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USAID PRIMARY HEALTHCARE IMPROVEMENT PROGRAM (UPHIP)

PRE-APPLICATION CONFERENCE

October 23, 2024



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OVERVIEW

UPHIP ACTIVITY



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UPHIP Goals

UPHIP will support:

- Government of Nigeria (GON)'s ambitious Nigeria Health Sector Renewal Investment Plan.
- Nigeria's goal of moving to a sector-wide approach by supporting one country's plan, budget, report and conversation, in transforming the health sector in Nigeria
- Supply and demand side issues among selected primary and secondary referral facilities

Developmental Challenges

- Reference Annex A of the PD



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UPHIP Goals Cont....

Strategic Alignment

- Nigeria's 2023–2026 National Health Sector Renewal Investment Initiative (NHSRII); aims to save lives, reduce financial hardship, and ensure access to quality healthcare for all Nigerians
- GoN Primary Health Care Strategic Objective: Every Nigerian has equitable access to quality PHC services they need through a system that they trust,
- Primary Health Care Development Agency strategic blueprint of an Efficient, Equitable, Quality and Trusted Primary Health Care services.
- USAID Global Primary Impact initiative



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UPHIP Goals Cont....

Activity Approach

- Critical components of this award will support the GON's reform efforts to strengthen networks of care, including primary and secondary health care, and reduce maternal and child mortality and morbidity, along Five key components of PHC strengthening;
 - Effective Models of PHC Delivery;
 - Community Engagement;
 - Subnational and Facility Management;
 - Systems Integration and Interoperability; and
 - Resilient Health Systems and Services



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UPHIP Goals Cont....

- Technical assistance should include the deployment of proven approaches and strategies to minimize access barriers and ensure equitable primary and secondary healthcare services in focus facilities

Coordination with Government Entities and structure:

- MOHs, PHCDAs, LGHAs, Health facilities

Expected Results

- Results are expected to be achieved through close collaboration with Nigeria's MOH, PHCDA, USAID and other health DPs.



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OVERVIEW

UPHIP Procurement Process



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Organizational Requirements to Receive USAID Funding



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The Objective of this session is to develop an understanding of:

- System for Award Management (SAM)
- Pre-Award Risk Assessment



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SYSTEM FOR AWARD MANAGEMENT (SAM)

What is SAM?

- ***System for Award Management (SAM)*** is the Federal repository of recipients and contractors.
- To be eligible for USAID awards (and all U.S. federal awards), organizations must **Register in SAM**.
- USAID may not issue an award to an applicant that has not complied with **all SAM requirements**.
- SAM.gov is **FREE** to use. There is no charge to register and maintain your entity registration at SAM.gov.



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SYSTEM FOR AWARD MANAGEMENT (SAM)

SAM REGISTRATION REQUIREMENTS

- In SAM, your company/business/organization is referred to as an “Entity.”
- ***Entity*** includes all non-governmental entities:
 - **Local Non-Government Organization**
 - **U.S. & International Non-Governmental Organization**



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SYSTEM FOR AWARD MANAGEMENT (SAM)

- **NCAGE Code (Non-U.S. entities)** If your entity is based outside of the U.S., go to the NCAGE Request Tool and register for an NCAGE code before starting a SAM.gov registration. (**CAGE is for U.S. entities only**)
- **Unique Entity Identifier (UEI)** means the identifier assigned by SAM to uniquely identify business entities. UEI is a 12-character alphanumeric ID assigned to an entity by SAM.gov.

SAM registration may take 15-45 days and sometime more.



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PRE-AWARD RISK ASSESSMENT

Conducted through:

- A review of Organizational Performance History
- Checking SAM, OFAC and UNSC consolidated Lists
- Non-U.S Organizations Pre-award Survey (NUPAS)
 - A NUPAS is used to determine if a potential partner has appropriate tools and resources in place prior to receiving U.S funds.



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PRE-AWARD RISK ASSESSMENT

PURPOSE OF NUPAS:

- To ensure the organization has the financial and managerial capacity to manage USAID funds;
- To assess the organization's internal control systems and identify areas that may require strengthening and improvement to effectively implement activities; and
- To determine the most appropriate method of financing; and the degree of support and oversight.



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PRE-AWARD RISK ASSESSMENT

NUPAS AREAS OF CONSIDERATION:

Procurement Systems	Financial Management and Internal Controls	Legal Structure
Human Resources System	Records Management	Procurement and asset management
Project Management	Cybersecurity	Subaward management



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RESULT OF PRE-AWARD RISK ASSESSMENT

There are three (3) possible outcomes of the pre-award risk assessment:

- No award at all
- Make an award without specific conditions
- Make an award with specific conditions



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Tips for Responding to a NOFO

- Read the solicitation carefully
- Review the Evaluation Criteria
- Ask Questions
- Be aware of dates
- Follow instructions
- Submit your best response to the correct email address
- Understand USAID
- Demonstrate ability to perform
- Explain how your proposed costs are competitive
- Demonstrate financial soundness and organizational responsibility



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Application Process for UPHIP Activity

- A. Phase 1: Concept Phase
 - Pre-Application Conference (We are here; 10/23/2024)
 - Questions and Answers (DUE: 10/25/2024)
 - Submit Concept Video (DUE: 11/15/2024)
- B. Phase 2: Oral Presentation
- C. Phase 3: Full Application
- D. Final Award
- E. Post-Award Co-Creation Workshop



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PHASE 1: SUBMISSION OF VIDEO CONCEPT

- Applicants must submit a video concept, which will serve the same purpose as a concept paper.
- The video must be uploaded to a cloud storage device (e.g., Google Drive, Dropbox) and a link to the video must be submitted by email to abujasolicitations@usaid.gov
- **Length:** The video must not exceed **10** minutes.
- **File Format:** MP4 video format.
- **Subtitles:** Include English subtitles to enhance accessibility.
- **Visual and Audio Quality:**
 - Use high-definition (HD) video quality (1080p or higher).
 - Ensure clear and audible sound, with no background noise.
 - Use good lighting and a stable camera setup.



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PHASE 1: SUBMISSION OF VIDEO CONCEPT

- The video concepts will be reviewed and evaluated as either “Conditionally Acceptable” or “Unacceptable” in accordance with Section E of the NOFO.
- A concept is determined to be conditionally acceptable if it proposes a sound approach and USAID has strong confidence that the applicant understands the requirement and will be successful in performing with no government intervention based on the merit review criteria.



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PHASE 1: SUBMISSION OF VIDEO CONCEPT

The Merit Review Criteria is specified in Section E of the NOFO. While applicants will be evaluated by all aspects of the merit review criteria, here are some notes of what USAID is looking for:

- We expect to see the “how”; a demonstration not only of what you want to do, but how you will do it.
 - The demonstrated technical soundness of the concept submission detailing how the Applicant intends to achieve each of the objectives and results outlined within the program description.
 - The extent to which the quality of Reproductive, Maternal, Newborn, Child, and Adolescent Health (RMNCAH) primary health care services improve health outcomes, how the approach will achieve improved RMNCAH and malaria outcomes and strengthen the management capacity of health facilities, and networks of excellence to drive health system performance improvement and demand side support.



PHASE 1: SUBMISSION OF VIDEO CONCEPT

- We expect clear and logical approaches to align with multiple sources:
 - Extent to which the applicant's technical approach demonstrates a clear and detailed statement of logic, assumptions, causal relationships, challenges, opportunities, and risks **within the health sector in Nigeria** and how the applicant's approach addresses them in order to reach the proposed objectives.
 - Extent to which the Applicant presents a plan that is technically sound, well defined, achievable, flexible and adaptable, cogent, feasible, clearly outlines innovative approaches, demonstrates **alignment with country and USAID policies and priorities**.
 - The extent to which Applicant's proposed preliminary plan showcases the applicant's ability to create tailored approaches for **at least two geopolitical zones** and demonstrates an understanding of contextualized, data-driven and people-centered technical assistance plans.



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PHASE 2: ORAL PRESENTATIONS

- The applicants rated “conditionally acceptable” from Phase 1 will be invited to provide an in-person oral presentation.
- The purpose of the oral presentation is for USAID to better understand the Applicants proposed concept and their approach.
- The oral presentation will address:
 - technical approach,
 - responses to questions identified in Phase 1
 - concept’s management framework, organizational structure, staffing plan, and institutional capacity.



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PHASE 3: SUBMISSION OF FULL APPLICATIONS

Upon completion of Phase 2: Oral Presentations, a Request for Application (RFA) will be sent to the Apparently Successful Applicant(s) that will provide additional instructions and details for the full technical and business application.



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Anticipated Timeline to Award (Estimated October - March 2025)

- October 9, 2024: USAID Send out Notice of Funding Opportunity.
- October 23: Pre-Application Conference
- October 25: USAID Received NOFO Questions
- November 15: NOFO Closing Date
- Nov. - Dec. 2024: Review and Evaluation of Concept Videos.
- Jan 2025: Oral Presentations
- Feb 2025: Request and Submission of Full Applications
- March 2025: Award(s) Issuance



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Question and Answer (Q&A) Session



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THANK YOU!!!

