



USAID | NIGERIA

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REQUEST FOR INFORMATION (RFI)

RFI ISSUANCE DATE: January 30, 2024

RFI CLOSING DATE: February 13, 2024, 17:00 Hours West Africa Time

SUBJECT: Localization in Health

REFERENCE: RFI No. 620-24-0002

Dear Prospective Respondents and Interested Parties,

The United States Government (USG), represented by the United States Agency for International Development, Nigeria Mission (USAID/Nigeria) is issuing this Request for Information (RFI) to increase engagement with local organizations in Nigeria. USAID/Nigeria's Health, Population and Nutrition (HPN) Office is conducting this market research to gather feedback from a broad spectrum of local organizations operating in the Nigerian Health Sector. This feedback will aid in shaping future outreach efforts to design multiple activities within the HPN office. Responses to the RFI's questions will play a crucial role in identifying potential future partners and gaining insights into their technical expertise and capacity to receive and manage USG funds.

The RFI focuses on the following technical areas and parameters for implementation:

- Clinical Service Improvement to support improved reproductive, maternal, child, adolescent health, nutrition and malaria services and health outcomes
- Primary Healthcare Strengthening
- Healthcare Financing (health insurance, costing, actuarial sciences, public financial management, domestic resource mobilization, leveraging diaspora remittances)
- Human Resources for Health (Workforce Planning, Deployment, Management, Retention and Motivation, Pre-Service Education (Production), Policy, Remuneration)
- Community Health (social and behavior change communication, social accountability, community led monitoring, community health worker training and deployment support)
- Youth Engagement
- Private Sector Engagement
- Performance Monitoring for Results
- Research (clinical and operational research)
- Evaluations (External evaluations, verification of results, impact evaluations)

- Organizational Capacity Building/Business Advisory Services to support systems development including board governance, internal controls, strategic planning, business development, communications

Localization Overview:

USAID is committed to shifting more leadership, ownership, decision-making, and implementation to the local people and institutions who possess the capability, connectedness, systems, and credibility to drive change in their own countries and communities. The localization approach shifts the way USAID has done development internally and with our partners, including Nigerian organizations and government institutions.

Localization is the process and action that USAID will undertake to ensure our work strengthens local systems, is responsive to local communities, and puts local actors in the lead. Over the past decade, we have contributed thought leadership, invested in innovative processes, and elevated local leadership. We have partnered with local organizations, and provided project-based assistance to governments. However, localization is more than directing awards to local organizations. Instead, it values the roles the local partners play, respects their commitment and integrity, and engages them as partners rather than as USAID agents and beneficiaries. This kind of partnership emphasizes trust-building, mutuality, and long-term commitments to a shared vision.

Vision: USAID/Nigeria envisions expanding the share of its programs that are locally led, in which local actors define priorities, design projects, drive implementation, measure results, and more fully own and sustain efforts to development.

USAID/Nigeria defines a local organization as a legally registered institution in Nigeria where:

1. Majority (over 80%) of Board of Directors are Nigerian citizens
2. Majority (over 80%) of income and profits are utilized and remain in Nigeria

USAID/Nigeria Guiding Principles:

Conflict Sensitivity Overview:

All development programs, inescapably shape the political economy and conflict dynamics where they work. Conflict-blind programs—those that do not recognize and plan for this interaction—run the dual risk of doing harm and undermining their intended development gains. But when a conflict sensitive approach is applied, USAID activities can minimize harm, create powerful opportunities for peace, and ultimately achieve development goals.

USAID defines conflict sensitivity as a practice and approach that focuses on understanding explicit and implicit context dynamics so that programmers are better able to adapt and respond to complex operating environments. Conflict sensitivity acknowledges that even the best-intentioned development interventions can have negative impacts and exacerbate problems. Conflict sensitivity Builds on Do No Harm principles which focus on avoiding and mitigating negative impacts and consciously seeks to build societal connections, looking for opportunities that build peace and negate tensions or conflict. It requires: a) an understanding of the context in which the intervention is working; b) recognizing how the intervention interacts with the context; and c) continually revisiting the programming approach to ensure that no harm is being done and that interventions have positive outcomes and contribute to peace.

Diversity, Equity, Inclusion and Accessibility Overview:

USAID is committed to a diverse, equitable, inclusive, and accessible (DEIA) workplace where everyone has an opportunity to thrive. Effective development work requires DEIA – throughout the USAID workforce, partnerships, programming, policies and procedures.

At USAID, the term **diversity** describes the variety of similarities and differences within the workforce that extend across a wide range of identities and intersectionalities. These include, but are not limited to: race, color, ethnicity, sex, sexual orientation, gender, gender identity, gender expression, sex characteristics, disability, native or indigenous origin, age, generation, culture, religion, belief system, marital status, parental status, socio-economic status, appearance, language and accent, education, geography, nationality, lived experience, job function, personality type, and thinking style.

USAID defines **equity** as the consistent and systematic fair, just, and impartial treatment of all individuals, including individuals who belong to underserved communities that have been denied such treatment.

USAID believes that **inclusion** is a dynamic state in which diversity is leveraged to create a fair, healthy, and high-performing organization or community. An inclusive environment is safe, respectful, engaging, celebratory, and motivating and values the unique contributions of each member of our workforce as we strive to fulfill USAID's mission.

In terms of **access**, or accessibility, USAID interprets this to mean that it must be intentional in the design, construction, development, and maintenance of facilities, information and

communication technology, programs, and services so that all people can fully and independently use them. Accessibility includes the provision of workplace accommodations and modifications to ensure equal access to employment and full participation in activities for persons with disabilities.

Gender and Inclusive Development

Gender refers to a socially created set of rules, responsibilities, entitlements, and behaviors associated with being a man, a woman, or a gender diverse individual, and the relationships between and among people according to these social creations. It differs among and within cultures, changes over time, and intersects with other factors such as age, class, disability, ethnicity, race, religion, citizenship, and sexual orientation. The extent to which they intersect can deepen privilege or marginalization.

For communities to thrive, all people, be they women and girls, men and boys, gender-diverse individuals, people with disabilities, religious minorities, etc., must have the agency, social support, and structures to make their own choices, live free from violence and abuse, enjoy equitable access to high-quality education and health care, as well as justice and economic opportunity. They must have equitable freedom to accumulate and control their own assets and resources, exercise their own voices and live free from negative gender norms, beliefs, and practices including intimidation, harassment, discrimination, and violence.

USAID/Nigeria's HPN Program Overview:

Despite decades of investments, progress in Nigeria's health sector has remained stagnant across key health indicators in maternal, newborn and child health, reproductive health, nutrition, and malaria due to several factors such as poor quality of care; limited access to, and suboptimal improvements in demand for, and utilization of health services; weak and/or fragmented health systems; poor governance and accountability; weak capacity for evidence generation and use; and financial barriers. The situation is exacerbated by complex social and cultural factors limiting the agency of individuals, households, and communities from accessing lifesaving health services and products. In view of this situation, USAID seeks to build on local knowledge and expertise, and on best practices; leverage local systems, relationships, and resources that are tailored to local context and local priorities. USAID considers *Localization* to be fundamental to achieving sustained progress in the performance of the health system, and to the improved uptake of essential health services and products by the target populations.

USAID recognizes that states in Nigeria, and the diverse communities within those states, have different epidemiologic and demographic profiles and unique context-specific challenges

requiring a deeper understanding of the political and social landscapes and networks, as well as cultural and economic contexts as major barriers to improved health outcomes. Also, the role of human behavior is fundamental to the success of all development programs, thus, SBC approaches are central to achieving many of USAID's program outcomes.

USAID expects that its health portfolio will leverage the knowledge, expertise and resources of the GoN/States, private sector and a range of local actors and partners to achieve transformational improvement in the quality, access, and equity of services provided across Reproductive, Maternal, Newborn, Child and Adolescent Health, nutrition and malaria (family health) programming. We seek to establish and maintain result-oriented, gender sensitive, inclusive and accountable partnerships and encourage responses from new and underutilized entities, local entities and locally established partners.

Submission:

Responses to this RFI should be submitted electronically to abujasolicitations@usaid.gov with the subject line "Request for Information (RFI): Localization in Health" no later than the closing date and time stated above. Responses should, at a minimum, include the organization's name and contact information. USAID requests that the submission not exceed four (4) pages in response to the specific information listed below.

Requested Information:

1. Description of the organization's capacity to receive, manage and implement bilateral/multilateral or other donor funding; include overall statement on leadership and management structure, technical expertise, geographic focus or established areas of operations, certifications, networks and/or partnerships with women led/focused organizations, disability focused organizations, etc., and any other relevant capabilities.
2. Highlights of past, present and future activities or projects managed in the respective technical areas highlighted above (to cover at least the last 5 years).
3. Has your organization ever worked with USAID before? What has been your experience?
4. What geographic regions (states and LGAs) are you best suited to work in for improving health outcomes and why? Provide examples.
5. Has your organization received an Organizational Capacity Assessment, along with a capacity strengthening action plan, in the past five years?
6. Has your organization conducted a gender audit, along with a gender action plan in the past five years?
7. Has your organization received organizational development training such as organizational planning, budgeting (including gender sensitive budgeting, gender

sensitive procurement, gender monitoring and learning), and financial management, or other kinds of organizational training? If yes, please provide a brief description of the training received in the past five years.

8. What challenges do local partners face in working with INGOs? With donors? With private sector organizations?
9. What are some of your organizational needs to strengthen and further develop your management and implementation capacity?
10. How does your organization address Diversity, Equity, Inclusion and Accessibility (DEIA) within the workplace and in its programs?

Response to this RFI is voluntary. Responders are free to address any or all the items. USAID reserves the right to use information provided by respondents for its purposes without restriction or limitation. Proprietary information must not be submitted.

Locally, this RFI will be published in the Guardian Newspaper and amplified on the Mission's social media. Additionally, USAID plans to hold select stakeholder consultations based on the responses received for this RFI.

Please note USAID is not seeking technical or cost proposals. Do not submit any proposal at this time. This RFI is issued solely for market research and planning purposes. USAID posts its competitive business opportunities on <https://sam.gov>. Please monitor this site for future announcements. Issuance of this RFI neither obligates the USG to issue a solicitation or award a contract nor commits the USG to pay for any costs incurred or information resulting from this request.

Thank you for your assistance and interest in USAID/Nigeria programming.

Sincerely,

Marva Butler
Supervisory Contracting Officer