



July 30, 2021

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

Subject: Amendment No. 05 to the Improved Health Service Delivery (IHSD) Round

Solicitation Number: 72052121R00017

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To: All Interested Respondents/Parties:

The purpose of this **Amendment No. 05** to the referenced Call for Concept Papers is to: Answer the questions received on the IHSD APS Addendum at the Industry Day held on July 27, 2021; and share the names and email addresses of the participants.

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) RECEIVED AT THE
INDUSTRY DAY HELD ON JULY 27, 2021**

1. Will you be sharing with participants questions and answers posed during the second part of the workshop?

Answer: Yes, Questions and answers from the Industry Day are shared via this Amendment No. 05.

2. Can USAID share the data that the HPNO director cited about immunization and HIV improvements (that is, time trend of indicators up to today)?

Answer: The USAID/Haiti Health Office Director stated: “Over the past twenty years, USAID has awarded a number of health service delivery projects increasing access to and delivery of primary health care in Haiti’s ten geographic departments and serving approximately 4.5 million of the most vulnerable people. Thanks to the efforts of many of the people and organizations present here today, many health indicators notably child and infant mortality, immunization coverage, and HIV patients on treatment are improving.” No additional data was cited.

3. Can USAID share the baseline and current data of health outcome indicators on MNCH, RH/FP, HIV and HSS from the current HSD project?

Answer: Data from the Maternal and Child Survival Program (MCSP) Haiti, known as the Services de Santé de Qualité pour Haïti (SSQH) project, was used as the baseline. For your convenience the document is included in the Amendment 05 folder in grants.gov. See page 246: https://pdf.usaid.gov/pdf_docs/PA00WM52.pdf

USAID will ensure public reports and evaluations for the incumbent Project Santé and other health programs will be made available on the Development Experience Clearinghouse (DEC) <https://dec.usaid.gov/dec/content/search.aspx>

4. Could an organization submit a concept note with a role TBD (sub or prime)? If as a sub, could it be with a “yet to be defined prime”? Or only organizations that intent to prime are the ones that can submit concept notes?

Answer: USAID has no expectations about prime or sub-awardee roles and any organization is able to submit a concept note regardless of how they perceive their role. Concept papers will be reviewed on the merit review criteria in the IHSD addendum. Roles may be defined later during the subsequent co-creation workshop.

5. Should our concept note have a plan for impacting all 10 departments, or should we identify a specific region to work in at this stage and potentially identify partners in other regions during the co-creation phase?

Answer: Initial concept notes do not have to reflect a plan for impacting all 10 departments. 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.

6. Pouvez parler plus sur ce que vous entendez par alignement et optimisation des ressources? Quel rôle les établissements sanitaires et le MSSP joueront dans l'orientation de l'alignement et optimisation des ressources locales?

Translation: Can USAID speak more about what is meant by alignment and value for money? What role will health facilities and the MSSP play in guiding the alignment and optimization of local resources?

Answer: Resource optimization and alignment refers to the applicant's capacity to find innovative and creative ways to bring together finance, workforce and supplies to not only prioritize vulnerable and underserved populations, but also to ensure financial and operational sustainability after USAID funding has ended.

7. Will all participants who are invited to the co-creation also receive the RFA? Or will there be another evaluation after co-creation and then only selected groups will be invited to bid on the RFA?

Answer: USAID will follow with a request for application (RFA) to a subset of applicants who conclude the co-creation successfully and submit the most highly qualified final concept notes.

8. Does USAID envision avenues to bring partners together during co-creation or will proposals/teams be brought in individually?

Answer: The intent of the co-creation event is for USAID to bring together organizations whose concept papers receive strong ratings against the merit review criteria and work with them in a workshop environment to address any weaknesses. USAID does not have any mandate on how organizations should structure themselves at the co-creation event. USAID finds value in established and new partnerships, and co-creation is an opportunity to foster potential relationships, however, participants will have the flexibility to improve their concepts individually or with any organization.

9. Will drug procurement still be provided by a global or similar mechanism at country level?

Answer: Drug procurement for USAID-funded projects is provided through the global mechanism, Global Health Supply Chain Procurement and Supply Management (GHSC-PSM).

10. How does USAID envision HSS to be a part of this project? Will national level health financing and HRH components be integral or will the program coordinate with existing USAID efforts?

Answer: USAID expects that the project will contribute to the improvement of health systems through the provision of quality of care, empowerment of communities, the utilization of data for measuring progress and resource optimization. The project is expected to coordinate with all USAID efforts.

11. How does USAID envision transition awards during this project? Should some of the \$90M be accounted for a local prime 2-3 years into implementation?

Answer: USAID has not made specific decisions on subsequent transition to sub-awards. USAID will provide additional guidance regarding transition awards at the RFA Stage.

12. How would USAID like the budget included in the concept note? One high-level number?

Answer: In the Concept Paper Cover Page, USAID requests an estimated total program amount and how much funding is being requested from USAID based on the organization's management and absorptive capacity. This is a high-level cost estimate only, not a summary/notional budget.

13. What are USAID's thoughts/considerations around the political transition and how this may impact MOH counterparts and uptake of implementation?

Answer: USAID anticipates the involvement of the MSPP and other Government of Haiti ministries throughout the co-creation and RFA phase, and during the successful implementation of the activity.

14. Can USAID please have Caris add all of the Project Sante reports to the DEC ASAP? When does USAID plan to release the Project Sante mid-term evaluation?

Answer: USAID will ensure public reports and evaluations for the incumbent Project Santé and other health programs will be made available on the Development Experience Clearinghouse (DEC) as soon as possible.

The Project Santé mid-term evaluation has not yet been made available for the public. Please continue to monitor the Development Experience Clearinghouse (DEC) at: <https://dec.usaid.gov/dec/content/search.aspx>

15. How can smaller U.S based businesses who are not registered in Haiti connect with larger entities to possibly become sub-contractors on this project?

Answer: See the Industry Day Participant List in the Amendment 05 folder.

16. For the modality 3, what kind of capacity-building support does USAID anticipates for the prime organizations?

Answer: USAID anticipates established partners will work with local new and underutilized partners to help those meet the requirements to become a USAID direct awardee or will provide them the support needed to implement programs. As the needs of each local partner may be different, USAID cannot address specifically what kind of support will be needed by local partners.

17. Does USAID prefer concept notes from individual organizations? Will USAID put teams together during the co-creation process? Or does USAID prefer groups to form consortia and bid as a team?

Answer: USAID has no preference for organizational arrangements as they relate to concept note submissions. 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.

18. I see that there is reference in the eligibility information on the grants.gov synopsis page for this APS that a local government institution falls within the eligibility definition of a “Local Entity”. 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: The incumbent, Project Santé, supports government health facilities in the form of salaries and supplies/equipment. USAID anticipates the new project may continue with this form of support, while proposing innovative ideas to allow financial and operational sustainability by the end of the project.

19. 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/mandate on the number of sub-awards, types of partners or subsequent transitions to a prime role. The focus of Modality 3 is to “build the capacity of local new and underutilized partners including locally established partners” to assume greater programmatic responsibilities over the course of the award.

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

Answer: USAID will ensure public reports and evaluations for the incumbent, Project Santé and other health programs will be made available on the Development Experience Clearinghouse (DEC) <https://dec.usaid.gov/dec/content/search.aspx>

21. 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 specific technical area(s) of expertise in the technical components.

22. If an organization does not already have a DUNS and SAM registration, would it need to do so if they pass to the full proposal (RFA) stage?

Answer: DUNS and SAM registration will be required before signing an agreement. USAID encourages applicants to start this process early and comply with all applicable DUNS and SAM requirements by the time USAID is ready to make an award as this can be a time-consuming process.

23. Could USAID share a summary of programs they are currently funding in the health sector, along with project dates and implementing partner information? Also, could USAID indicate whether those programs are expected to be continued or have follow-on programs? This will give us an idea of the landscape for collaboration in the future.

Answer: See the USAID/Haiti website: <https://www.usaid.gov/haiti>, Business Forecast: <https://www.usaid.gov/business-forecast> and the Development Experience Clearinghouse: <https://dec.usaid.gov/dec/home/Default.aspx> for information on USAID-funded health programs.

24. Can an organization be a part of multiple concept notes ?

Answer: Yes. There is no language in the NPI APS nor in the IHSD addendum that would prevent an organization from submitting multiple concept notes.

25. Question 2 from yesterday's Addendum indicates that the work is expected to be implemented in all 10 departments; does this mean that our concept note should identify a plan for our organization to work in all 10 departments, or will the co-creation phase allow for us to work with USAID to identify partnerships to achieve that?

Answer: Initial concept notes do not have to identify a plan for organizations to work in all 10 departments. 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. Additionally, 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.

- 26. Could USAID please clarify the LEP criteria? If a US-based NGO has an branch in Haiti, and this branch has at least 50% of local staff, a local office, registration, etc., ... and has received less than \$25M in USG founding over the past 5 years, could the Haiti affiliate be considered a LEP able to pursue ISHD? Or the \$25M is at the global level?**

Answer: If the US-based NGO meets the requirements of a locally established partner as defined in the NPI APS (and addendum), which includes continuous operations in Haiti for at least five (5) years, then YES, the affiliate may be considered a LEP. Please refer to the IHSD NPI APS addendum, page 9 for a full definition of locally established partners (LEPs). Clarification regarding whether the \$25M is at the global organizational level vs. local level will be provided in the next Q&A amendment.

- 27. How can smaller U.S based businesses who are not registered in Haiti connect with larger entities to possibly become sub-contractors on this project?**

Answer: Please see the Industry Day Participant List in the Amendment 05 folder.

- 28. Are there facilities, commodities, or CHW or staff salaries being funded by USAID under the current program which we will need to budget for under the new program?**

Answer: See Question 18.

- 29. Is the level of NICRA taken by an organization taken into consideration in the decision making process for USAID?**

Answer: An organization's NICRA is not included in the merit review criteria, thus it will not be considered in the evaluation of concept papers. NICRAs are reviewed at the cost/price evaluation stage.

- 30. Are local NGOs and new partners eligible for NICRA? If the LEP pursues as a prime or sub, could the US HQ input cost in the budget (short term technical assistance, NICRA, etc)?**

Answer: Yes, local organizations and new partners may elect to establish a NICRA. These organizations may also elect to charge a "de minimis rate of 10%" to calculate their indirect costs. Please see 2 CFR 200.414 for further details.

- 31. Are local entities eligible for a letter of credit method of finance ?**

Answer: No. Per ADS 306, letter of credit is generally not issued to recipients who are non-U.S. organizations that are organized, located, and operated outside the U.S.

32. Will MSPP participate in deciding the concept notes to accept?

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

33. Are applicants of all successful concept notes joining a same co-creation event or the co-creation sessions will be for individual applicants of successful concept notes? Is there going to be another round of resubmission following the co-creation stage? if yes. Who will be invited to re-submit a revised/updated concept note?

Answer: All partners who receive a “Conditionally Accepted” rating on their concept note will be invited to engage in co-creation to address the weaknesses identified. Participants in the co-creation event will be allowed to revise and resubmit their concept papers. USAID will re-evaluate the concept papers against the merit review criteria and select the most highly qualified to enter Phase 3, the request and submission of a full application.

34. 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 other 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: If an organization is part of a partnership/consortium in a concept note that is “Conditionally Accepted”, the partner(s) will be invited to the co-creation phase along with the lead organization.

35. Will organizations identified as subrecipients in concepts be invited to participate in their full capacity in the co-creation process, or will only concept submitters ("primes") be invited?

Answer: See Question 34.

36. Les organisations de la société civile travaillent surtout au niveau communautaire. Dans ce cadre, leur concept note prendra en compte les interventions communautaires et d'innover pour une autonomisation des communautés. Est ce que cette approche sera appréciée par l'USAID ?

Translation: Civil society organizations work mostly at the community level. In this context, their concept note will take into account community interventions and innovate for the empowerment of communities. Will this approach be appreciated by USAID?

Answer: USAID has long invested in community health and recognizes the value of community interventions. Concept notes aligned with the merit review criteria and the instructions of the IHSD Round will be considered.

37. Can an organization propose a plan for one region only? (as written, the NOFO seems to suggest that applicants must propose an activity that covers the nation.)

Answer: 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.

38. Will USAID, in the Q&A, provide additional details on the existing national health system support project with which IHSD should collaborate?

Answer: USAID will expect IHSD to collaborate on all USAID-funded projects.

39. As an FYI for USAID, their website includes a Health Fact Sheet from January 2020. It does not mention any projects/grants by name and is not helpful for identifying potential partners or areas for collaboration. At a minimum, a list of current programs being funded by USAID would be helpful.

Answer: Thank you for the feedback. USAID/Haiti is working to improve the level of information available on our public website. Please continue to monitor the USAID/Haiti website for updates. <https://www.usaid.gov/haiti>

40. Could USAID ask implementers overseeing other health programs to upload progress reports and work plans or evaluations to the DEC as soon as possible? Such as Health Leadership Project (HLP), Strategic Health Information System Program (HIS), Vérification des Résultats pour la Santé (VRS) II project, for example.

Answer: USAID will ensure public reports and evaluations for the incumbent Project Santé and other health programs will be made available on the Development Experience Clearinghouse (DEC) <https://dec.usaid.gov/dec/content/search.aspx>

41. Will organizations identified as subrecipients in concepts be invited to participate in their full capacity in the co-creation process, or will only concept submitters ("primes") be invited?

Answer: See Question 34.

42. I have a follow-up question that I don't think has been addressed in the previous addenda: for this concept note, are supply chain and procurement improvements appropriate activities, given their impact on health service delivery? Or should we strictly focus on clinical care itself and not the supply chain work that feeds into it?

Answer: Supply chain and procurement improvements for USAID-funded projects are provided through the global mechanism, Global Health Supply Chain Procurement and Supply Management (GHSC-PSM). USAID is seeking concept papers focusing on

promoting new and underutilized partnerships to prevent maternal and child deaths, prevent unplanned pregnancies, achieve HIV epidemic control, improve nutrition, and contribute to health systems strengthening in Haiti. Awards issued under the IHSD Round will focus on improving health outcomes and ensuring the sustainability of health service delivery activities.

[END OF AMENDMENT 05]