

July 26, 2021

Reference: Addendum to Global Health (GH) New Partnerships Initiative (NPI) Annual Program Statement (APS) No: 7200AA19APS00013

Subject: Amendment No. 04 to the Improved Health Service Delivery (IHSD) Round

Solicitation Number: 72052121R00017

Point of Contact: usaidhaitioaa@usaid.gov; eperez@usaid.gov; abeaubrun@usaid.gov

To: All Interested Respondents/Parties:

The purpose of this **Amendment No. 04** to the referenced Call for Concept Papers is to: Answer the questions received to date on the IHSD APS Addendum; reshare the call-in details for Industry Day.

Zoom Meeting Participation Link:	https://collaborateup.zoom.us/j/96306209116?pwd=ZTE0b3AycE01ekZjQStZRUNSRm9BZz09
Meeting Registration Link	https://www.eventbrite.com/e/usaidhaiti-health-industry-day-tickets-162074195281
Meeting ID:	963 0620 9116
Meeting Passcode:	247291

Note: The working language during the Industry Day will be in French and simultaneous translation in English (with the English-French option) will be available on Zoom. We will explain how to access the translation before the session. Look for the button with the world symbol labeled Interpretation at the bottom of your toolbar on Zoom. If you click on it, you can choose French or English.

La langue de travail lors de « Industry Day » sera le français et la traduction simultanée en anglais (avec l'option anglais-français) sera disponible sur Zoom. Nous vous expliquerons comment accéder à la traduction avant la session. Recherchez le bouton avec le symbole du monde intitulé Interprétation au bas de votre barre d'outils sur Zoom. Si vous cliquez dessus, vous pouvez choisir le français ou l'anglais.

All other information, terms and conditions as indicated in the referenced Call for Concept Papers remain unchanged.

Thank you for your interest in USAID programs.

Sincerely,

Edel Perez-Campos
Agreement Officer

QUESTIONS AND ANSWERS (Q&A) TO DATE

USAID is providing answers to questions received to date. An additional amendment will be published with any remaining questions and answers once the Q&A period concludes. Note that questions may be paraphrased for ease of understanding, and some questions may have included multiple elements that are addressed in other areas of the document.

QUESTION 1:

It says on the opportunity that it is not a Request for Application. Does this mean that the funds are not available as grants or as funding to organizations working in Haiti?

Answer: This addendum/round is not a Request for Application (RFA). Through this round or addendum to the NPI APS, USAID is seeking only concept papers at this time. Issuance of an award will be subject to the availability of funds as well as the viability of a full application if requested at a later stage. All eligible organizations are invited to submit concept papers per the requirements.

QUESTION 2

a) Does the concept proposed approach need to be country wide, targeting all 10 geographic departments of Haiti?

Answer: No. Organizations may propose specific locations, however, as stated in the APS addendum, the IHSD activity is expected to be implemented across all 10 geographic departments of Haiti. USAID has not defined award issuance by sector, region or geography but rather by the approach that meets the expected outcomes of the activity.

b) If applying under modality 2, an underutilized organization that is a locally established partner (LEP) in Haiti, does the lead organization applying also need to be a legally registered entity in Haiti. (Page 15 of the APS addendum states “There are reasons why an applicant could be unsuccessful at the full application phase. For example, the applicant cannot provide evidence that it is a legally registered entity in Haiti.

Answer: Yes, the lead organization should also be legally registered in Haiti.

QUESTION 3

a) Do we need to touch on all three expected results? Or can we do 2 out of the 3?

Answer: No. Applicants can respond according to their technical area(s) of expertise, and address one, two, three or any combination of the expected results.

b) Can this be used for capital investment (construction)?

Answer: Construction is not contemplated under the IHSD award.

c) Will the awarded proposal need to have national reach or is regional reach sufficient?

Answer: Please see Question 2.

d) If legally recognized in the US and Haiti, how do you recommend we apply?

Answer: USAID does not have specific recommendations. An organization should consider applying under the modality that suits it best.

QUESTION 4

a) In Annex A (pg. 16), the concept paper cover page requires a Self-Certification stating, “We are responding to this APS IHSD Round as a (local partner or as a locally established partner),” however Section III. Eligibility Information (pgs. 7-10) states that “US and non-US public, local, private....organizations...are eligible to submit a concept paper under this IHSD Round.” The NPI APS Modalities also offer options for partnership arrangements that include non-local and non-Locally Established Partner applicants. Could USAID please correct the Self-Certification requirement to match the eligibility information?

Answer: The Self Certification references Modality 1 and applies only to local partners; therefore, if the organization meets the definition of a local partner it should self-certify accordingly.

b) Regarding co-creation, can USAID confirm whether it prefers applicants to bid as part of a pre-set team or to form partnerships based on the co-creation process?

Answer: Though USAID finds value in established and new partnerships, and co-creation is an opportunity to foster potential relationships, we do not have a preference on how applicants submit concept notes.

c) Can USAID provide additional details on the timing and agenda for the Industry Day noted in Section V: Concept Paper Submission and Review Information (pg. 11)?

Answer: Specific information about the Industry Day and the agenda have been shared on www.grants.gov. This amendment has the latest information.

QUESTION 5

a) Can you please share where partners can find public reports and evaluations for the incumbent Sante project?

Answer: Public reports and evaluations for the incumbent Santé project will be made available on the Development Experience Clearinghouse (DEC). This site can be reached at the following link: <https://dec.usaid.gov/dec/content/search.aspx>

b) Must applicants respond to all technical areas in their concept note? Or can they respond to one or more components? Referencing: MCH, FP/RH, WASH, Nutrition, HIV/AIDS, and HSS as all distinct technical components.

Answer: USAID does not have specific recommendations. Applicants can respond according to their technical area(s) of expertise in the technical components.

c) Does USAID anticipate more project emphasis on one technical area versus another?

Answer: USAID does not anticipate applicants to emphasize one technical area versus another. Potential applicants may respond according to their technical area(s) of expertise.

c) We would appreciate clarity regarding participation in the co-creation phase. If an organization does not directly submit a concept note of their own, but instead is only included as a planned partner mentioned in the concept note(s) of another organization(s), can they too be invited to the co-creation phase? Or do organizations need to submit concept notes directly (whether planning to be prime or sub) in order to be invited to the co-creation phase?

Answer: Yes, if an organization is part of a partnership in a concept note that is “Conditionally Accepted”, the partner will be invited to the co-creation phase along with the lead organization.

d) If an organization agrees to be mentioned as a sub-recipient on another organization’s concept note response, do they have the opportunity to be “matched” with another consortium in the co-creation phase?

Answer: USAID intends for the co-creation event to serve as a space to improve concept notes, and for organizations to interact, collaborate, and potentially partner with other participants. USAID will not “match” organizations together.

e) Can an applicant list more than one modality that they could pursue for the full solicitation? Or that they are interested to be part of the full-application?

Answer: Applicants must identify under which of the four (4) types of partnerships (or Modalities listed on pages 7 and 8 in the addendum) they are presenting their concept papers. Per the addendum instructions, if the applicant concludes the co-creation process successfully, USAID will follow with a request for the submission of a full application.

f) Can USAID expand on the anticipated role of private sector partners in this mechanism?

Answer: USAID is seeking to support applicants via partnerships as defined under Section III of this addendum. Modality 4 on page 8 of the addendum provides more explanation on the role the private sector can play within a proposed concept. Local and global partnerships with entities in the private sector who are capable of deploying (or

integrating) activities and innovations to enhance national, subnational and local preparedness and response, are encouraged to submit concept papers.

g) The concept note references the involvement of MSPP in the co-creation process, which is terrific to hear. Can you please clarify the role of MSPP in the review & evaluation of concept notes and full proposals? Can you please clarify the role of MSPP in the determination of those organizations invited to the co-creation phase and invited to the full proposal phase?

Answer: USAID anticipates the involvement of the MSPP throughout the co-creation and proposal phases.

h) Will the project require implementation in each of the 10 departments of Haiti?

Answer: See Question 2.

i) In terms of the budget and leverage, what funding sources would count as leverage and must they directly contribute to the objectives of the funding opportunity?

Answer: Refer to the NPI APS (parent document) as it covers the term “leverage” as defined by USAID.

j) Considering the size of this anticipated award and the modality definitions, can you please confirm that organizations (national or international) that have received less than \$25M in awards from USAID over the past 5 years would still have the financial capacity to be awarded this opportunity?

Answer: Per Section II, USAID anticipates making one (1) or more awards. An organization’s financial capacity would factor into the size and scope of an award. Additional guidance will be provided at the RFA stage.

QUESTION 6

a) To confirm, under this funding opportunity, local government bodies, such as community level government health facilities (example: MoH managed community health centers), are eligible to be financially supported under this APS. This support could be in the form of salary support to health center staff, supplies or equipment for the health center, etc (provided items are not restricted by USG rules and regulations). Is that correct?

Answer: Applicants should identify the best way to support the health facilities to ensure programmatic outcomes.

b) Under partnership modality 3, is it allowable that the initial prime recipient would have two local entities or locally established partners as sub-partners on the award, and over the course of the project only one of the two local partners took over the role of prime. Does the entity/partner who takes over the role of prime on the project need to be a non-governmental (Haitian) organization?

Answer: Yes, Modality 3 allows sub-partners or sub-awardees. USAID has not established a limit on the number of sub-awards or subsequent transitions to a prime role. The focus of Modality 3 is to “build the capacity of local new and underutilized partners” which by definition are Haitian local organizations.

QUESTION 7

a) Can USAID please confirm that offerors are not required to provide a summary/notional budget, and should only include cost related information in the Concept Paper Cover Page under #4: “Total Program Amount (in USD and cite the exchange rate utilized)”, and #5: “Total Amount of Funding Requested from USAID”?

Answer: In the Concept Paper Cover page, USAID requests an estimated total program amount and how much funding is being requested from USAID. This is a high-level cost estimate only, not a summary/notional budget.

b) The Technical merit criteria require that concepts “...on solutions that prevent maternal and child deaths, control the HIV/AIDS epidemic, strengthen the health system and provide quality health services in regard to FP/RH and maternal and child health...”. Does USAID expect each concept paper to address all of these areas, which also coincide with the expected results listed in Section I.B?

Answer: USAID expects applicants to respond according to their technical area(s) of expertise.

QUESTION 8

a) Does USAID anticipate making multiple awards, and if so, will awards be by sector, geography or both?

Answer: USAID anticipates making one (1) or more awards. USAID has not defined award issuance by sector, region or geography but rather by the approach that meets the expected outcomes of the activity. Issuance of an award will be subject to the availability of funds as well as the strategies proposed to address the health problems in Haiti.

b) In the case of multiple awards, is there an estimated floor and/or ceiling for individual awards?

Answer: USAID has not set estimated floors or ceilings if multiple awards result from this addendum.

c) Will USAID make award decisions during this fiscal year?

Answer: USAID does not envision making an award in FY2021.

QUESTION 9

a) Will USAID provide any updates regarding the timing of the planned Industry Day?

Answer: Specific information about the Industry Day has been shared in www.grants.gov through Amendment 2 and Amendment 3 at:

<https://www.grants.gov/web/grants/search-grants.html?keywords=72052121R00017>.

This amendment has the latest information.

b) Will USAID provide an updated list of the health sites and respective partners in each location that are being supported through Projet Santé?

Answer: Yes, please see the list of sites that USAID has historically supported in the Amendment 4 folder.

c) Annex A (page 17) indicates that organizations may address one or multiple health areas, and similarly propose specific geographic locations. However, the Merit Review Criteria, Technical Approach (page 13) definition states “the extent to which the concept proposed approach... focuses on solutions to prevent maternal and child deaths, control the HIV/AIDS epidemic, strengthen the health system and provide quality health services in regards to FP/RH and/or maternal and child health across all 10 geographic departments of Haiti.”

Will USAID clarify expectations for proposed concept papers? Should implementers plan to cover all 10 departments and all technical areas? Or should implementers select the locations and technical areas that are most relevant to them? Will concept papers that cover multiple technical areas and departments be scored more Highly?

Answer: Applicants must address at least one health area but can address multiple health areas. Likewise, applicants may propose specific locations though the principle goal of the IHSD is to cover all 10 departments. See also Question 5 and Question 8.

d) Considering the broad range of potential concept paper responses, how will USAID effectively evaluate programs that might be vastly different in what they propose? For example, how will USAID compare a concept paper that proposes to work in two departments against a concept paper that proposes to work in 10 departments? Is there guidance beyond the Merit Evaluation Factors in the request for concept papers?

Answer: USAID will follow the evaluation process and merit review criteria set forth in the addendum. There is no additional guidance beyond that provided in the APS addendum.

e) Section IV, pg.12, states that “USAID is not required to invite all successful applicants to the co-creation event.” Will USAID please clarify the criteria used to select successful applicants to attend the co-creation event?

Answer: Please see Question 9d.

f) USAID's Business Forecast Q&A from June 16, 2021 indicated that an updated Strategic Framework would soon be public. Is that something that can be shared with bidders, so we can ensure our approaches align with USAID's direction?

Answer: The updated Strategic Framework is expected to be released in FY 2021 Q4.

g) The current health service delivery project, *Projet Santé*, does not appear to have shared or published any of its deliverables with the DEC website. Will USAID provide access to copies of the project's work plans, quarterly and annual reports, and any additional technical documents that have been developed? This will enable all prospective bidders to understand the current landscape and submit more informed concept papers.

Answer: Please see Question 5a.

QUESTION 10

a) A search of the Development Experience Clearinghouse (DEC) reveals no recent quarterly or annual reports, work plans, evaluations, etc. from USAID's current flagship health project in Haiti, *Project Sante* (72052118CA00001). Can USAID please ensure that all project reports from *Project Sante* in Haiti are uploaded to the DEC as soon as possible or provided via a share drive?

Answer: Please see Question 5a.

b) Can USAID please confirm that the USAID/Haiti Strategic Framework 2018-2020 is the primary strategic guiding document for the Mission? If not, is there a more recent strategy that USAID can share?

Answer: Please see Question 9f.

c) Are applicants permitted to provide direct funding to Haitian government entities using funds, including grants, awarded as a result of solicitation 72052121R00017?

Answer: Direct funding to Haitian government entities using is not envisioned under this solicitation.

d) USAID indicates that it will hold an Industry Day for prospective applicants. When is this expected to occur? We respectfully request at least 14 days following the Industry Day until submission (currently July 23) to ensure ideas can be incorporated into concepts and teaming.

Answer: Per Amendment 3 posted on July 9, 2021 to <https://www.grants.gov/web/grants/search-grants.html?keywords=72052121R00017> - the Industry Day will be held on Tuesday, July 27, 2021. The submission deadline for concept papers has been extended to August 20, 2021.

e) Given the importance of the transition from the incumbent, we respectfully request that USAID share the list of current project sites (HIV and MCH/FP) and key targets to enable applicants to comprehensively design their concept papers.

Answer: Please see Question 5a and Question 9b.

f) The Addenda document calls for a transition period between the incumbent of the HSD and the recipient of the Improved Health Services Delivery (IHSD) project. Which critical activities from the current *Project Sante* are applicants expected to transition and sustain at a minimum?

Answer: Following the award/s, USAID/Haiti with the awardee/s and the incumbent will develop a transition plan specifying the activities and the timeline.

g) To allow established partners to use Modality 3, which would allow them to build the capacity of local new and underutilized partners, can USAID please clarify how established partners should respond to item 13 “self-certification”?

Answer: Please see Question 4a.

h) Can USAID please confirm that under Modality 3, an established partner would be able to deliver niche technical assistance to both beneficiaries and potential sub awardees to grow their own expertise in these areas?

Answer: Yes, NPI recognizes the important role and capacity that locally established partners can bring to local new and underutilized organizations around the world. Please see Modality 3 description.

i) Please confirm that the template provided for the concept paper is for guidance on structure and that applicants may use their own organizational formatting style provided that all of the required information is included.

Answer: Yes, applicants may use their own organizational formatting style provided that all of the required information is included in the concept paper, the concept paper does not exceed five (5) pages, and applicants follow other submission instructions per Section IV.

j) Under “Phase 3: Full application,” the solicitation notes that an applicant might be unsuccessful at the full application phase if it “does not meet the definition of a local partner as outlined in this IHSD Round.” Would this requirement be waived or amended for an applicant applying under Modality 3 in the full application phase?

Answer: Modalities will not be “waived”. These are illustrative examples only of why an applicant might be unsuccessful presumably because an applicant is not able to provide evidence that it is legally registered in Haiti or does not meet the definition of a local partner as outlined in the APS and under the Modality to which it has applied.

k) Please confirm that the USD amounts to be entered in the total requested project funds for items number 4 and 5 on the Concept Paper Cover Page are to be high-level estimates only. Because of the multi-staged nature of the application process, and inclusion of co-creation, we anticipate that the budget and project size may fluctuate in response to USAID and other stakeholder feedback during co-creation.

Answer: Please see Question 7a.

l) In Annex A, the document instructs applicants to describe the biggest challenges and opportunities in the proposed geographic locations (Section D. Geographic Location) and critical challenges related to service delivery and barriers to achieving the project purpose (Section E.

Intervention Approach). Given the space constraints and similarity, we request that applicants may consolidate and discuss service delivery and geographic challenges in one sub-section, Section E rather than both sections.

Answer: Yes, applicants may consolidate and discuss service delivery and geographic challenges in one combined sub-section provided that all of the required information is included in the concept paper, the concept paper does not exceed five (5) pages, and applicants follow other submission instructions per Section IV.

m) The APS instructions note that a Theory of Change should be included to demonstrate how interventions will produce the desired impact. Due to current page constraints, we respectfully request that applicants be allowed to include a 1-page annex with a graphic representing the theory of change to provide additional detail and enable reviewers to fully evaluate the vision of the project concept.

Answer: No. Please follow the submission instructions.

n) “Modality 3: Sub awards that comprise between 50 to 75 percent of the total obligated funding amount to local new or underutilized partners (including locally established partners) via prime awardees serving in a mentorship role (the prime is not subject to the \$25 million criteria)”

Can USAID please confirm that under Modality 3, an established partner would be able to deliver niche technical assistance to both beneficiaries and potential sub awardees to grow their own expertise in these areas?

Answer: Per the NPI APS description, Modality 3 recognizes the important role and capacity that established partners bring to local new and underutilized organizations that includes providing a support role to build the capacity of these organizations. Capacity building is a broad term and could include technical assistance to potential sub awardees.

o)To allow established partners to use Modality 3, which would allow them to build the capacity of local new and underutilized partners, can USAID please clarify how established partners should respond to item 13 “self-certification”?

Answer: Please see Question 10n.

QUESTION 11

For proof of registration with the local authorities, what types of registration are accepted? There are several options here.

Answer: Under applicable laws, organizations should obtain official registration through the Government of Haiti.

QUESTION 12

Is a small minority organization based in Florida eligible to submit a concept paper although not based in Haiti?

Answer: Yes. Applicants should thoroughly read the addendum eligibility criteria to identify under which of the four (4) partnership modalities they are eligible to apply.

QUESTION 13

The grant notice and specification documents state that public international organizations are eligible but does not specify if UN agencies may apply?

Answer: Please refer to USAID Automated Directives System (ADS) Chapter 308 for further information on public international organizations (PIOs) including those within the UN organization framework.

<https://www.usaid.gov/sites/default/files/documents/308maa.pdf>

QUESTION 14

We are a South African based entity. Can we apply to be part of this project and gain funding under this program?

Answer: Please see Question 12.

[END OF AMENDMENT 04]