FAQs
ACT4Green II Programme

What is ACT4Green?

ACT4Green stands for 'Accelerating Climate-Tech for Green'.

ACT4Green II (A4G II) is aimed at enabling Climate AI startups in India and UK to contribute to green growth and recovery, through supported access to UK-India cross-border entrepreneurial networks and international investment finance. The programme aims to strengthen UK and Indian climate AI startup ecosystem by providing a pathway to explore cross-border market and partnership opportunities.

What are the objectives of the programme?

A4G II is aimed at addressing the mentoring, business networking, and funding needs of climate-focused Indian and UK AI startups by providing access to the cross-border network of experts, VCs, corporate customers and potential business/technology partners. It would also enable the UK and Indian VCs and large businesses to participate in the cross-border tech sector growth story, given the opportunities in AI technology for climate action in India and UK.

What can the ACT4Green programme do for me? Or – How can the ACT4Green programme help me?

The programme will build the capacity of 12 climate AI startups (6 from India and UK each), through bespoke coaching and mentoring to enhance their preparedness in securing investment from the VC network in the process. The programme will also explore pilot opportunities with potential B2B/B2G clients and partnership with other businesses. The programme will thus deepen UK-India engagement in AI/Data Science space, while providing international investors (including UK) with an opportunity to build investment capital in growing Indian economy.

The programme's broad scope is to curate a pipeline of high potential growth-stage climate- focused AI startups in India and UK, help them build capacity with cross-border expertise for enhanced readiness, access to VC funding and support them on client engagement (market access) and technology/business partnerships.

What is the programme structure?

The programme is structured as three broad strands of activity over a period of 4 months (proceeded by 1 month of scoping and contracting) - the 3T framework:

Trace – recruit cohort startups,

Transform – mentor them and enable access to VC networks

    Thrive – enterprise connect.

1) Trace – Identification of 12 high potential early growth-stage startups seeking pre-series A and series A round funding, through a process developed in consultation with VCs and other stakeholders.

2) Transform – Bespoke capacity building with 1-1 coaching and mentoring for the cohort by Indian and British experts, culminating in a pitch event with Indian and UK VCs for Investment exploration.

3) Thrive – Pilot or procurement exploration with potential B2B or B2G client for market access, along with facilitated matchmaking and networking with large-scale corporates for business partnerships.

Both Indian and UK climate AI startups will have equal representation (6+6) in the cohort with an aim to encourage collaboration on technology and business development during the programme.

FAQs about the participating startups

Who can apply for the programme?
This programme is targeted at founders and CXO level executives at early growth-stage Climate AI startups who are seeking guidance on strategy, market access, and fundraising aspects from global experts, as well as access to new avenues of international capital and business development.

In order to apply, the startups should:
• Be registered either in India or in the UK
• Have a commercial product in market
• Have a customer pipeline
• Have a revenue stream from core business
• Belong to AI for:
    o Carbon emissions reduction – logistics operations, intelligent transportation systems, etc.
    o Nature conservation – land, water, and waste management, etc.
    o Energy management – power utilities, smart grids, batteries & storage, electric vehicles, etc.

We encourage applications from women-led and women impacting start-ups.

What does growth- stage startup mean?
The early growth stage of startups referenced here is defined as startups with a commercial product in market, revenue stream from core business, customer pipeline, prior funding experience and a clear international growth strategy.

What does AI-big data focused climate tech startup mean?
The AI-big data focused climate tech startup is defined as a startup whose product is built on the AI or big data technologies and directly or indirectly supports mitigation, adaptation and resilience to climate change.

What should be the domain of my startup in order to apply?
The startup should belong to AI for:
• Carbon emissions reduction – logistics operations, intelligent transportation systems, etc.
• Nature conservation – land, water, and waste management, etc.
• Energy management – power utilities, smart grids, batteries & storage, electric vehicles, etc

Which stage of startups can apply?
Early growth-stage startups who have:
• Customer pipeline
• Revenue stream from core business
• Commercial product in market

How many startups will be selected to join the ACT4Green programme?
The program aims to select 12 startups from India and UK combined (50% from each country).

Does my startup need to be woman-led?
While it is not mandatory, we do encourage applications from women-led startups. We aim to form a cohort with 30% women-led startups or women- impacting startups.

What does a 'women-led' startup mean?
'Women-led' startups may be either founded by women, have women co-founder(s), or include women working in leadership positions.

FAQs about the programme format

What will the needs assessment session entail?
The needs assessment session is a 1:1 session with our inhouse business and tech experts, to assess the base level and the challenges that the selected startups are facing and the kind of bespoke mentoring and training needed to prepare them for investment and corporate partnerships. This assessment will help us pair the startups with right mentors, and VCs based on their funding, mentoring and business needs.

When will my startup be connected to a mentor?
The selected startups will be paired with mentors post the needs assessment sessions around January end.

How will a mentor be selected for my startup?
The startups will be paired with the mentors based on the bespoke support needed, as assessed during the needs assessment sessions.

What will the capacity building exercise entail?
The capacity building exercises will comprise of training and exercises on topics such as Data Room Readiness, GenderXClimate, Climate Impact, etc. for investment readiness. These one-to-many sessions will be conducted based on the collective needs of the cohort.

Will I get to know about the VCs who will be mentoring us in advance?
Formalisation of interest of the VC is an ongoing process. We will inform the startups about the VCs they are paired with post the needs assessment sessions.

Will the VCs only be UK and India specific?
Not necessarily, the VCs can be from any country.

What will be the timing of the sessions?
The timing of the sessions will depend on the availability of the mentors and VCs. The selected startups will be communicated about the timings in advance.

What is the timeline for the programme and my application?
Application Phase – 8 December to 24 December 2021
Transform Phase – 15 January to 15 March 2022
Thrive Phase – 15th Jan to 31st March

Am I expected to physically relocate to be part of this programme?
No, the programme will be conducted virtually, and there is no expectation to relocate.

What is the time commitment expected of me if I am selected for participation in the ACT4Green programme?
The startups will be expected to give 2-3 hours/week for the training and mentorship from second week of January to last week of February.

In what language will the programme be conducted?
English.

How do I apply for this programme?
Click on the 'Apply Now' button on this website and you will be redirected to an entry form, which you need to fill in for applying. Or you can apply here - https://bit.ly/act4green-application-form

What happens once I submit an application for the ACT4Green programme?
After submission, the applications will be evaluated by the jury members. If your application is shortlisted, we will request for a remote interview to perform the due diligence in greater detail. Once selected, you will be invited to join the ACT4Green programme.

Does ACT4Green provide any commitment or promise of funding?
No, there is no promise of funding.

When do applications close?
Last date of application is 24 December 2021 till 11:59 PM GMT.

On what basis will the startups be selected?
Applicants will be evaluated on multiple parameters, covering: the market opportunity; technology potential; quality of team; traction and strength of business model; and social and climate impact.

How is IP that is developed prior to or during the programme treated by the ACT4Green programme and other programme partners?
Any IP that is developed prior to or during the programme remains the sole property of the applicant team (or team members, as the case may be). If you feel any information is sensitive or confidential, we recommend not sharing the same during the application process.
We seek no rights over IP, nor represent to facilitate any assistance in any IP-related matters when dealing with potential partners for engagements or opportunities.

Is there any equity or fees that ACT4Green seeks from participants?
No, ACT4Green will not seek any equity in, or fees from, the startups supported by the programme.

Does ACT4Green provide any expense-related reimbursements?
No.

How will my confidential information be protected?
We will treat all application data as highly confidential information; however, we will share such data with jury members and programme partners for evaluation and assessment. In your application, please do not disclose any information that you consider proprietary. The applicants will have the right to revoke/delete their data at any stage of the programme execution. For more details read our data privacy statement here - https://bit.ly/act4green-data-privacy

Is the ACT4Green community committed to diversity?
We invite a diversity of talents as diversity is the core of new solutions, thinking, experiences and approaches. We encourage applications from diverse regions and backgrounds, including women, the differently-abled, LGBTQ+, and underrepresented communities.

Will the events be affected by Covid-19 protocols?
In order to protect the health and safety of all the participants and considering the current situations of Covid-19, this event will be entirely virtual. The quality of the programme would not be affected.

I have some other specific queries about the application, what should I do?
Please contact us at info@climatecollective.net