

REQUEST FOR INFORMATION

Date: February 12, 2020

Subject: Request for Information (RFI) No. 72052720RFI00002

Title: Sources Sought Notice-New Alternative Development Partnership Opportunity

This is a Sources Sought Notice. This is not a request for proposals, proposal abstracts, concept notes, or quotations. It is a survey to identify potential sources that meet the criteria below. As such, the United States Agency for International Development (USAID) is performing this market research to determine if an adequate number of eligible organizations (as defined below) are interested in, and capable of implementing and managing a program to support sustained coca-reductions in priority posts-eradication regions in Peru, as further detailed below.

As part of the Agency's New Partnership Initiative (NPI}, USAID/Peru is seeking to identify potential New, Underutilized, Local Entity and Locally Established partners to enable the Agency to increase the local leadership, private sector engagement, innovation and co-financing of our investments in Peru in order to improve their impact and sustainability.

Definitions:

- **New Partner:** An individual or organization that has not received any funding from USAID as a prime partner over the last five years.
- **Underutilized Partner:** An organization that has received less than \$25 million in direct or indirect awards from USAID over the past five years.
- **Local Entity:** An individual or organization that: 1. Is legally organized under the laws of a country that is receiving assistance from USAID; 2. Has its principal place of business or operations in a country that is receiving assistance from USAID; 3. Is majority-owned by individuals who are citizens or lawful permanent residents of a country that is receiving assistance from USAID; and, 4. Is managed by a governing body, the majority of whom are citizens or lawful permanent residents of the country that is receiving assistance from USAID.
- **Locally Established Partner:** A U.S. or international organization that works through locally led operations and programming models. LEPs: 1) Have maintained continuous operations in-country for at least five years and materially demonstrate a long-term presence in a country through adherence or alignment to the following: (a) Local staff should comprise at least 50% of office personnel,

(b) Maintenance of a dedicated local office, (c) Registration with the appropriate local authorities, (d) A local bank account, and (e) A portfolio of locally implemented programs. 2) Have demonstrated links to the local community, including: (a) If the organization has a governing body or board of directors, then it must include a majority of local citizens (i.e. in the host country, this is not required); (b) A letter of support from a local organization to attest to its work; and (c) Other criteria that an organization proposes to demonstrate its local roots.

- **Leverage:** Significant resources mobilized from non-U.S. Government sources. USAID seeks the mobilization of resources of other actors on a 1:2 or greater basis (i.e., 50 percent of the proposed value of the award). Leveraged resources may include grants/awards from non-U.S. Government organizations or other donor governments.
- **Co-creation:** Co-creation is a design approach that brings people together to collectively produce a mutually valued outcome, using a participatory process that assumes some degree of shared power and decision-making. It is a time-limited process that focuses on generating a specific outcome:

<https://www.usaid.gov/sites/default/files/documents/1868/Co-Creation-Discussion-Note-Final-Extcrnal-May-31-2017.pdf>

Potential partners interested in responding to this notice may include organizations/companies interested in directly participating in these types of partnerships, as well as organizations/companies that have a capacity to support the development, management and financing of multiple partnerships through the facilitation of co-creation, management and capacity building of sub-partners through subcontracting/sub-granting, and coordination of third-party partner leveraged contributions, be they in-kind or financial in nature.

Development Challenge:

In this initial NPI-related Sources-Sought notice, based on the above criteria, USAID/Peru is seeking **Expressions of interest and Capability Statements** from eligible non-governmental organizations, including private companies, who are interested in working with USAID in the achievement of its programmatic goals in Alternative Development, and that have the demonstrated institutional capacity and capability to partner with USAID on the implementation of a potential activity that will be impactful and sustainable.

Under this RFI, we are specifically interested in identifying firms' interest and capabilities to conduct work on areas that will advance the Alternative Development objective of the Government of Peru (GOP) *to sustain coca reductions in priority post-eradication regions* (Examples of current post-eradication priorities include Tocache, Monzon Valley, Aguaytia, Pichis Palcazu, the Northern (Satipo) and Southern VRAEM and San Gaban, Puno)). In support of this objective, USAID is looking for statements of interest and capabilities from organizations or firms with experience and a demonstrated capacity in:

- a) *reducing gaps in key public good and services in targeted areas, and*
- b) *strengthening licit economies in targeted areas.*

USAID is also interested in partners who can bring creative and innovative new ideas and solutions to the challenge of sustaining coca reductions post-eradication, even if they fall outside of a) and b) above.

Supplementary Information:

Information available at the following websites may be useful in determining whether and how to respond to this RFI:

1. <https://www.usaid.gov>
2. <https://www.usaid.gov/es.peru>
3. <https://dec.usaid.gov/dec/search/FusionSearchResults.aspx?q=Peru+Alternative+Development>
4. <https://www.devida.gob.pe/inicio>

Submission Guidelines/Instructions:

Interested organizations are requested to submit an “**Expression of Interest**” including the following information:

1. What **category of partner** (select one) do you consider your organization and explain why based on the criteria above?
 - a. New Partner
 - b. Underutilized Partner
 - c. Local Entity
 - d. Locally Established Entity
2. Worldwide, over the last 5-years, how much **USAID funding** has your organization received?
3. What types and/or sources of Non-USAID resources could your organization bring as leverage (see definition above) to a partnership with USAID.
4. Is your organization willing to participate in a partnership **co-creation process** with USAID, as well as potentially other interested parties?
 - a. Yes
 - b. No
5. What is the size of your organization in terms of its:
 - a. number of employees
 - b. total annual revenue or funding
 - c. geographic scope (i.e. local, national, international)

6. Briefly describe your **organizations' expertise and capabilities working on activities relevant to the AD goal and objective** outlined above, including but not limited to technical expertise working with national and local governments to *reduce gaps in key public good and services*; technical expertise building capacity or systems that ***strengthen licit economies***.
7. Please summarize your **organizations relevant past experience** working on projects that demonstrate its capacity and experience, including project size, complexity and addressing how the work performed built sustainable solutions and the impact/result achieved, including any track record of successfully working in direct partnership with governments, local stakeholders, private sector, and/or relevant experience coordinating with other national or international partners to avoid duplication of work and ensure complementarity of results.

Statements sent in response to this sources sought notice should not exceed three (3) single-sided pages, and not include any attachments or annexes other than an optional capability statement, using an 11-point font size minimum.

Submissions will be accepted in English or Spanish.

No proprietary, confidential, or sensitive information should be included in your response. USAID reserves the right to use any non-proprietary information in any resulting solicitation(s).

Send the statements electronically in Microsoft word or Adobe Portable document format (pdf) using the subject line **“Request for Information No. 72052720RFI00002”** by March 12, 2020, 17:00 Local Peru Time to:

Andrea P. Capellán
Regional Contracting Officer
USAID/Peru
limasolicitations@usaid.gov

DISCLAIMER

This is a Request for Information (RFI) only. It is not a Request for Proposal, A Request for Quotation, an Invitation for Bids, a Solicitation, or Notification of Funding Opportunity (NOFO). This RFI is an opportunity for USAID/Peru to obtain information from interested parties regarding the anticipated activities. In accordance with FAR 15.201 (e), responses to this notice are not offers and cannot be accepted by the U.S. Government to form a binding contract.

Responses to this RFI are strictly voluntary and USAID will not pay respondents for information provided in response to this RFI. Responses to this RFI will not be returned and respondents will not be notified of the result of the review. If a Solicitation or Notice of Funding Opportunity is issued, it will be announced on the Federal Business Opportunities website <https://beta.sam.gov/> or <https://www.grants.gov>, as applicable, at a later date, and all interested parties must respond to that Solicitation or Notice of Funding Opportunity announcement separately from any response

to this announcement. This RFI does not restrict the Government's approach on a future Solicitation.

FAR 52.215-3 Request for Information or Solicitation for Planning Purposes (Oct 1997)

(a) The Government does not intend to award a contract on the basis of this solicitation or to otherwise pay for the information solicited except as an allowable cost under other contracts as provided in subsection [31.205-18](#), Bid and proposal costs, of the Federal Acquisition Regulation.

(b) Although “proposal” and “offeror” are used in this Request for Information, your response will be treated as information only. It shall not be used as a proposal.

(c) This solicitation is issued for the purpose of obtaining information from interested parties regarding the design process of an anticipated upcoming activity to determine if an adequate number of eligible organizations (as defined above) are interested in, and capable of implementing and managing a program to support sustained coca reductions in priority posts-eradication in Peru.

(End of provision)

LANGUAGE DISCLAIMER

The RFI is released in English with a courtesy copy available in Spanish. In case of discrepancies between these versions, the English version will govern.

[End of Notice No. 72052720RFI00002]