

ATTACHMENT D. USAID RESPONSE TO QUESTIONS

A. SECTION A: PROGRAM DESCRIPTION

1. **Page 9:** “Southern and/or Northwestern Provinces”. Could USAID please clarify what is meant by “and/or”?

USAID Response: USAID anticipates supporting activities in up to four provinces, with the possibility of a fifth province if funding allows. The NOFO has been revised to read “Lusaka, Copperbelt, Central and Southern Provinces, with the possibility to add Northwestern Province if funding allows.” Therefore, Page 9 and 11 of the NOFO has been revised accordingly.

2. **Page 10:** “The implementing approach will be informed by market analysis using existing assessments where possible”. Could USAID kindly share copies of the assessments mentioned?

USAID Response: The copies of the assessments and other reference documents can be accessed through a Request For Information (RFI) that USAID/Zambia posted on www.grants.gov and is available via the link below:

<https://www.grants.gov/web/grants/view-opportunity.html?opId=316993>

A list of reference documents that was attached to the RFI has been added to this NOFO as Attachment C.

3. **Page 13:** The NOFO mentions USAID supported products. 1.) Can you confirm which commodities USAID anticipates to purchase directly vs those expected to be budgeted & procured directly by the project? 2.) It is our understanding that the Maximum Diva Women’s condom was given a waiver for purchase only under the USAID EECO award for research purposes. Can you confirm if the Maximum Diva Women’s condom will also be approved for purchase by the ZAM-health award?

USAID Response: 1) USAID does not purchase commodities directly. Under Objective 3, USAID expects the awardee to review research and assessments and work with partners to identify, refine, or develop new products to meet the needs of target groups. 2) The award will have to process the registration/waiver for bringing the Maximum Diva Condom into the country.

4. **Pages 10-12:** A weight has been allocated to each objective. Can USAID confirm that this weight is both technical and budgetary? Also, could USAID provide similar weights for each sub-objective?

USAID Response: The weight allocated to each objective is primarily technical, and the budget should reflect the appropriate level of investment necessary to implement the

objectives. Please note there is not a direct correlation between the technical weight and budget allocation. USAID will not provide weights for sub-objectives.

5. **Page 12:** The NOFO mentions “health financing schemes” under Objective 2 only. Could USAID confirm that health financing falls under both Objective 2 and Objective 3?

USAID Response: Support for health financing schemes falls under Objective 2. Objective 3 includes a focus on analyzing markets for priority products and on supporting the commercial sector to market selected health products.

6. **Page 15:** The NOFO refers to a “market surveillance system.” Is it USAID’s expectation that data be collected for the entire private sector for both products and services or only for products? If services are included, can USAID confirm that only geographic areas where the ZAM-Health project will work will be targeted for market surveillance work?

USAID Response: As indicated on page 15, USAID expects the applicant to propose an integrated monitoring and evaluation (M&E) and market surveillance system to track the indicators proposed as well as total market performance and the full contribution of the private sector to health outcomes in Zambia. If the proposed indicators also include services, then the applicant should also consider incorporating services in the M&E and market surveillance system. USAID would recommend that the market surveillance should include, but not necessarily be limited to, targeted geographic areas.

7. **Page 16:** The NOFO refers to integrating STIP. Are there resources available USAID could share that further explain STIP and how it is being used in Zambia or the region? The resources online only refer to STIP in West Africa.

USAID Response: Additional information on STIP can be accessed via <https://www.usaid.gov/GlobalDevLab/about>. USAID anticipates that each applicant will describe how STIP would be best incorporated into and advance implementation of this activity to make investments more cost-effective, accelerate the timeline for obtaining results, and/or bring innovations to scale.

B. SECTION D: APPLICATION AND SUBMISSION INFORMATION

1. **Page 27:** Could USAID indicate when approximately the Selection Committee will meet following the submission of the concept papers?

USAID Response: The Selection Committee’s consensus meeting will be held within 15 working days following the due date of concept papers.

2. **Page 28:** An “implementation schedule of program activities over the life of the project, including key milestones” is mentioned. Does this refer to the Gantt chart further required on page 29? If so, should the Gantt chart include key milestones as presented page 14 of the NOFO?

USAID Response: Yes. The Applicant may include the milestones within the Gantt chart.

3. Would it be okay to include a table of contents and acronym list that does not count against the 6 page limit?

USAID Response: Yes. The Table of Contents and Acronym list does not count towards the six page limit.

C. ATTACHMENT A. CONCEPT PAPER TEMPLATE

1. In Attachment A, for the page limit for the Intervention Approach section, it states 'approximately one and a half [2 ½] pages'. Can you please confirm that this should read 2 ½ pages?

USAID Response: Yes. It should read two and a half [2 ½] pages. The NOFO has been updated accordingly.

2. The draft monitoring, evaluation, and learning (MEL) plan (1/2 page) mentioned in the NOFO page 29 is not referenced here. Would it be acceptable to include this MEL plan as an Annex to the Concept Paper?

USAID Response: As indicated on page 29 of the NOFO, the short 1/2 page summary description of the MEL plan should fall within the two and half pages for the Intervention Approach.

3. The Gantt Chart mentioned in the NOFO on page 29 is not indicated in the concept paper template. Could it be included as an Annex to the concept paper and is there a page limit to this Gantt Chart?

USAID Response: The Gantt Chart should be attached as an Annex to the concept paper and limited to no more than two pages. Page 29 of the NOFO has been updated accordingly.

4. Regarding "E. Intervention Results", it is our understanding that USAID expects a framework (in a table format) here that would highlight, in line with guidance from the NOFO page 28, goals, objectives, expected outcomes, expected results, and intermediate results, but no set indicators at this stage. Can USAID confirm this understanding is correct? Could a theory of change be presented here?

USAID Response: As indicated, USAID is expecting the Applicant to present these in an innovative manner - as long as they restrict it to the page limit required.

5. The template indicates for self-certification "List all documents that will be provided in the Annex to support the certification" however the NOFO indicates on page 24 "Supporting documents for verification will be required at a later stage if the application is successful".

Can USAID confirm that no documents nor list need to be submitted at the concept paper stage?

USAID Response: The Applicants are required to provide a list of documents to support the certification. The actual supporting documents will be required under the full application. Attachment B has been updated accordingly to explicitly request this information.

6. Can an Annex detailing Past Experience History be added to the Concept Paper?

USAID Response: Under Criterion 2, the applicant is requested to provide information on institutional capacity and past performance. This information will be included in the main body of the application and not in an annex. Any additional will not be evaluated.

7. Would it be possible to include a conceptual framework in an annex?

USAID Response: No. Any additional reference material that USAID has not explicitly allowed to be provided as an annex should be within the six page limit.