

**Policy, Advocacy, and Communication Enhanced for Population and Reproductive Health
(PACE) Annual Program Statement (APS)
Round 2 - Population Environment Development (PED)
Questions & Answers
SOL-OAA-15-000054
January 9, 2020**

- 1. Would USAID please clarify if only organizations intending to prime Round 2 are eligible to submit a concept paper?** No, any organization interested in being a prime or subawardee on the eventual award can submit a concept paper. However, an organization cannot be the prime on a future application if it did not submit a successful concept paper. Additionally, organizations can be subawardees on future applications even if they did not submit a concept paper; however, only successful concept paper awardees will be invited to co-creation (if applicable). Future subawardees that did not submit a successful concept paper will not be invited to co-creation.
- 2. Would USAID please clarify if organizations wishing to be a subrecipient may submit a concept paper as long as they respond to both result areas in some way?**
Yes, please see the previous response.
- 3. On pg. 7 under Section III: Eligibility Information, it indicates that only organizations wishing to prime should submit concept papers. However, some organizations with valuable PED experience and/or potential to contribute to PED advocacy and scale-up may wish to participate in PACE Round 2 Co-creation workshop and eventual implementation teams. Can USAID please clarify if an organization wishing to serve as a sub-partner on PACE Round 2 can submit a concept note? If so, will prospective sub-partners who meet concept paper criteria be invited to participate in the co-creation workshop?** Page 7 states: “Organizations that wish to be considered for funding as a prime under Round 2 must submit a concept paper.” This simply means that an organization must submit a concept paper if they want to be a prime; this doesn’t exclude potential subawardees from submitting a concept paper if they would like to. The language on page 7 has been revised to clarify: “Organizations that wish to be subawardees can submit a concept paper if they wish to be evaluated and if successful, invited to co-creation; subawardees that did not submit a concept paper (or were unsuccessful) can be added at the full application stage.” Please see the response to Question #1 above.
- 4. Could USAID please clarify whether organizations that are planning to be sub-partners (and not primes) are required to submit a concept paper in order to:**
 - a. be eligible to serve as a sub-partner on a qualifying prime organization’s team/be eligible to receive funding as a sub-awardee, and**
 - b. to attend and/or participate in co-creation?**Please see the previous responses above.
- 5. If organizations that are interested in a sub-partner role do not submit concept papers, how can they participate in co-creation to share their expertise and ideas**

and/or register their interest to serve on an eventual consortium? They may not participate in co-creation, but could be a subawardee on a future full application. Please see the previous responses.

6. **Do all potential primes (whether solo or potentially a co-prime) need to submit a concept note in order to be a prime? Or might a co-prime be added to a qualifying solo prime later?** All potential primes (solo or co-) need to submit a successful concept paper to be invited to co-creation (if applicable) and potentially to be invited to submit a full application. Please see the previous responses.
7. **Can USAID confirm that it is possible to identify and include potential technical partners and/or potential resource partners that may not have submitted concept papers, if an organization is selected to move forward?** Yes, these potential partners can be included in full applications. Please see the response to Question #1 above.
8. **According to the APS dated 1.2.2020, “ELIGIBILITY INFORMATION At this stage, applicants must submit concept papers as an individual organization only. Consortiums and individual persons may not submit concept papers - such concept papers will not be accepted nor reviewed. Organizations that wish to be considered for funding as a prime under Round 2 must submit a concept paper.” Will organizations be allowed to decide their status as a prime, co-prime or a subrecipient if they are selected to move forward to co-creation? When will the applicant need to decide on whether it will pursue the opportunity as a prime, co-prime or sub?** Yes, organizations can make this decision during and after co-creation; it is anticipated that this decision would need to be made prior to submitting a full application.
9. **Would USAID please clarify how USAID will plan for shortlisted organizations participating in the co-creation stage to select additional partners to form a consortium for the development of the full proposal?** The addition of subawardees at the full application stage is at the discretion of the prime organization; USAID may make suggestions of technical areas that need strengthening, but the prime organizations will make the decision of adding new partners to its consortium. It is anticipated that at full application stage, a subawardee can be a partner on more than one full application; a prime can only submit one application as the prime, but can be a subawardee on other full applications. This will be further specified in co-creation and the request for full applications.
10. **The term “co-prime” is used in the following sentence from page 10 of the call for concept papers: “For Round 2, all full applications are expected to be from consortiums (primes with partners or co-primes), not single organizations.” Could USAID please define what is meant by the term “co-prime” for the purposes of this call for concept papers?** Two organizations can form a legal consortium (rather than an informal one with one prime and multiple subawardees); this is what is referenced by “co-prime.” However, unless it is a new legal entity, only one organization will be named as the prime in the eventual award.

- 11. Can organizations that submit concept notes include individuals from other organizations (as well as their own organization) to represent their organization in the co-creation process (understanding that the concept paper is for individual organizations only, not consortiums)?** No, the proposed individuals must be from the concept paper applicant's organization.
- 12. If an individual (who is also key personnel) that an applicant nominates for the co-creation is selected by USAID for participation in the co-creation, but that individual is not currently employed by the applicant organization, can that individual be one of the attendees for the organization?** Key personnel are not expected to be named in the concept paper stage. Please see the response to the previous question.
- 13. In the event of an unavoidable conflict, would USAID allow organizations to replace the nominated participants for co-creation?** Yes. The applicant would need to notify USAID in as much advance as possible so that USAID can review the proposed new individual(s) to ensure they will offer contributions to co-creation.
- 14. In Section III: Eligibility Information” (page 7) in the call for concept papers, USAID notes the following: “For Round 2, concept papers and resulting full applications can be global or regional, and must include USAID’s FP/RH priority countries and/or Ouagadougou Partnership countries. Based on the proposed scope, other USAID-supported countries may be included too. The organization(s) must have the capacity to work simultaneously in or across multiple countries...”. In order to be eligible to participate as a sub-partner, must local organizations work/be expected to work in more than one country?** The only requirement is for the prime organization to have the capacity to work simultaneously on or across multiple countries, including in USAID's FP/RH priority countries and/or Ouagadougou Partnership countries; there is not a requirement for sub-partners to work in multiple countries, although they could if that is the proposed model by the prime. Per the revised APS and Round 2 document, the expectation is that the prime will work with local partners throughout all of the activities.
- 15. Based on Page 7 Paragraph 3 in the Round 2 Call for Concept Papers, concept papers and resulting full applications can be global or regional. Does USAID have a preference for a regional focus (for example Africa or Asia) or a global focus (for example, including countries across both Africa and Asia)?** No.
- 16. On pg. 7 under Section III: Eligibility Information, could USAID please clarify what is meant in the first sentence of the last paragraph that says, “concept papers and resulting full applications can be global or regional...”? Will USAID make multiple awards for multiple countries? Should the applicant propose whether to apply for global or regional work within their concept paper?** Only one award will be made from Round 2. It should be clear from the applicant's Technical section of the concept paper if the proposed work has a global or regional focus, or if the applicant can do either. Please see the responses to the previous questions about this topic.

- 17. Is there a preference for a focus on multiple geographies (such as West Africa and East Africa) as opposed to just one (East Africa) as long as all are focused on scale up?** No. Please see the responses to the previous questions.
- 18. Does PACE Round 2 envision that a prime organization will have a country office in those countries where the buy in/technical assistance need as expressed by the mission is significant?** A country office is not a requirement in Round 2; the proposed staffing of the technical approach is up to the applicant to provide. Post award, this could be a discussion if a USAID Mission requests an Office/Local Advisor.
- 19. Page 16 of the overarching APS states that Key Personnel should include one Project Director position and a minimum of one Technical Expert position. Are the listed Key Personnel positions intended to be full time positions? If not, are there specific LOE requirements for Key Personnel?** No; at this time, these key personnel positions are not expected to be full time. Any LOE requirements will be further specified in the request for full applications.
- 20. Does USAID have any additional key personnel requirements for Round 2 other than what has been noted in the umbrella APS (APS date 2.11.2019-Project Director/COP and one Key personnel Technical Expert)? At which stage will key personnel position titles and requirements be identified, and at which stage will they be expected to be named?** Any additional key personnel requirements for Round 2 will be specified in the request for full applications post-co-creation (if applicable). The full application will be required to name the proposed individuals.
- 21. Does USAID anticipate that there will be more country buy-ins under Round 2 of PACE than there have been under Round 1?** Unfortunately, that cannot be anticipated at this time. Per Section II of the Round 2 document, the anticipated amount of funding from field support is \$10 million, although this is by no means a guarantee.
- 22. Can USAID confirm that cost share will be required in Round 2? If so, will the implementor be able to leverage cost share through non-USG funding received by grantee organizations?** As stated in the revised APS, Section III.B: “Cost share will be required in each Round (unless the Round document specifies otherwise). A required range for cost share will be provided in the request for full applications for each Round; the range will allow for the proposed amount to be commensurate with an eligible organization’s financial capabilities and access to resources, especially those that have not previously partnered with USAID. Such funds may be mobilized from the recipient; other multilateral, bilateral, and foundation donors; host governments; and local organizations, communities and private businesses that contribute financially and in-kind to the implementation of activities at the country level. For guidance on cost sharing in grants and CAs, please see the ADS 303.3.10 and 2 CFR 200.306 for US NGOs. For non-US NGOs, all cost sharing would be subject to the Required as Applicable Provision “Cost Share” (June 2012) in ADS 303mab.”
- 23. Capacity building of local partner institutions is a major focus of the opportunity and it is our impression that PACE Round 2 will serve as a technical assistance hub**

for USAID missions. Does USAID anticipate that the applicant and its partners/consortia will primarily provide technical assistance/capacity-building, or is it encouraged to proactively deliver PED programming on the ground themselves, when those activities support local endeavors? Yes, capacity building of local organizations, not just for local partner institutions to the prime, is a major focus of this Round. The award is not intended to serve solely as a technical assistance hub for USAID missions. USAID anticipates that the applicant and its partners/consortia will support capacity-building and other programmatic efforts to (1) strengthen individual and institutional capacity in advocacy, and policy communications and negotiations; and (2) increase commitment for cross-sectoral PED/PHE approaches.

- 24. Page 6, Section II, A. Funding. USAID has indicated that approximately 25 percent of total obligated funding should be used by local organizations. Can USAID please confirm that it expects core funding to be used to make grants?** Please see the previous response; please note that this award is not envisioned to be a technical assistance hub for local organizations, or solely a grant-making mechanism. Rather, it is focused on achieving the APS Results 1 and 2 and as part of that work, building the capacity of organizations, particularly local organizations, for sustainability purposes and to move countries along in their Journeys to Self-Reliance. It is possible that core funding will be used to issue grants to local organizations, but that will depend on funding priorities during award. For field support, it will depend on what the USAID Missions that buy into the eventual award, request in the workplan.
- 25. Does USAID expect that the prime build the capacity of local organizations to solely carry out all field activities?** Please see the previous response.
- 26. Since PACE Round 2 includes a specific result on strengthening capacity and strongly emphasizes the desire to help local organizations transition to become direct recipients of USAID grants, does USAID envision that applicants will deliver essential capacity building on organizational development, for example: financial management, human resources, etc? Does USAID envision linking other capacity building initiatives, such as the recently awarded New Partner Initiative for Global Health, to support any organizational development under PACE Round 2?** Part of the focus of Round 2 is individual and institutional capacity strengthening in advocacy, and policy communications and negotiations (Result 1); however, it is possible that these organizations may also need capacity building in organizational development to strengthen technical capacity effectively. The Round 2 awardee may work with other capacity building initiative projects if operating in the same country/region.
- 27. Page 10, Section IV, B. Round 2 Concept Paper Content and Format. Given the page limit of the technical section (6 pages), may offerors reference figures, graphics, etc. in the Technical Section and provide the actual figures, graphics, etc. in the Annexes and Reference Materials section?** Yes, the Round 2 document has been revised to reflect this.
- 28. Could USAID consider providing individual feedback on concept notes prior to the co-creation?** At co-creation, it is envisioned that USAID will provide overall feedback

on both strengths and weaknesses across all successful concept papers, not individual feedback.

- 29. During the concept note stage, are applicants advised to name specific partner organizations that we currently envision partnering with in each geography and under each result?** This is not required; it is something the applicant can include if they feel it assists them in addressing the evaluation/review criteria.
- 30. Is there an estimated timeline for the full application for those who are selected to apply following the co-creation? If yes, is USAID willing to share the envisioned timeline?** No; the only anticipated date USAID can share at this time is the anticipated start date on or around August 30, 2020.
- 31. Although the APS specifically references climate, USAID has a climate policy, much of the existing PED work has pointed towards the PED-climate nexus as a high opportunity pathway, and many of USAID's target countries also have climate policies in which PED priorities could be inserted, are applicants urged to emphasize a wide variety of potential cross sectoral policy pathways, that go well beyond building on climate policy?** The APS overall emphasizes potential cross sectoral policy pathways across various sectors relevant to PED such as environment, climate change, resilience, livelihoods, food security, water, economic growth, education, democracy and governance. USAID encourages pursuit of high opportunity pathways across the range of development sectors identified, and not exclusively on the PED climate change nexus. Climate change is not emphasized in the APS nor Round 2.
- 32. Does USAID anticipate that the response to this Round will emphasize building on existing PHE/PED policy frameworks, or is USAID more interested in exploring new geographies and types of frameworks?** USAID anticipates that the response to this Round will both emphasize building on existing PHE/PED policy frameworks and explore new geographies, partnerships and frameworks.