



SUBJECT: BROAD AGENCY ANNOUNCEMENT (BAA) NO. BAA-ROAA-ENDTB-2019

AMENDMENT NO. 4

PROJECT NAME: ACCELERATOR TO END TUBERCULOSIS IN INDIA

Amendment No. 4 to the subject BAA is issued to provide Questions and Answers and to extend the EOI submission date and time as follows:

1. Provide Questions and Answers. Refer to the attached Annex-1 for Question and Answers.
2. Paragraph "I. Closing Date and Time for submittal of Expressions of Interest (EOI)" on Page 3 is revised to change the submission deadline to **May 12, 2019 by 24:00 hours IST**

Questions and Answers:

- Q1. When does the government expect to make final awards?
Ans. That depends on when Stage 2 of the BAA process, i.e., the development of concept papers, is complete. Once that is done, it may take 3-6 months to make the award(s).
- Q2. How many awards do you expect to award under this BAA?
Ans. As per the notice published on Grants.gov, we expect to make 1- 4 awards.
- Q3. Does USAID India intend to give out multiple awards or one award under this BAA?
Ans. Please refer to the answer under Q2 above.
- Q4. What are the expected timelines for this call and when is the actual award release anticipated?
Ans. Please refer to the answer under Q1 above.
- Q5. Can applicants form consortia to submit expressions of interest?
Ans. Yes
- Q6. If consortia can submit expressions of interest, who would be required to attend co-creation in New Delhi – the entire consortia or a consortia representative?
Ans. Since the award can be made to the Lead Organization in the consortium, the lead should participate in the Co-creation Workshop, i.e., if the consortium's EOI makes it to the second stage. Since a maximum of only 2 participants for each selected EOI can participate in the co-creation workshop, it is up to the consortium to nominate their 2 participants.
- Q7. Can applicants partner with permanent institutes under the Government of India?
Ans. Yes.
- Q8. How many teams do you expect will be invited to the co-creation workshop?
Ans. Only those organizations whose EOIs are selected for Stage-2 of the BAA shall be invited to the co-creation workshop, subject to a maximum of 2 participants per selected EOI.
- Q9. Will teams of multiple organizations be accepted in the EOI stage?
Ans. Yes, they can form consortiums. However, the lead organization in the consortium must be identified and should be submitting the EOI.
- Q10. Is there a range that USAID India expects individual award budgets to fall within?
Ans. The number of awards and their respective award values will depend upon the number of concept notes that USAID selects for awards during Stage 3 of the BAA process. Yes, we have a total budget earmarked for the BAA, but we will discuss that during the co-creation workshop, i.e., Stage 2 of the BAA process.

- Q11. Can you please provide further clarifications on the following statement on page 10, Section III. The BAA process: “Some award types may not include any funding.”
- Ans. Awards types like Public Private Partnerships and other Memorandum of Understandings (MOU) may not include any funding.
- Q12. Anticipated budget envelope per award?
- Ans. Please refer to the answer under Q10 above.
- Q13. We understand that co-investing does not require equal shared resources (such as 1:1 leverage). We would appreciate if you would suggest an appropriate percentage/ratio of the total budget as co-investment. Is cash contribution a must, if yes, what percentage of co-investment should be cash contribution.
- Ans. Cash contribution is not mandatory. It is for the applicant organizations to determine an appropriate leverage percentage for their EOIs.
- Q14. Can you elaborate whether the intent of the BAA is private sector, or public sector or both?
- Ans. As stated in the BAA, EOIs are invited from for-profit and non-profit, faith-based, public and private organizations.
- Q15. Will you accept submissions from pre-formed consortia or you would prefer submissions from single organizations.
- Ans. Pre-formed consortium can submit EOIs. Also, refer to the answer under Q9 above.
- Q16. Can USAID share the expected value range for this BAA?
- Ans. Please refer to the answers under Q10 and Q12 above.
- Q17. Would USAID consider innovative proposals that target the gaps identified but only include one of the key pillars?
- Ans. Yes
- Q18. What kind of non-traditional partners is USAID interested in engaging to strengthen the role of TB in civil society?
- Ans. USAID is interested in all types of non-traditional partners. These would be cohorts that have not been included in traditional efforts to work with civil society. We are hoping that EOIs will creatively identify who those may be.
- Q19. What will be the total duration of the project?
- Ans. We are looking at a period of 5 years, but each award may have different performance periods.

- Q20. What is the date (tentative) by which announcement will be made for those who have cleared EOI?
Ans. We expect to send out invitations to the successful organization to attend the co-creation workshop during the second half of May 2019. USAID plans to host the co-creation workshop during the second half of June 2019.
- Q21. Is there any format for EOI to be provided?
Ans. Please follow the instructions provided under Section VII of the BAA.
- Q22. For those awarded their proposed concept, will there be regular discussions between USAID and the organization on implementation of the concept?
Ans. There will be a continuous engagement between USAID and the awardees (Implementing Partners), after the awards.
- Q23. Is there is a minimum/maximum budget envisaged per partner?
Ans. No. The purpose of this stage is to solicit ideas only. Budgets will be discussed at a later stage, during the co-creation phase. Please refer to the answer under Q10 above.
- Q24. Is the call similar to the Challenge TB project with annual milestones?
Ans. No. This BAA is a way to solicit best ideas only with reference to the problems and challenges stated therein.
- Q25. How exactly is the co-creation going to occur? Is USAID going to direct a group of organizations to work together and define their roles?
Ans. There will be no such direction by USAID. However, there will be a moderator to conduct the proceedings.
- Q26. What is the total funding envelope for this call?
Ans. Please refer to the answers under Q10 above.
- Q27. What are the expectations for ideas around “institutional strengthening”?
Ans. Please refer to the section of Institutional Strengthening in the BAA.
- Q28. Can we submit more than one EOI presenting innovative solutions tested in different settings?
Ans. Yes
- Q29. Can the lead partner and/or full consortium be international organizations not registered in India?
Ans. Yes
- Q30. Where will we be able to access the presentation as well as questions and responses?
Ans. You can access the presentation and questions and answers on www.fbo.gov and www.grants.gov. Please use “BAA-ROAA-ENDTB-2019: as the keyword for searching.

- Q31. What are the timelines for the 4 stages of selection?
Ans. Timelines are mentioned in the BAA Announcement under Stages 1-4. Only Stage 4 is not defined properly, as it is the negotiation stage, where the selected recipient goes into the award negotiations with the Acquisition and Assistance Office.
- Q32. Do we need to mention proposed geography?
Ans. At this stage, proposed geography is not necessary but it can be mentioned if it is essential to your idea.
- Q33. During Stage 2 - Will USAID determine who will submit a concept note or will the organizations make those determinations individually?
Ans. USAID will make the final determination in this matter.
- Q34. Do applicants require FCRA? If yes, is it required at the time of submitting the EOI, Concept note, or the actual award grant?
Ans. Foreign Contribution Regulation Act or FCRA is a requirement of the Government of India and not USAID. All local organizations who receive grants or assistance are required to have an FCRA registration for receiving foreign funding or grants. Such organizations are not required to obtain FCRA at the time of submitting EOIs, but they may require to do that if they are selected for an award. It would be prudent for all concerned local organizations to seek expert advice on this matter. Note that obtaining an FCRA is a lengthy process.
- No FCRA is required if a contract is awarded. But, these organizations may need to have Goods and Services Tax (GST) registration. Again, it would be prudent to seek expert advice on this matter.
- Q35. An applicant would require an FCRA for every sub-partner or from the lead partner only?
Ans. FCRA will be required for local sub-awardees if a sub-grant is awarded to them by the prime contractor or Recipient of a USAID grant. Whenever foreign funding is involved and grants are involved, FCRA is a Government of India (GOI) requirement. Again, it would be prudent to seek expert advice on this matter.
- Q36. What is the FCRA?
Ans. Foreign Contribution Regulation Act. FCRA is a requirement for all local organizations receiving foreign money through grants. It is a GOI requirement. You may want to seek expert advice on this matter.
- Q37. At what stage of application is an FCRA registration needed?
Ans. Please refer to the answer under Q34 above.
- Q38. Can US based organizations apply?
Ans. Yes

- Q39. Can concept note be submitted as a consortium?
Ans. Please refer to the answers under Q5 and Q6 above.
- Q40. Is it open to only to executing agency or research/education institutes?
Ans. Please refer to the answer under Q14 above.
- Q41. Can one organization submit more than one concept note?
Ans. Concept Notes are submitted at Stage 2. Right now organizations are invited to submit EOIs, based on the criteria mentioned in the announced BAA. Each organization can submit more than one EOI, but containing different ideas.
- Q42. Is there a budget ceiling for each award?
Ans. When the awards are finally made at Stage 4, each award will have a ceiling or Total Estimated Cost. Also, refer to the answer under Q10 above.
- Q43. Will there be a recording shared for this webinar? We cannot hear any of the answers and the link to dial in from countries other than India does not give any phone numbers?
Ans. No a live recording is not shared however all questions and answers along with the webinar presentation is posted on www.fbo.gov and www.grants.gov.
- Q44. Would solutions in research stage be considered? That have not been clinically tested?
Ans. That would depend on the idea of the solutions.
- Q45. Will innovative screening approaches fall under 'discovery science', or 'laboratory intensive research'?
Ans. Innovative screenings are welcome as long as they meet the criteria outlined in the BAA.
- Q46. What is the meaning of "Response Title" in header?
Ans. Response title means the title of your idea.
- Q47. Does the EOI need to propose a definite solution/ intervention or can the EOI also be regarding a joint call for innovations within a specific area or a knowledge partnership?
Ans. All proposed ideas must meet the BAA's selection criteria of research and development.
- Q48. "Evidence based ideas" - Do you mean a successfully piloted model?
Ans. Evidence based means the idea has to be based on sound scientific research. It is not required that it is piloted.
- Q49. To clarify, I mean drug screening approaches. Is this acceptable?
Ans. Testing of newer drugs and its capacities are not part of this BAA. Ideas on implementation of newer anti-TB drugs are acceptable.
- Q50. Do we have to submit our response to both pillars or can we submit response to any one of the pillars?
Ans. Responses can also be submitted to any one of the pillars.

- Q51. Can you also possibly accept idea to improve efficiency in current program activities?
Ans. Yes, provided the idea adheres to the definition of research or development outlined in the BAA.
- Q52. Will you share/post the webinar presentation for webinar participants?
Ans. The power point presentation and these questions/answers are now posted at www.fbo.gov and www.grants.gov.
- Q53. Do we need to get a letter of support from State TB division or CTD?
Ans. No, not at the EOIs stage. USAID works very closely with the GOI and they will be involved in the co creation stage.
- Q54. Are there any restrictions in submitting ideas involving facility based Private providers?
Ans. No.
- Q55. Can you also possibly accept idea to improve efficiency in current program activities?
Ans. Yes, provided the idea adheres to the definition of research or development outlined in the BAA.
- Q56. What is the approximate time for announcing for stage 2?
Ans. That will be decided only when Stage 1 is completed. Once the EOIs are evaluated, those applicants who make it to Stage 2 will be provided with relevant information on the venue and dates of the co-creation workshop.
- Q57. Has there been any other BAA in recent past by USAID? We can go through them and learn more about the ideas in relevant field?
Ans. There has been other USAID BAAs but not for Health in India. For Health related BAAs, you can search for these at www.fbo.gov and www.grants.gov.
- Q58. Is there any format prescribed?
Ans. Please follow the instructions provided under Section VII of the BAA.
- Q59. You will post answers to questions submitted today and on the 24th together or separate?
Ans. Answers to all questions will be posted on April 29. April 24 was the deadline for submitting questions.
- Q60. Given it's a new mechanism, could you provide us with an illustration of what would comprise a valid EOI in terms of content?
Ans. Details are provided in the announced BAA and Presentation, posted on www.fbo.gov and www.grants.gov.
- Q61. Will USAID issue an amendment to the BAA with the new dates for submitting and posting questions?
Ans. USAID has amended the dates on www.fbo.gov and www.grants.gov.

- Q62. What is the page limit for concept paper?
 Ans. Page limit for EOI is 2 pages and for Concept Paper it is 5-10 pages.
- Q63. Do we have to register somewhere? Can you please tell where and how to register?
 Ans. You are welcome to register on www.fbo.gov and www.grants.gov, but it is not mandatory. However, it is advisable to register to get notifications about BAA and other postings, you might be interested in. After you register, log in and access this BAA, you will need to click on the appropriate box to receive notifications pertaining to this BAA.
- Q64. What is the role that USAID is going to play in Co-creation? Are we going to define the teams or let consortium happen organically?
 Ans. USAID will provide the forum and some additional instructions on how it will take place. USAID will not define the teams and decide who will work together and how.
- Q65. Where it is mentioned to indicate co-investment. Purpose of co-investment and ideas to be submitted at the initial stage?
 Ans. It is an option not a mandate, but we would welcome co-investment because it will increase the pool.
- Q66. Innovative finance Pillar – would a proposal for feasibility or a structuring of innovative finance mechanism to solve a gap/problem. Would it be a proposal or to capture that idea at the EOI submission stage?
 Ans. Please focus on an idea for the EOI as of now. If selected for Stage 2, detailed concept notes and proposals will be discussed at a later stage.
- Q67. Are we expected to submit an EOI as a full consortium? Or do we submit an EOI as a single organization and USAID will form the consortium later on in the co-creation process?
 Ans. The choice is yours. You can submit an EOI as an individual organization or as a consortium. Please refer to answers above under Q 6, 9, and 15.
- Q68. Does the EOI need to propose a tangible product or a service delivery project only, or can the proposed idea be regarding a funding/ technical partnership or a consortium to seek and promote such innovations in India?
 Ans. All ideas that meet the BAA's requirements will be considered.
- Q69. What is the role envisaged for USAID vis-a-vis the applicant in the co-creation process?
 Ans. As stated under Stage 2 of the BAA, working together, USAID and the potential partner(s) will collaborate on Concept Paper(s), taking a holistic approach to addressing the Problems/Challenges based on learnings from the Co-Creation, and identifying creative approaches to resourcing projects.
- Q70. Page 12 , bullet #4 of the BAA mentions that “ EOI must indicate what co-investment resources are available to bear on the solution, including those from the submitting organization and those from other third party business, donors, foundations, or other

- organizations”. Can USAID kindly indicate what is meant by co-investment? Does co-investment indicate that the prime applicant needs to co-invest or they have to bring in shared resources from other partners?
- Ans. Co-investment could mean the prime implementing partner bringing in their own resources or leveraging resources from resource partners or others. This will be in addition to USAID funding. Note that co-investment is an option not a mandate, but we would welcome co-investment because it will increase the pool.
- Q71. On Page number 16 of the USAID Expression of Interest announcement, there are clear guidelines on “Expression of Interest Information Formatting”. Please confirm if there is any particular format (in terms of content representation) in which the two pager Expression of Interest needs to be submitted.
- Ans. Please follow the instructions provided under Section VII of the BAA.
- Q72. Please confirm what will be the average duration and project ceiling for this opportunity.
- Ans. Please refer to the answers provided under Q10 and Q19 above.
- Q73. Please clarify if the applying organizations need to propose a consortium at the Expression of Interest stage itself or can propose a consortium during co-creation and co-development of the concept paper.
- Ans. The choice is yours. You can submit an EOI as an individual organization or a consortium. Please refer to answers above under Q 6, 9, 15, and 67 above.
- Q74. Please clarify if a specific geography would need to be proposed while submitting the Expression of Interest.
- Ans. Please refer to the answer provided under Q32 above.
- Q75. On page 11 under Criteria for Expressions of Interest, it is mentioned that Expressions of Interest must indicate what co-investment resources are available to bear on the solution, including those from the submitting organization and those from other third party businesses, donors, foundations, or other organizations. Please confirm if a budget needs to be proposed at this stage.
- Ans. Budget is not required in the Expressions of Interest (EOI). Also, since there is a 2-page limitation, it would be prudent not to use up valuable space for budget.
- Q76. On page 11 under Criteria for Expressions of Interest, it is mentioned that co-investment resources can include high-value coordination amongst other resources both tangible and intangible. Can you please elaborate on what will be considered as “high-value coordination” along with some examples for our better understanding?
- Ans. High-value coordination is when key influencers promote your agenda through a larger platform. For e.g., engagement of parliamentarians to promote a TB-free state.
- Q77. Given the emphasis of co-creation under BAA, please clarify on how USAID will be looking at this co-creation process while shortlisting for innovative ideas, especially if it

sees merit in more than one idea proposed by various consortiums for the two proposed pillars and three cross-cutting areas?

Ans. Organizations and consortiums, whose ideas are selected will be invited for the co-creation process.

Q78. On page 11 under Criteria for Expressions of Interest, it is mentioned that Expressions of Interest must demonstrate the potential to have a significant impact (e.g. breakthroughs, not incremental improvements), that ultimately could achieve that even greater impact at scale. Please clarify what would be considered as a significant impact in this context.

Ans. Measurable results within the first year and potential to change TB outcomes at scale.

Q79. Please clarify if USAID would prefer the applying organizations to have a holistic approach while submitting the Expression of Interest or the applying organizations can choose to submit ideas based on the pillar they would be interested in.

Ans. Responses can also be submitted on any one of the pillars.

Q80. We understand that evidence-based ideas would need to be proposed, including creativity of the given approach and clear differentiation from existing approaches. Can you please clarify if USAID would consider the evidence based ideas to be driven by applying organizations past experience of implementing similar projects or would also consider ideas based on solutions tested in the field by others having a significant potential of innovation and scalability.

Ans. All ideas that meet the BAA criteria are welcome.

Q81. Please confirm if the project's focus needs to be in rural and remote areas with limited connectivity and electricity only or can include urban settings as well.

Ans. Ideas for any setting that meet the BAA criteria are welcome.

Q 82. Under Section I. OVERVIEW, A. Introduction:

The BAA states that USAID seeks participants to co-create, co-design, co-invest, and collaborate on research and development interventions to rapidly demonstrate and rigorously test person-centered, high-impact and novel solutions that can accelerate the Government of India's (GOI) efforts to eliminate Tuberculosis (TB) by 2025.

Request clarity on whether this BAA is for organizations interested and have the capacity to run an accelerator to identify and facilitate those solutions. Or, for organizations with solutions/ approaches to end TB and intend to be a part of the accelerator being run by USAID.

Ans. All ideas that meet the BAA criteria are welcome.