

Question No. 1: Understanding that the instructions lay out that the expressions of interest should not focus on the health or education sectors and that implementation would likely not begin for several months, would USAID like to see proposed interventions include Covid-19-related considerations in program design?

USAID Response to Question No. 1: USAID would consider interventions that address COVID-19, however, these should fall with the Areas of Interest outlined in the BAA. Alternatively, applicants can make the case for other types of COVID-19 interventions, but these cannot be health or education related interventions. USAID/Lebanon does not have health sector funding nor can it fund interventions that involve the Ministry of Health in any capacity. Education-related interventions are currently being carried out under the USAID/Lebanon education portfolio and would be considered duplicative. See Attachment 2 Fact Sheets for additional information on USAID/Lebanon education programs.

Question No. 2: Can USAID kindly confirm that the final due date and time for Stage 1: Expression(s) of Interest (EOI) submissions are April 13, 2020 at 17:00 Beirut Local Time and not April 21, 2020 at 17:00 EST?

USAID Response to Question No. 2: The final due date for submissions in Round 1 is April 24, 2020 at 17:00 EST. The final due date for submissions to be considered in Round 2 is June 30, 2020 at 17:00 EST. The final due date for submissions to be considered in Round 3 is October 1, 2020 at 17:00 EST. The final due date for submissions to be considered in Round 4 is December 1, 2020 at 17:00 EST.

Question No. 3: What is USAID's desired level of engagement with National Government and Public Service processes for IDEAS?

USAID Response to Question No. 3: USAID expects IDEAS to coordinate and communicate with national government and public service entities when needed and relevant. Proposed interventions must not require the direct support for or programming partnership with national ministries.

Question No. 4: Does USAID have any geographic preferences for interventions beyond remote and marginalized rural areas?

USAID Response to Question No. 4: No, USAID does not have a geographic preference for interventions.

Question No. 5: In addition to refugee challenges, is there any interest from USAID to focus on interventions which also address displacement issues?

USAID Response to Question No. 5: Other USAID and USG entities are already directly addressing the refugee crisis through other programs. As a result, interventions on displacement issues will not be considered. Refugees may benefit indirectly from IDEAS's interventions. IDEAS is focused on directly supporting Lebanese communities.

Question No. 6: Would USAID be open to applications which outline Cash for Work interventions (also referred to as Conditional Cash)? And if so, would USAID be able to share any reference documents regarding the implementation of Cash for Work programming?

USAID Response to Question No. 6: USAID will consider cash-for-work interventions so long as they are part of broader sustainable interventions that address one or more of the Areas of Interest in the BAA.

Question No. 7: Would USAID kindly consider sharing any additional guidance or programming documents regarding the inclusion of non-Lebanese populations?

USAID Response to Question No. 7: Please see response to Question 5 above. USAID does not have further guidance with regards to inclusion of non-Lebanese populations.

Question No. 8: Will USAID consider interventions which allow Syrians to seek and generate employment outside of the following sectors (Ministry of Labor's Decision 1/49; Construction; and Hygiene and Agriculture), while ensuring the safety of clients are preserved? Additionally, could USAID clarify if applicants are required to limit Syrian refugee's access to vocational trainings in the three aforementioned sectors, or if other sectors could also be included?

USAID Response to Question No. 8: Please see responses to Questions 5 and 7 above.

Question No. 9: Will USAID be open to applications which facilitate and promote access to capital for potential Syrian Entrepreneurs?

USAID Response to Question No. 9: Please see responses to Questions 5 and 7 above.

Question No. 10: On page 1, the Announcement defines the "Open Period" as March 20, 2020 to April 21, 2020 17:00 EST. On page 12, Section VII, Expression of Interest Information Formatting, states the EOI must: "Be submitted electronically... before April 13, 2020 at 17:00 Beirut local time". Could USAID please confirm when the EOIs are to be submitted?

USAID Response to Question No. 10: Please see response to Question 2 above.

Question No. 11: Could USAID please clarify the range of funding available for this BAA?

USAID Response to Question No. 11: The range of funding for BAAs is not announced at this stage, as USAID is seeking innovative ideas, and does not want to solicit concepts that are designed to budget, but instead are designed to solution. The actual number and actual size of awards under this BAA will be determined based on the content and responsiveness of the applications received in each Round, need/requirements of USAID/Lebanon, and availability of funds for the proposed activities.

Question No. 12: On page 10, Section V. Specific Rights Reserved for the Government under this BAA, specifies the Government has: “1. The right to award multiple awards, a single award, or no awards.” This is understood, but to avoid submitting solutions that do not align with USAID’s expectations, could USAID please provide clarity on whether their intention is to make multiple awards or a single award?

USAID Response to Question No. 12: USAID does not currently have any intention to issue multiple or a single award. The number of awards will depend on the number of successful concepts. Please see response to Question 11 above.

Question No. 13: Given the page length constraints, would USAID kindly consider allowing offerors to include the header information listed on page 12, Section VII.C, as a cover page excluded from the page count rather than a header?

USAID Response to Question No. 13: Yes. The header information can be included as an additional cover page excluded from the page count.

Question No. 14: There is a discrepancy within the announcement regarding the closing date for submission of EOIs. Please confirm that the closing date is April 21, 2020.

USAID Response to Question No. 14: Please see response to Question 2 above.

Question No. 15: The first page of the BAA document mentions the Open Period as lasting until April 21, 2020. However, the EOI deadline mentioned on page 12 is April 13, 2020. Can USAID please confirm the deadline for EOI submissions?

USAID Response to Question No. 15: Please see response to Question 2 above.

Question No. 16: This initiative appears to be not yet a clearly defined project that usually includes pre-defined timelines, specific tasks, and goals to achieve (like number of power generators to be built and their capacities etc.). As an applicant, we are concerned about how our products and technologies can be applied in this case. Is there a way to find out more specific information on what USAID is looking for and the preferences?

USAID Response to Question No. 16: The Broad Agency Announcement (BAA) is intended to be broad and specifics of successful concepts will be defined during the co-creation and co-design phases.

Question No. 17: Are there minimum qualifications an applying organization must meet in this selection process, such as its team, finance, production capacity, business size, and time in business etc. ?

USAID Response to Question No. 17: No, there are no minimum qualification to submit an EOI.

Question No. 18: Can the applicant be a group (more than one) of affiliated, or strategically connected businesses or organizations? If yes, can one lead business act and apply on behalf of the group?

USAID Response to Question No. 18: Yes, the applicant may be a group of businesses or organizations and one may serve as the lead business to apply on behalf of the group. This structure will depend on the concept designed and submitted by the group.

Question No. 19: How long this whole selection process (until awards determination)will take? Time from submission of EOI to being selected for stage 2?

USAID Response to Question No. 19: There is not a set duration for the period from time of submission of the EOI to being selected for Stage 2, however, USAID estimates that it will take 4-6 weeks.

Question No. 20: Can USAID please clarify if prime organizations will be able to bring on sub-partners during stage 2 of the BAA process?

USAID Response to Question No. 20: Yes, prime organizations selected to advance to Stage 2 are encouraged to bring subpartners during Stage 2 co-creation. Prime organizations may also include the subpartner in Stage 1 for the initial EOI submission.

Question No. 21: There are 2 different due dates listed in the BAA announcement: March 20, 2020 to April 21, 2020 17:00 EST and April 13, 2020 at 17:00 Beirut local time. Can USAID confirm when the BAA concept notes are due?

USAID Response to Question No. 21: Please see response to Question 2 above.

Question No. 22: Will USAID consider allowing a third page for graphics in addition to the 2-page limit? Currently it states that an optional graphic is included in the page limit – Can USAID confirm if this is in addition to the 2 pages?

USAID Response to Question No. 22: USAID confirms that the optional graphic is outside the 2 page limit but must not exceed one page.

Question No. 23: Can USAID please confirm the due date and time for electronic submission of the Expression(s) of Interest? Per the BAA Page 12, EOIs are due on April 13, however the Grants.gov cover page lists dates of April 17 and April 21st.

USAID Response to Question No. 23: Please see response to Question 2 above.

Question No. 24: Page 7 of the BAA notes that each EOI can address a single or any combination of the areas of interest. Would USAID allow for a combined page limit if an Offeror's EOI combines approaches for more than one area of interest? For example, if two areas of interest are combined, can the EOI page limit be increased to 4 pages instead of 2? And 6 pages instead of 2 for three areas of interest?

USAID Response to Question No. 24: No, the page limit remains 2 pages per EOI, but there is not a limit on how many EOIs one organization is allowed to submit for consideration.

Question No. 25: Page 12 of the BAA states that an optional graphic may be included in the 2-page EOI. Would USAID please consider allowing a graphic (that fits on an 8.5"x11" or A4 paper) in addition to the 2-page limit?

USAID Response to Question No. 25: Please see response to Question No. 22 above.

Question No. 26: We would like to clarify the deadline for the submission of the expression of interest. On grants.gov website we found that 21/04/2020 17:00 EST was the deadline but we also found 13/04/2020 on the last page of the document announcing the initiative. Could you please confirm us which one is the good one?

USAID Response to Question No. 26: Please see response to Question 2 above.

Question No. 27: Page 1 of the BAA lists the “open period” as March 20, 2020, to April 21, 2020, 17:00 EST; however, the instructions on page 12 note that offerors should submit EOIs before April 13, 2020, at 17:00 Beirut local time. Can USAID please clarify whether the deadline for EOIs for Stage 1 is April 21, 2020, or April 13, 2020?

USAID Response to Question No. 27: Please see response to Question 2 above.

Question No. 28: Recognizing that USAID notes on page 6, “The amount of resources made available under this BAA will depend on the concepts received and the availability of funds from USAID and other resource partners,” can USAID share with applicants the amount of the overall ceiling or pool of funds available for this work? The USAID business forecast lists a range of \$50-100 million for this BAA. Does that value range still represent the available overall funding, out of which multiple awards could be made?

USAID Response to Question No. 28: Please see the answer to Question 11 above and continue to monitor the USAID Business Forecast for updates.

Question No. 29: On page 7 of the BAA, USAID notes that EOIs should propose a solution to at least one of the areas of interest “with sufficient detail to show subject matter knowledge and feasibility.” While USAID notes on page 5 that the “three Areas may be submitted as integrated or separate EOIs. There is no limit on the number of EOIs that may be submitted,” would USAID recommend that applicants prepared to respond to each of the three Areas submit three separate EOIs so as to allow space to sufficiently detail subject matter knowledge, or submit one unified EOI that demonstrates the linkages between Areas?

USAID Response to Question No. 29: That is a determination to be made by the organizations, but the limit is 2 pages per EOI so you may want to submit three separate EOIs in order to provide sufficient detail a response for each Area of Interest.

Question No. 30: Regarding Stage 1 of the process, USAID notes on page 7, “Interested parties are strongly encouraged to collaborate with other international and local private and non-profit sector organizations,” and the second evaluation criteria for EOIs is “partnership expectations and value,” which notes, “EOIs that include the use teaming agreements with U.S. small businesses, local entities, and minority-serving institutions are strongly encouraged.” This suggests that applicants will be evaluated as a consortium, but the description of the future stages of the BAA process suggests that applicants should be open to collaborating with any potential partner invited by USAID to the co-creation process. Does USAID expect applicants to have formed a consortium

at this stage? If not, how will USAID evaluate applicants' EOIs under the above-referenced criteria "partnership expectations and value"? Can applicants fulfill this requirement by speaking to how we would partner and with what types of organizations?

USAID Response to Question No. 30: Applicants need not form a consortium in order to submit an EOI; however, based on their proposed concept, the applicant may want to seek out partners to collaborate with on a proposed solution for consideration. Applicants can include information in their EOI on the proposed partner, or provide information in general on types of organizations that they would partner with and bring to Stage 2. Applicants selected to advance to Stage 2 Co-Creation are able to form partnerships with other selected applicants during the co-creation session. USAID will evaluate the EOI sub-criteria partnership expectations and value as stated on page 7 of the BAA.

Question No. 31: Per pages 7-8 of the BAA, USAID will be evaluating offerors' EOIs on five criteria during Stage 1. So that USAID may better evaluate offerors' EOIs against these criteria, would USAID consider amending the page limit from 2 to 5 pages?

USAID Response to Question No. 31: Please see response to Question 24 above.

Question No. 32: The BAA notes on page 8 that the "specific date(s), time(s), and location(s) of the co-creation workshop(s) will be determined after the deadline for receipt of EOIs." Acknowledging that specific dates will be determined and provided later, does USAID have an approximate timeline anticipated between stages of the BAA process?

USAID Response to Question No. 32: USAID estimates that the approximate timeline between Stage 1 Submission of the EOIs and Stage 2 Co-Creation Phase will be 4-6 weeks, however, this is subject to change.

Question No. 33: Regarding the co-creation event described in Stage 2 on page 8 of the BAA, how many representatives per applicant or per submitted EOI will be allowed to attend?

USAID Response to Question No. 33: USAID estimates that 2 persons per organization, and up to 2 persons per subpartner will be invited per selected applicant; however, this is subject to change.

Question No. 34: At other co-creation events in which we have participated, we have observed that the key country stakeholders are not always participants during this stage of the process. We encourage USAID to consider inviting those stakeholders to the co-creation event.

USAID Response to Question No. 34: Thank you. USAID will involve key country stakeholders in the co-creation event.

Question No. 35: In light of travel restrictions in place given the global COVID-19 crisis, can USAID clarify whether the co-creation “workshop, conference, [or] meeting” referenced on page 8 will still take place, and if so, whether it is now anticipated that this would take place virtually?

USAID Response to Question No. 35: USAID will provide further information to selected applicants after Stage 1 on the location, venue, and if the co-creation will be held virtually.

Question No. 36: The requirements provided in the “Co-Investment of Concept Papers” section on page 9 may favor more experienced organizations, because they do not easily align with USAID’s New Partnership Initiative (NPI) to work with nascent organizations that are less able to facilitate the sharing of responsibility, risk, and resourcing. USAID could adjust the requirements accordingly or consider that more nascent firms will most likely be engaged through teaming arrangements rather than prime award recipients.

USAID Response to Question No. 36: Co-Investment of Concept Papers, as stated on page 9 of the BAA, does not require a 1:1 contribution, and rather requests resource contributions that are appropriate to the specific project’s objectives, considering the comparative advantages brought by the participation of each party. Nascent organizations should assess what resources (such as in-kind contributions, expertise, intellectual property, brand value, high-value coordination, and access to key people, places, and information) are appropriate and available to contribute to the solution.

Question No. 37: The BAA’s cover page notes that the “Open Period” ends on April 21, 2020, while the last page states that Expressions of Interest (EOIs) must be submitted “before April 13, 2020 at 17:00 Beirut local time.” Please confirm that the deadline for submitting EOIs is April 21, 2020 at 17:00 Beirut local time.

USAID Response to Question No. 37: Please see response to Question 2 above.

Question No. 38: Can USAID please provide additional details regarding the nature of the anticipated co-creation stage? For example, given the current COVID-19 pandemic, is USAID planning for one or more virtual meetings? What is the approximate number of applicants that might be invited and how many representatives may participate on behalf of each applicant? What is the anticipated duration and/or timeline for the co-creation stage?

USAID Response to Question No. 38: Please see the answer to Questions 32, 33 and 35 above. The approximate number of applicants that may be invited to participate in the co-creation session depends on the number of successful EOIs received.

Question No. 39: The BAA strongly encourages applicants to form partnerships, especially with new and underutilized partners, such as local entities, locally established partners, as well as new U.S. and locally-based small businesses. Will the teams formed for the purposes of co-authoring and submitting EOIs be allowed to remain partnered throughout the co-creation process?

USAID Response to Question No. 39: Yes, teams will be allowed but not required to remain partnered throughout the co-creation process.

Question No. 40: The USAID Business Forecast indicates that the anticipated award date for IDEAS is September 30, 2020. Given the ongoing COVID-19 pandemic, please clarify the anticipated timeline for this procurement and kindly confirm the anticipated award date.

USAID Response to Question No. 40: Please see the answer to Question 32 above, and continue to monitor the Business Forecast for any updates in the anticipated award date.

Question No. 41: The recently released USAID OAA 2020 Quarter 2 Q&A document indicates that Lebanon's new CDCS is anticipated to be issued "in the spring or summer of 2020." Can USAID please provide additional details regarding the CDCS' status and its anticipated public release date? Will the CDCS, or an outline/summary of it, be available to applicants to inform the development of Concept Papers at a later stage?

USAID Response to Question No. 41: The CDCS is estimated to be issued in the summer of 2020, thus, please continue to use the publicly-available CDCS for USAID/Lebanon at: <https://www.usaid.gov/lebanon/cdcs>

Question No. 42: Page 5, the paragraph preceding the heading "Areas of Interest" refers to the Self-Reliance Metrics and Country Roadmap for Lebanon, with a hyperlink to the roadmap in footnote 11. The hyperlink appears to be incomplete. Please confirm that the complete link should be <https://selfreliance.usaid.gov/country/lebanon>.

USAID Response to Question No. 42: Correct. The link is: <https://selfreliance.usaid.gov/country/lebanon>.

Question No. 43: Page 6, "the BAA Process" notes that "Some award types, such as Memorandum of Understanding (MOU), may not include any funding." Please clarify what a MOU award would look like under IDEAS and what purpose it would serve.

USAID Response to Question No. 43: A MOU would not be considered an award. An MOU may be between several organizations, or several donors, or private companies, to coordinate their efforts in this sector.

Question No. 44: Page 8, under the Co-Creation heading, the BAA refers to co-investment organizations: “The Co-Creation will also include USAID and other co-investment organizations.” Please clarify which organizations are referenced here. Are applicants expected to team with such co-investment organizations and to include them as partners in the EOIs?

USAID Response to Question No. 44: There is no requirement for applicants to team with co-investment organizations, however, see response to Question 36 above, for further information on the specifics of co-investment. Proposed co-investment by applicants may include in-kind contributions, expertise, intellectual property, brand value, high-value coordination, and access to key people, places, and information.

Question No. 45: Page 9, Stage 3 of the BAA refers to “the Peer and Scientific Review Board, comprised of experts from USAID, partners, and/or outside parties.” Please provide additional details regarding the membership and/or composition of this Board.

USAID Response to Question No. 45: The Peer and Scientific Review Board is comprised of experts in the technical field of the BAA and may include USAID representatives, or selected experts external to USAID, such as host government representatives.

Question No. 46: Page 11, next to last paragraph states: “EOIs must be free of any intellectual property that submitter wishes to protect, as the EOI will be shared with USAID partners as part of the selection process.” Can USAID please provide details on who these partners may be? Also, beyond the selection stage, will USAID share the EOIs selected for Stage 2 with all the applicants participating in Stage 2?

USAID Response to Question No. 46: The term “USAID partners” is defined in the referenced sentence as members of the Peer and Scientific Review Board, which may include members of the host government, at USAID’s discretion. Yes, EOIs may be shared with all those organizations selected to participate in Stage 2.

Question No. 47: Page 11, Bullet 4 on “the right to select for award an instrument type that is appropriate.” Would it be reasonable to expect that for-profit companies selected for award would receive a contract? Also, does USAID envision Grants under Contract to be issued under contract awards?

USAID Response to Question No. 47: USAID will not make a determination at this time on choice of instrument at this stage until the EOIs have been selected, co-creation has been held, and Concepts have been submitted for consideration.

Question No. 48: Please confirm that letters of commitment are not required for proposed implementing sub-recipients (under teaming agreements) and/or partners at the EOI submission stage.

USAID Response to Question No. 48: Correct. Letters of commitment are not required at the EOI submission stage.

Question No. 49: Please confirm that project interventions using proven technologies that have passed the research stage qualify for funding under IDEAS.

USAID Response to Question No. 49: Yes. As defined in FAR PART 35.001: “Development” as used in this part, means the systematic use of scientific and technical knowledge in the design, development, testing, or evaluation of a potential new product or service **(or of an improvement in an existing product or service)** to meet specific performance requirements or objectives. It includes the functions of design engineering, prototyping, and engineering testing; it excludes subcontracted technical effort that is for the sole purpose of developing an additional source for an existing product.” (emphasis added) Therefore, the development of interventions using proven technologies that have passed the research stage are eligible for funding.

Question No. 50: Can dual purpose interventions for waste management include separate interventions for solid waste and wastewater management for the same region or should both sectors (solid waste and wastewater management) be covered by the same proposed intervention?

USAID Response to Question No. 50: In the case of proposed water-sector interventions under IDEAS, USAID requires that these be dual purpose interventions. The proposed concepts need not be strictly connected to solid waste management, but they must be connected to an Area of Interest identified in the BAA. USAID already funds substantial investments in potable and wastewater initiatives under existing awards, and therefore, proposed interventions will likely be duplicative. See BAA Attachment 1 Fact Sheets for further information on USAID/Lebanon water programs.

Question No. 51: Please confirm that funds provided by USAID under IDEAS can be used to implement infrastructure activities. Is there a limit to the budget that can be covered by IDEAS for individual infrastructure activities?

USAID Response to Question No. 51: It is possible that funds provided by USAID under IDEAS are eligible for implementing infrastructure activities. USAID is encouraging innovation in concepts and will not provide a limit on individual infrastructure activities.

Question No. 52: What level of engagement with the central government, if any, will be required, allowed, or recommended for IDEAS?

USAID Response to Question No. 52: Please see response to Question No. 3 above.

Question No. 53: Can USAID please provide information on the Geographic Code for awards under IDEAS?

USAID Response to Question No. 53: All awards under USAID/Lebanon are Geographic Code 937, unless a waiver is requested and obtained.

Question No. 54: Can USAID confirm if the due date for submissions of EOIs is April 13 or April 21, 2020?

USAID Response to Question No. 54: Please see response to Question 2 above.

Question No. 55: Can one organization be part of several consortiums submitting separate EOIs?

USAID Response to Question No. 55: Yes. USAID is not requiring exclusivity agreements.

Question No. 56: In the “AREAS OF INTEREST” section: “USAID will bring together stakeholders from industry, civil society, research entities, government, implementing partners, and other donors in a co-creation process that will consider assistance interventions that address the Areas of Interest indicated below”. Can USAID confirm that interested offerors are expected to make official partnerships (agreements, MOUs, etc.) with Lebanese Government Bodies?

USAID Response to Question No. 56: Please see response to Question No. 3 above.

Question No. 57: What is the funding scale of expected initiatives that will be granted to union of municipalities or clusters of municipalities (for example, for solid waste, would USAID/Lebanon be willing to fund up to \$4 million to implement a solid waste management solution for a union of municipalities? what would be the co-investment expected in this case?)

USAID Response to Question No. 57: See response to Question 11 above.

Question No. 58: Is USAID/Lebanon expecting to have teaming agreements among interested implementing partners be submitted at this stage of the EOI?

USAID Response to Question No. 58: Please see answer to Question 20 above.