



June 6, 2013.

**SUBJECT: ANNUAL PROGRAM STATEMENT (APS) No: APS-386-13-000006,
Amendment#01**

**PROJECT NAME : HEALTH SYSTEMS STRENGTHENING, QUALITY
IMPROVEMENT, AND RMNCH+A SCALE-UP**

Dear Applicants,

This Amendment No. 1 to subject APS is hereby issued to make following changes:

- 1) To Replace the third paragraph on cover letter and the second paragraph section II.C (page 20)

“Applicants are welcome to submit more than one concept paper for each program area of the application for which they have programmatic expertise as described in Section B. Each concept paper must stand alone and only address one program area. However if an applicant wishes to combine the two or more program areas into one concept paper this must also be a stand-alone concept paper in addition to the individual concept paper(s) for the individual program areas”.

With

“Applicants are welcome to submit more than one concept paper. Each concept paper must address one program area as described in Section B. Applicants may wish to combine two or more program areas into one concept paper”.

- 2) To post Answers to Questions received through e-mail :

Ques 1 : With regard to the requirement of APS " *applicant(s) will work at both the national level and in a minimum of 30 districts spread over at least six states*", we request you to help us achieve a greater understanding on the following for submission of the concept note:

- 1a. Whether it is mandatory to include a minimum of total 30 districts in select states by one applicant.

Ans : Please refer to page 7 on Geographic focus. It is envisaged that the successful applicant will work at both the national level and in at least 30 districts spread over a minimum of six states.

- 1b. If it is the case for query (1), will it mean to include more than 1 state if the target of 30 districts has to be achieved.

Ans. It is envisaged that the districts will be spread across a minimum of six states that are agreed to by USAID.

1c. The 6 preferred Indian states of focus are. If there is any preferred requirement for a district to be of high priority.

Ans: The six preferred states appear to be Delhi, Haryana, Punjab, Jharkhand, Uttarakhand, and Himchal Pradesh. However, these are very tentative and may change based on USAID/India priorities from time to time. The applicant will need to be responsive to the selection of states and districts that may be allocated by USAID and will need USAID approval as part of the workplan review.

Ques 2: The RFP doc mentions that “if an applicant wishes to combine two or more program areas into one concept paper this must also be a stand-alone concept paper in addition to the individual concept paper(s) for the individual program areas”. So in this case:

2a. Applicant has to submit 3 concept papers in total?

Ans. Three concept papers are only required if the applicant wishes to apply for all of them i.e. two individual and one combined program area. If the applicant wishes to apply only for one of them then he/she is free to do so. Also, pls. go through the revised language on the same as the first point of this amendment.

2b. How is budget to be allocated among the two program areas?

Ans. Each concept note for the individual program area will need to include the budget for that program area, while the consolidated concept note will need to include a consolidated budget for two or more program areas that the applicant may be applying for.

2c. Can the proposed states for the 2 program areas differ? That is can we apply for one set of states under one program area and another set of states under second program area?

Ans. Different states may be proposed in case the applicant applies for more than two program areas. Also, the rationale for the selection of the states needs to be specified. The applicant will need to be responsive to the identification of states as these may be allocated by USAID and will need to be approved by USAID as part of the annual workplan approval process.

2d. In case the combined application is rejected, would you still consider the individual concept notes separately also?

Ans. Yes, in case the combined application is rejected, each individual stand-alone concept paper will be considered on it's own merit.

Ques 3(i): As consortium partners can we involve grass root level CBOs who don't have FCRA or DUNS?

Ques 3(ii): The APS indicates that the funds shall be provided under cooperative agreement, Will the funds be provided in the form of Grant? Will the applicant be therefore required to have FCRA registration? Please clarify.

Ques 3(iii): Relating to FCRA & Local registration, etc. will these also be applicable to sub-consultant/ sub-contractor agency participating with Lead agency under this APS?

Ans. Cooperative Agreement is a grant.

Kindly note that FCRA is not a USAID requirement, it is a Govt. of India requirement hence, you may want to seek counsel on the applicability of Indian laws.

Ques 4(i): The RFP doc mentions that an Indian applicant may propose an international sub-partner if the partner is providing technical assistance (TA). In this case could you please elaborate upon the funding mechanism that would be made in case the Indian applicant wins. For example, would the funds be directly transferred to the International Sub-Partner's HQ by USAID or would USAID route the funds to the Indian applicant who would then have to transfer the same to International Sub-Partner on its own?

Ques 4(ii): International organizations that are registered as liaison offices in India are unable to receive funds from within India. Therefore, as a sub-recipient to a local prime organization, funds cannot be transferred from the local prime to a liaison office. Would USAID allow funds to be transferred from USAID Washington to the headquarters of the international organization in the United States as a sub-recipient of the grant?

Ans. USAID/India would reimburse the allowable, allocable and reasonable expenses to the implementing partner which, in turn is responsible for paying the sub-partners.

Ques 5: We work in 3 areas, Information - Knowledge - Networks. We have started coordinating and streamlining our Networking efforts in regards to above mentioned Grant Opportunity. Our Concern remains, since our Organization being less than 3 years, could it be *treated as a Primary Applicant*, since our Chief Role remains in smooth coordination of Information and Knowledge between various Nodes streamlining their Efforts?

Ans. As mentioned under Section II of the APS, Indian organizations should preferably meet the criteria of having a minimum of three years of experience of implementing programs of, a similar scope and complexity. Organizations with less than three years of experience may apply but will need to demonstrate their capacity to implement an activity of the proposed scope and complexity in their application.

Ques 6: Please advise if USAID/India will consider funding approaches that include implementation and scale-up of proven service delivery interventions in addition to promotion of evidence-based approaches and development of scale-up plans for public and private sectors under APS-386-13-000006?

Ans: USAID/India will consider funding approaches that meet with the USAID/India's health sector priorities and specific strategic direction and overall approaches highlighted under Section I B.1 and B.2.

Ques 7(i): This is to enquire about the pre-bid meeting which we have heard is taking place. We would be grateful if you could share the details with us as we would be interested in bidding for this grant and attending the pre-bid meeting.

Ques 7(ii): We request an invitation to the pre-bid meeting for the above referenced APS. Please do let me know if you require any additional information and we look forward to the meeting and hearing more about this opportunity.

Ans: Pls. note that USAID/India is not planning to have a pre-application meet on APS#APS-386-13-000006.

Ques 8: We would like to understand whether a consulting organization can be part of a consortium or form a consortium with NGOs or other eligible agencies to bid for the opportunity.

Ans: In the APS, under Section II, A.1 related to the eligibility it has been clarified that Indian consulting firms are eligible to submit applications. It also specifies that in the case of for-profit organizations, they will not be eligible for fee or profit.

Ques 9: In Section II (A.1 – Eligibility) – “The organization must be organized under the laws of the recipient country” In case the organization bidding is registered as a separate legal entity in India, however, working under an overall global brand – will they be considered as meeting this specific criteria of eligibility?

Ans: USAID seeks applications from “local Organizations”. Organizations registered in India, including non-governmental organizations, civil society organizations, universities or institutes, para-statal organizations, or for-profit organizations. A “local organization” must,

- **Be organized under the laws of the recipient country;**
- **Have its principal place of business in the recipient country;**
- **Be majority owned by individuals who are citizens or lawful permanent residents of the recipient country or be managed by a governing body, the majority of whom are citizens or lawful permanent residents of a recipient country; and**
- **Not be controlled by a foreign entity or by an individual or individuals who are not citizens or permanent residents of the recipient country.**

The term “controlled by” means a majority ownership or beneficiary interest as defined above, or the power, either directly or indirectly, whether exercised or exercisable, to control the election, appointment, or tenure of the organization’s managers or a majority of the organization’s governing body by any means, e.g., ownership, contract, or operation of law. “Foreign entity” means an organization that fails to meet any part of the “local organization” definition.

Government controlled and government owned organizations in which the recipient government owns a majority interest or in which the majority of a governing body are government employees, are included in the above definition of local organization. Support for government owned or controlled organizations will be subject to applicable USAID rules.

Ques 10: It is understood that USAID seeks applications from local organizations registered in India that are eligible to receive funding directly from USAID. Additionally, the Terms of Reference states that the entity should not be controlled by a foreign entity or by an individual

or individuals who are not citizens or permanent residents of the recipient country. Can USAID please provide further clarity on the term “controlled by” and whether it relates to managerial control or financial control. For example, would a locally registered organization, with a majority Indian board of Directors, managed by an Indian National, and part of a Global NGO network be eligible to apply as the prime under this solicitation?

Ans: The meaning of “controlled by” is specified in section II.A.1 Eligibility (Page 17) of the APS i.e. the term “controlled by” means a majority ownership or beneficiary interest as defined above, or the power, either directly or indirectly, whether exercised or exercisable, to control the election, appointment, or tenure of the organization’s managers or a majority of the organization’s governing body by any means, e.g., ownership, contract, or operation of law.

Ques 11: It is understood that the applicant may propose an international sub-partner if the partner is providing technical assistance (TA). Can USAID please provide further clarity on what constitutes “Technical Assistance” per page 18?

Ans: On page 18, in the context of international sub-partner, the term technical assistance denotes activities such as capacity building of the selected local organization in discrete area/s that are critical, accessing international expertise for a very specific technical area where such expertise among local organizations may be inadequate, scarce or unavailable, etc.

Ques 12: In case the proposed main applicant is a fully owned subsidiary of the parent company, will the experience of parent company be admissible as experience of the subsidiary.

Ans : No, the experience of parent company will not be admissible as experience of the subsidiary.

Ques 13a: Is more than one international sub partner eligible?

Ans : If the program requires the expertise of more than one international sub partner then you may go ahead and propose more than one international sub partner.

Ques 13b: If we have more than 1 international partner, will each of them be entitled 20% of the total budget each? Or 20% in total for all partners together?

Ans. USAID expects to receive a reasonable and realistic budget. In case more than one international sub-partner is proposed, the total budget for all international sub-partner/s should be less than 20 percent of the activity/budget (page 18).

Ques 13c: We understand we can have Indian partners, please let us know if this is correct.

Ans. The lead partner should carefully decide on the sub-partners for the effective and efficient running of the program whether Indian or international.

Ques 14: Can we apply in a consortium? If we apply in a consortium, what is the minimum and maximum number of sub applicants?

Ans: You can apply in consortium with a lead partner. USAID will evaluate the concept note/full application on the merit not on number of sub-recipients.