



**August 29, 2019**

**SUBJECT:** USAID Response to RFI questions and suggestions

**REFERENCE:** REQUEST FOR INFORMATION (RFI) #: 72061119CA000ZH, Draft Program Description for the Zambia Accessible Markets for Health (ZAM-Health) Activity

Dear Interested Applicants:

USAID released a request for information through [www.grants.gov](http://www.grants.gov) on June 13, 2019. Below are responses to questions/suggestions raised.

- 1. Will the budget for this Activity include commodities for social marketing? If so, could USAID confirm in the final solicitation the list of products covered?**

**USAID Response:** The budget will include commodities for social marketing, with the exception of condoms. The list of products and services will remain illustrative pending market assessments. The final Notice of Funding Opportunity (NOFO) will provide full details.

- 2. Will USAID please share a copy of the current market assessments mentioned in the RFI and mid-term assessments of existing USAID-funded health projects in Zambia?**

**USAID Response:** Background documents are attached (i.e. Attachments 1-23).

- 3. Will USAID kindly confirm that this Activity will be released as a Cooperative Agreement since the USAID forecast currently indicates ZAM-Health will be a Contract?**

**USAID Response:** ZAM-Health will be a cooperative agreement.

- 4. Will USAID confirm the definition of “local organization” for this Activity?**

**USAID Response:** Under PEPFAR, a local partner may be an individual, a sole proprietorship, or an entity. However, to be considered a local partner, the applicant will be required to submit supporting documentation demonstrating their organization meets at least one of the three criteria listed below.

(1) An individual must be a citizen or lawfully admitted permanent resident of and have his/her principal place of business in the country served by the PEPFAR program with

which the individual is or may become involved, and a sole proprietorship must be owned by such an individual; or

(2) An entity (e.g., a corporation or partnership):

a) Must be incorporated or legally organized under the laws of, and have its principal place of business in, the country served by the PEPFAR program with which the entity is or may become involved;

b) Must be at least 75% beneficially owned by individuals who are citizens or lawfully admitted permanent residents of that same country, per sub-paragraph (2)(a);

c) At least 75% of the entity's staff (senior, mid-level, support) must be citizens or lawfully admitted permanent residents of that same country, per subparagraph (2)(a), and at least 75% of the entity's senior staff (i.e., managerial and professional personnel) must be citizens or lawfully admitted permanent residents of such country; and

d) Where an entity has a Board of Directors, at least 51% of the members of the Board must also be citizens or lawfully admitted permanent residents of such country.

(3) Partner government ministries (e.g., Ministry of Health), sub-units of government ministries, and parastatal organizations in the country served by the PEPFAR program are considered local partners. A parastatal organization is defined as a fully or partially government-owned or government-funded organization. Such enterprises may function through a board of directors, similar to private corporations. However, ultimate control over the organization rests with the government.

Prime applicants are welcome to include regional and international organizations as sub-partners in their applications. Further, this definition is subject to change and the final definition will be published in the solicitation.

**5. Will USAID confirm whether activities to support engagement of the private sector should include formal (registered) private sector actors only or can it also include the informal private sector?**

**USAID Response:** Informal private sector actors may be included as appropriate and within the confines of Zambian law.

USAID/Zambia encourages interested parties to check for updates on this activity via [www.grants.gov](http://www.grants.gov). All inquiries concerning this notice must be directed via email to OAA

Solicitations Lusaka AID [aaa-solicit-lusaka@usaid.gov](mailto:aaa-solicit-lusaka@usaid.gov) to the attention of Alfred Kapambwe and Mohib Ahmed. Phone inquiries will not be accepted.

Thank you for your interest in the subject request for information.

Sincerely,

Mohib Ahmed,  
Supervisory Agreement Officer  
Director, Office of Acquisition and Assistance