

CIRCULARISING SCALE UP CALL FOR APPLICATIONS GUIDELINE

Founded in 2010, Bopinc (BoP Innovation Center) is a non-profit organization that works with the private sector, from startups to multinationals, to help design and deliver inclusive, commercially viable business solutions for low-income markets. Bopinc has a team of 70 staff and registered offices in the Netherlands, Kenya, Bangladesh, Nigeria and Ethiopia. Our team has expertise in product and service design, marketing & distribution and business model innovation. In our work, we bring specific expertise on Gender & Diversity, Circularity & Regeneration and Digital Innovation.

Bopinc, in partnership with the Employment promotion for women for the green transformation in Africa - WE4D programme, is implementing the Circularising Scale Up project, a programme designed to support high-waste-producing businesses in Kenya to adopt circular economy practices while strengthening gender inclusion and export readiness.

WE4D programme aims to improve women's employment opportunities, especially in green sectors and in companies and value chains that are driving the green transformation on the African continent. It is commissioned by the German Government, and this particular initiative is co-funded by the IKEA Foundation.

Kenya generates an estimated 22,000 tons of waste daily, yet recovery and recycling remain limited, and gender gaps persist in employment and enterprise leadership. Medium to large SMEs in high waste-producing sectors face structural, technical, and financial barriers to adopting circular business models and gender-inclusive practices.

The Circularising Scale-Up Project aims to address these challenges by promoting sustainable, gender-responsive business practices among medium- to large-scale waste-producing enterprises. Guided by GIZ's SME Loop methodology, a business development tool using training and coaching to identify strategies and improve performance, at least 25 companies will receive tailored support to develop and implement circularity and gender action plans.

The project aims to strengthen business capacities, enhance workplace inclusivity, and reduce waste, targeting tangible results: 100 new jobs, improved employment conditions for 2,000 workers, at least five companies attaining circularity

certifications, and a reduction of 750 tons of waste driving a more inclusive and sustainable Kenyan economy.

Bopinc is inviting applications from high waste-producing medium to large enterprises in Kenya that are currently exporting or actively preparing to enter export markets to enroll into the second Cohort of the programme.

The applications can be submitted online through the VC4A Portal.

The call will run from **4th June 2026** to **7th July 2026**.

Evaluations will be conducted thereafter and communication made to successful applicants. This call aims to onboard a maximum of 17 enterprises with a focus on women-led enterprises and enterprises willing to transition towards gender inclusivity.

Diversity Statement

Bopinc is an equal opportunity provider and is committed to fostering an enabling environment that values and diversity. We believe in creating an inclusive entrepreneurial ecosystem that respects individual differences, experiences and perspectives.

Our commitment extends to actively encouraging applications from under-represented groups including women, youth, individuals with disabilities and other historically underrepresented groups.

Guideline Reference	Overview	Details
1	Application Process	<ul style="list-style-type: none">• All applications MUST be submitted online through the VC4A Portal between 4th June 2026 to 7th July 2026. 11:59 PM EAT.• Applicants must complete the application by answering all questions as required.

		<ul style="list-style-type: none"> • Personal Information supplied in the application form such as Names, Contacts and addresses should be verifiable. • Review of applications and shortlisting will be done on a rolling basis.
2	Application Selection	<ul style="list-style-type: none"> • Applications will be screened against a set evaluation criteria. • All applicants will receive official communication on whether their application was successful or unsuccessful. • Bopinc is not obligated to provide substantive feedback on unsuccessful applications. • Due Diligence will be conducted on successful applications to verify eligibility prior to onboarding into the program. • Applications that do not meet all or some of the eligibility criteria will be disqualified. • Successful applicants that will be onboarded to the program will execute a legal agreement with Bopinc by signing a Letter of Agreement.
3	Program Focus	<p>Sector Focus</p> <ul style="list-style-type: none"> • Sector Agnostic, however enterprises need to be producing high levels of waste in their production process. High Waste producing Sectors such as Sustainable Agriculture & Agroprocessing Packaging Industry, Textile,service industry etc. <p>Geographical Location</p> <ul style="list-style-type: none"> • Businesses must be located and legally registered

		<p>in Kenya</p> <p>Business Focus</p> <ul style="list-style-type: none"> • Businesses that are currently exporting or actively preparing to enter export markets <p>Revenue</p> <ul style="list-style-type: none"> • Generating at least Kes 15,000,000 (approximately USD 115,400) in annual revenues <p>Circularity Component</p> <ul style="list-style-type: none"> • Businesses in the process of or willing to adopt circular economy practices. (Eliminate waste and embrace practices where products and materials are kept in circulation through processes like maintenance, reuse, refurbishment, remanufacture, recycling, and composting.) <p>Gender Inclusivity</p> <ul style="list-style-type: none"> • Women-Led Businesses or businesses with majority of women in leadership positions preferred. • Businesses willing to incorporate gender inclusivity in leadership and management roles, recruitment and value chain mapping. <p>Operational Status</p> <ul style="list-style-type: none"> • Operating and generating revenues for at least 3 years with a minimum of 50 employees <p>Community Impact</p> <ul style="list-style-type: none"> • Business advancing or with high potential to advance community impact by serving low-income communities with products and services or by including low-income communities across their value chain.
4	What we offer	Successful applicants will receive structured support

		<p>covering :</p> <p>1. Executive Training and Capacity Building Targeted training on Circular Economy principles, Gender Inclusion, and core Business Fundamentals. Participating companies will engage in practical, facilitated group sessions tailored to their operating context and strategic priorities, equipping leadership and key teams with tools to integrate circularity and gender inclusion into business strategy and operations.</p> <p>2. Strategic 1-on-1 Coaching Support Dedicated, intensive coaching will be provided to support companies in adopting circular business models and implementing gender-inclusive action plans. This personalized engagement will ensure alignment with technical training areas, accelerate internal buy-in, and support effective execution at scale.</p> <p>3. Roadmap and Action Plan Development Companies will receive structured support to develop customized Circularity and Gender Roadmaps aligned with their growth and sustainability objectives. This includes identifying and prioritizing circular opportunities (e.g., resource efficiency, new circular products, waste reduction systems) and implementing foundational gender-inclusive policies and practices (e.g., support for working parents, GBVH prevention frameworks, and equal pay provisions).</p> <p>4. Certification and Standards Support Hands-on technical guidance will be provided to enable at least 5 selected companies to achieve certification such as ISO 14001, demonstrating commitment to environmental management, strengthening export readiness, and ensuring compliance with international market requirements.</p>
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5	<p>Data Protection</p>	<p>Collection and Use: All personal and business data collected through the application process will be used solely for the purpose of application screening, due diligence, program onboarding, and communication regarding the Circularising Scale up project.</p> <p>Confidentiality: Bopinc commits to treating all applicant information with strict confidentiality and will implement reasonable technical and organizational measures to protect data against unauthorized access, disclosure, alteration, or destruction.</p> <p>Third-Party Disclosure: Data will not be shared with external third parties without the applicant’s explicit consent, except where required by law or for necessary collaboration with the project partner, The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ).</p>
6	<p>Terms and Conditions</p>	<p>Accuracy of Information: By submitting an application, the applicant warrants that all information provided is true, accurate, and complete as of the date of submission. Any misrepresentation or false information</p>

		<p>will lead to immediate disqualification.</p> <p>Application Finality: The submission of an application constitutes the applicant's final decision. No substantive amendments will be accepted after the application deadline.</p> <p>Program Changes: Bopinc reserves the right to modify the program structure, support offered, or implementation timeline at its sole discretion, with prior notice to successful applicants.</p> <p>No Guarantee of Selection: Submission of an application does not guarantee selection or participation in the program.</p>
7	<p>General Application Terms</p>	<p>Prohibited Content (Offensive Content): Applications or business proposals that contain offensive, discriminatory, defamatory, or hateful content, or that promote violence or illegal acts, will be immediately disqualified.</p> <p>Illegal Business Activity: Businesses engaged in or proposing to engage in any illegal activities under Kenyan or international law are strictly ineligible.</p> <p>Adverse Risks to the Environment: Businesses whose operations pose significant, unmitigated, and adverse environmental risks that contravene the greening objectives of the Circularising Scale up project are ineligible.</p> <p>Trademarks, Logos, and Copyrighted Information: Applicants must ensure that all trademarks, logos, copyrighted materials, and intellectual property (IP) used in their application are either owned by the applicant or are used with explicit, legal permission from the IP rights</p>

		holder. Bopinc is not liable for any infringement claims arising from the applicant's submission.
8	Fraud and Bribery Clause	<p>Zero Tolerance: Bopinc maintains a zero-tolerance policy towards fraud, bribery, and corruption. Applicants must not offer, promise, or give any payment, gift, or inducement to any Bopinc or GIZ staff member, or any individual involved in the selection process, with the intent of influencing the outcome of their application.</p> <p>Reporting: Any applicant found to have engaged in fraudulent activity, attempted bribery, or collusion will be immediately and permanently disqualified from this and all future Bopinc programs and may be reported to the relevant authorities.</p>

PROGRAMME TIMELINES

