objective(s):

- Addressed challenges/demands at the level of national/regional/global?
- What is the concept of the proposed project?
- What should be achieved from your project?

Section 1 - Excellence

- **1.2 Relation to call/topic:** how your proposal addresses the challenge & scope
- Reflection from the call text, again
- State how your proposed project shall address the **PRIMA SRIA + CALL** + **TOPIC** challenges & scopes (+ **EU** relevant policies and strategies)
- Use a tabular form [addressed scope/challenge, how your project will respond to this?]
- Relevance to the particular demands of the target **Mediterranean countries**, where the action will be organized, and the relevant sectors (including synergy with other initiatives and projects)
- Refer to any significant plans undertaken at national, regional, global level relevant to the project

Section 1 – Excellence

1.3 Concept and methodology

- (a) Concept: main ideas, models or assumptions
- Explain the overall concept underpinning the project.
- Identify inter-disciplinary considerations and, stakeholders'/partners' knowledge and roles.
- Include measures taken for **public/societal engagement** in the project.
- Describe the **positioning of the project** e.g. where it is situated in the spectrum from 'idea to application', or from 'lab to market'.
- Define and describe the '**Technology Readiness Levels**' (Check PRIMA Guidelines for Applicants). *Refer to the initial TRL and the final/planned TRL and what type of deliverable (i.e. new device) that would be resulted from the action/project.*
- Describe any national or international research and innovation activities which will be linked with the project, especially where the outputs from these will feed into the project (synergy and complementarity);

Section 1 - Excellence

1.3 Concept and methodology

- (b) Methodology: overall methodology, activities
- Describe the overall methodology (the applied approach not the detailed activities and steps)

- from objectives to results?

- Present the state-of-the-art of the technologies used and its rational.
- Present the logic behind the Workpackages structure, not the details of the WPs/tasks.
- Distinguishing, as appropriate, activities indicated in the relevant section of the work programme, e.g. for research, demonstration, piloting, first market replication, etc;
- Describe gender dimension, i.e. sex and/or gender analysis.

Please note that this question does not refer to gender balance in the teams in charge of carrying out the project but to the content of the planned research and innovation activities. For guidance on methods of sex / gender analysis and the issues to be taken into account, please refer to: http://ec.europa.eu/research/swafs/gendered-innovations/index en.cfm?pg=home

Section 1 – Excellence

1.4 Ambition: beyond the state-of-the-art

- What the proposed project would advance/go beyond the state-of-the-art, and the
 extent the proposed work is ambitious (show novelty of your project and added values).
- Describe the innovation potential (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models) which the proposal represents. Where relevant, refer to products and services already available on the market. Please refer to the results of any patent search carried out.
- why you choose this/these technologies, advantages over alternatives in the market.
- In brief, also describe the nature and size of the tackled market.
- Use references. Use Figures, tables, charts when appropriate.

Section 2 – Impact

2.1 Expected impacts: expected impacts mentioned in the work programme

- Be CLEAR and SPECIFIC to your proposed project and its objectives, avoid general terms.
- USE QUANTIFIED INDICATORS AND TARGETS/VALUES.
- Mention as well the means of VERIFYING/MEASURING the KPIs (# of reports/field trails, # of workshops, report of....).
- CLASSIFY the impact: social, economic, environmental, political, scientific/technological advancement,....
- Define the TARGET GROUPS and BENEFICIARIES (i.e. small farmers, organic food market...) and the geographical coverage (involved countries).
- Describe how your project will contribute to each of the expected impacts mentioned in the PRIMA annual work programme, under the RELEVANT TOPIC (the part of: expected impact).
- Do not forget the Cross cutting areas as well (i.e. ICT revolution, gender issue,....
- Refer to PRIMA SRIA (http://prima-med.org/wp-content/uploads/2018/02/PRIMA-SRIA_Strategic-Research-and-Innovation-Agenda.pdf)

GENERAL REMARKS – PRE PROPOSAL

- Two Sections \rightarrow Equal Scoring \rightarrow Equal Attention.
- Only 10 pages, use it precisely and concisely.
- Don't waste spaces for the implementation/details.
- Quantify, Quantify, Quantify...
- Use tables, figures and diagrams, but not extensively.
- Present dissemination, communication and exploitation plan, *in brief*.
- Show INTERDISCIPLINARY of: partners, stakeholders, end users...
- Show the NOVELTY (process, solution, methodology, presentation).
- NETWORKING and SYNERGY

1. Excellence

- 1.1 Objectives
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2. Impact

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5. Ethics and Security

Pre Proposal STAGE 1 10 pages

Full Proposal STAGE 2
50 pages



PRIMA FULL APPLICATION SECTIONS

Section 1 - Excellence

- 1.1 Objectives: *overall and specific objectives*
- 1.2 Relation to call/ topic: how your proposal addresses the challenge & scope
- 1.3 Concept and methodology
 - (a) Concept: main ideas, models or assumptions
 - (b) Methodology: *overall methodology, activities*
- 1.4 Ambition: *beyond the state-of-the-art*

Section 2 - Impact

- 2.1 Expected impacts: expected impacts mentioned in the work programme
- 2.2 Measures to maximize impact
 - a) Dissemination and exploitation of results
 - b) Communication activities

As 1st Stage, with more details, figures, tables.
Elaborate
Avoid drastic changes.

Reviewers can access the 1st (CN) as well during assessment of the 2nd (FA).

Reviewers' circulation

Quantify, quantify, quantify





PRIMA FULL APPLICATION SECTIONS

Section 3 - Implementation

- 3.1 Work plan Work packages, deliverables
- 3.2 Management structure, milestones and procedures
- 3.3 Consortium as a whole
- 3.4 Resources to be committed

Section 4: Members of the consortium

- 4.1. Participants (applicants)
- 4.2. Third parties involved in the project (including use of third party resources)

Section 5: Ethics and Security

- 5.1 Ethics
- 5.2 Security



Excellence (max. score 5)

- **Fit with the scope** and objectives of the PRIMA programme and the call topic description;
- Importance, relevance/pertinence and clarity of the objectives;
- Soundness of the concept and credibility of the proposed approach/methodology.
- Extent that the proposed work is beyond the **state of the art**, and demonstrates **innovation potential** (e.g. ground-breaking objectives, novel concepts and approaches, new products, services or business and organisational models)
- Appropriate consideration of interdisciplinary approaches and, where relevant, use of stakeholder knowledge.

Impact (max. score 5)

- The extent to which the outputs of the project would contribute to one or several of the **expected impacts mentioned in the work plan** (Scores of the proposals will not depend on the number of expected impacts covered).
- Any impacts not mentioned in the work plan, that would enhance innovation
 capacity, create new market opportunities, strengthen competitiveness and growth
 of companies, address issues related to climate change or the environment, or bring
 other important benefits for society.
- Quality of the proposed measures to: Exploit and disseminate the project results
 (including management of IPR), and to manage research data where relevant;

 Communicate the project.

Quality and efficiency of the implementation (max. score 5)

- Quality and effectiveness of the work plan, including extent to which the
 resources assigned to work packages are in line with their objectives and
 deliverables;
- Appropriateness of the management structures and procedures, including risk and innovation management;
- Complementarity of the participants and extent to which the consortium as whole brings together the necessary expertise;
- Appropriateness of the allocation of tasks, ensuring that all participants have a
 valid role and adequate resources in the project to fulfil that role.



Stage 2 – Full Proposal (Implementation)

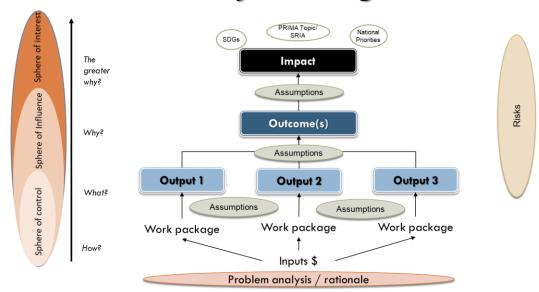


PRIMA Topic Challenges & Poscope		Project Response		Technology		Initial TRL		Developed Solution		Final TRL		
Call Challenge				Technology 1 3		3	New T	New Tech.1		6		
PRIMA SRIA Objective				Technolo	ogy 2	3	New T	ech.2		7		
Topic Scope				Technology 3 4		New T	New Tech.3		6			
		TG/FB	Demands & Challenges	Project Response								
			[Target Group 1]					Ī				
			[Final Beneficiary 1]									
			[Target Group 3]									
Communicatio n Action	KPIs	Targ	et Audiences		WP Title		art ate	End Date	Resp Partn		Deliverab es	
Website	1	Pub	lic		WP1	N	11	M5	P1	C	1.1	Ī
Leaflets	1000	Scie in	ntific communities		WP2	N	13	M10	P2	C	2.2	
Workshops	4	Sma	Ilholders in		WPn	M	123	M36	P1	C)n.1	

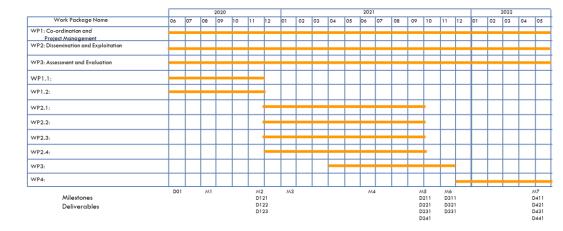


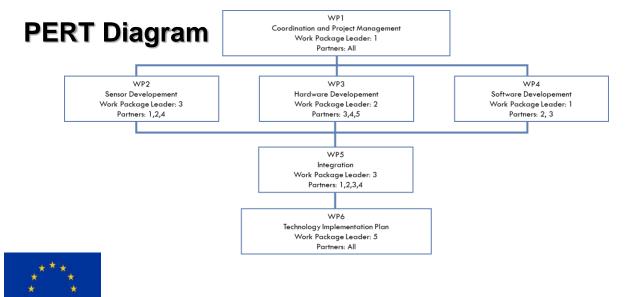
Theory of Change



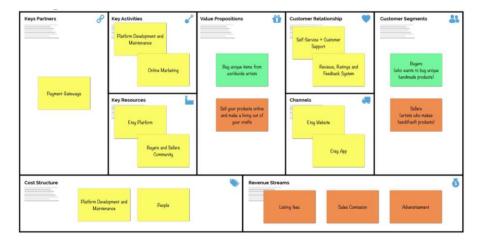


Gantt Chart





BNC



GEBERAL Advices!!

- Keep the title/ acronym of the project SIMPLE, CATCHY
- Avoid TOO GENERAL BACKGROUND
- Be CONCISE and write specifically about your project proposal
- Register in the platform and update information regularly;
- Own check-list table;
- Read the Guidelines, and the Call text carefully;
- Provide ALL the information requested;
- Check PRIMA website regularly for updates/modifications (e.g. deadline extension).

TECHNICAL Advices!!

- ✓ Engage external **Stakeholders/end-users** + **Communication** tools and activities.
- ✓ **Relevance** of your Project to PRIMA SRIA, PRIMA Call, PRIMA Topic, EU Regulations.
- ✓ **JUSTIFY**: applied technologies, sites and locations, partners...
- ✓ Check **COMMUNICATION** and **VISIBILITY** MANUAL for EU External Actions.
- ✓ Check **Numbering** and **Consistency**: partners' order, deliverables, WPs, tasks...
- ✓ **Invent** tools, diagrams, charts, instruments to present your idea.
- ✓ Measurable **KPIs**, Quantify activities, deliverables, outputs.
- ✓ **Polish** and **clear** your proposal to be more appealed (not so colorful, not black & white).
- ✓ Contact Your **National Contact Point**.



Thank You!



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PRIMA – The Partnership for Research and Innovation in the Mediterranean

Area

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Nexus Regional Dialogues (NRD) Programme phase II

WEFE Nexus – From Research to Practice

20 December 2021





Implemented by



The five Nexus Regional Dialogues **Central Asia MENA** Niger Basin LAC Southern Africa

Our objectives

- Mainstreaming the WEF Nexus approach in governance and investment decisions
- Developing concrete policy recommendations and governance frameworks for integrated resource management
- Identifying investment opportunities for multi-sectoral projects
- Providing innovative training, tools and best practices to take the WEF Nexus approach from theory to practice

Demonstrating the added value of the WEF Nexus approach



Mandate and structure

Donors



European Union (EU)

German Ministry for Economic Cooperation and Development (BMZ)



Region

Central Asia (CA)

Latin America and the Caribbean (LAC) Middle East and Northern Africa

(MENA)

Niger Basin (NB)

Southern Africa (SA)

Partner







National Partners in Central Asia

Economic Commission for Latin America and the Caribbean (ECLAC) League of Arab States (LAS)

Niger Basin Authority (NBA)

Southern African Development Community (SADC)

Implementing Agency

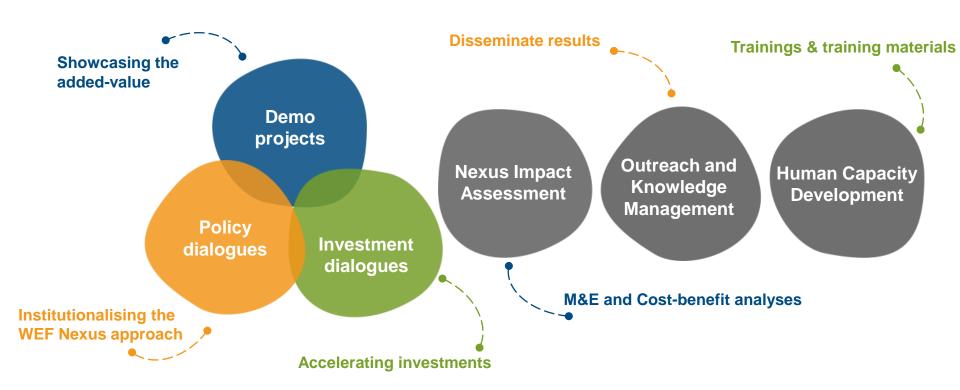


OiZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) Gmbl



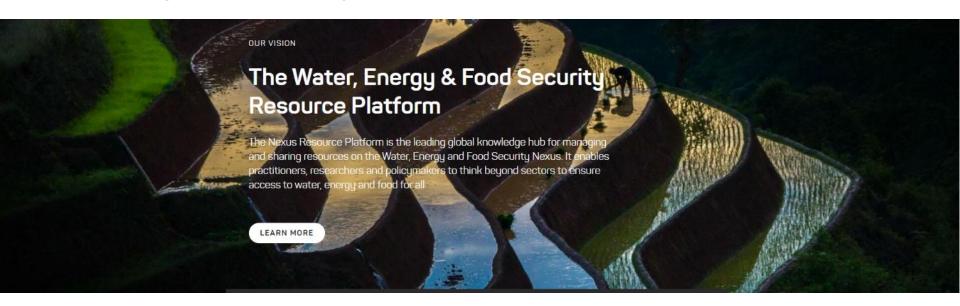
Global Nexus Secretariat

How we work – Towards a Nexus Paradigm Shift



The Nexus Resource Platform

the global knowledge hub on the WEF Nexus approach



www.water-energy-food.org

Some facts and figures

visits from **53,479** visits **136** distinct **39,756** unique countries visits in the past year EN / SP / FR **Multi-lingual** navigation ~ **4800** Resources available (publications, research articles, news, blog posts, 914 events videos) promoted → <u>Upload YOUR Nexus</u>

publication!

Key components in the development of the NIA toolkit

Component 1

Development of the WEF Nexus selection indicator framework

Laying the groundwork to understand the current state, potential impacts and the key metrics and success criteria.

Component 2

Development of the WEF nexus Indicator framework

Framework for MEL

Theory of change and log frame

Catalogue of WEF Indicators

Component 3

Development of the CBA & business case toolkit

Consideration to financial viability and societal interest

Cross-cutting

Case-study applications

Kollo Niger

Lagdo dam

Tumuyan dam

Ecuador cocoa drier

San Pedro de Casta, Peru

Roll-Out

Altus Impact

Water Energy Food NEXUS selection criteria toolbox

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REFERENCES

WEF Eligibility

	WEF Eligibility		MAX SCORE	TEST 1 - Niger irrigation
W - Water security	Is access and availability of surface, ground, produced water, and/or third-party water improved? Yes=1; No, don't know N/A=0		1	1
	Is the quality of surface, ground, produced water and/or third-party water improved as a result of the project?	Yes=1; No, don't know N/A=0	1	0
E - Energy security	Is access or availability of renewable energy improved as a result of the project (yes=1/no=0)?	Yes = 1 ; No, don't know N/A = 0	1	1
	Is the reliability of energy supply improved?	Yes = 1 ; No, don't know N/A = 0	1	0
F - Food security	Is the access and availability of food supply improved as a result of the project?	Yes = 1 ; No, don't know N/A = 0	1	1
	Will the quality of food and/or nutrition levels improve, e.g., due to crop diversification or enhanced access and availability to food all-year round, as a result of the project?	Yes = 1 ; No, don't know N/A = 0	1	1
Resource use efficiency	Is energy-use or water-use efficiency improved, in that less energy or water is used to produce the same or higher output?**** / Or, does the project deliver an energy, water or food saving technology?	Yes = 2 ; No, don't know N/A = 0	2	0
	Total score		8.00	4

^{****} For example: Less water for more food: Irrigation (integrated approach), hydroponics etc; less energy for more food: solar drying, renewable energy in food production/value chain; sustainable land use practices, improving soil water retention



VISIT US

water-energy-food.org



FOLLOW US

@NEXUSPlatform



LIKE US

@nexusresourceplatform







Global Nexus Secretariat

c/o Deutsche Gesellschaft für Internationale

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Implemented by

