REGIONAL OFFICE OF ACQUISITION & ASSISTANCE

Issue Date: March 31, 2016
APS Closing Date: March 30, 2017

Subject: Annual Program Statement Number: APS-386-16-000001

Program Title: **India Partnerships Program (IPP)**

Dear Applicants:

The United States Agency for International Development in India (USAID/India) is seeking applications from qualified non-profit, for-profit, and governmental organizations for the ***India Partnerships Program (IPP).***

Through this solicitation, USAID/India announces its desire to engage in new--or to expand existing-- public and private sector partnerships for India in priority areas defined by the Government of India (GOI) and the United States Government (USG). The *IPP* supports testing, adoption and scaling of creative or innovative solutions to meet development challenges in the areas of health, food security, clean energy, gender equality, female empowerment, maternal and child health, prevention and treatment of infectious diseases, affordable health care, water and sanitation access, early grade reading, promotion of clean and renewable energy, forestry, food security, triangular cooperation, gender and financial inclusion. USAID/India is interested in providing financial or non-financial support to partners to realize concepts and ideas that hold promise in the focus areas.

USAID/India is using a solicitation called an "Annual Program Statement (APS)" to request Concept Papers as the first step in a 3-step process that may result in USAID sponsorship of your concept. The APS is attached to this letter. Interested organizations should read the APS and follow the instructions for submitting a Concept Paper.

USAID/India is available to respond to questions from Applicants about the process. Questions should be submitted by email to: indiapartnerships@usaid.gov in USAID/India's Center for Innovation and Partnership (CIP). Information about USAID/India's program and strategic partnerships can be accessed here: https://www.usaid.gov/documents/1861/innovation-and-partnership-opportunities-usaidindia

We sincerely hope that your organization will consider submitting a Concept Paper to partner with USAID/India. Thank you for your interest in the *India Partnerships Program*!

Sincerely,

Charles S. "Chuck" Pope
Regional Agreement Officer
Director, Regional Office of Acquisition & Assistance

INDIA PARTNERSHIPS PROGRAM (IPP)

ANNUAL PROGRAM STATEMENT (APS)

APS-386-16-000001

Issuance Date: March 31, 2016
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Contents

SECTION I: PROGRAM DESCRIPTION

This program is authorized in accordance with the Foreign Assistance Act (FAA) of 1961, as amended. Issuance of this APS does not constitute an award commitment on the part of the U.S. Government (USG), nor does it commit the USG to pay for any costs incurred in preparation or submission of questions, comments, suggestions or an application. Applicants submit Concept Paper applications at their own risk and all preparation and submission costs are at the Applicant's expense.

A. Background

USAID/India is committed to strategic partnerships as a means to increase the impact of its development work and make it sustainable. Globally and in India, the availability of private resources for development far surpasses the level of official development assistance. Partnerships enable USAID/India to leverage private sector assets, innovation, markets and expertise, as well as public sector resources and platforms. USAID/India facilitates, catalyzes and supports such partnerships through its *India Partnership Program (IPP)* in areas where USAID and the partner share development objectives for India, such as access to quality health care, clean water and sanitation, education, clean energy, food security and nutrition, triangular cooperation, gender and financial inclusion.

USAID/India's Country Development Cooperation Strategy (CDCS) recognizes new opportunities to successfully meet major global development challenges. To be successful, the intervention must be cost-effective, effectual, sustainable, and measureable. The CDCS emphasizes building partnerships that allow USAID/India to collaborate with the public and private sectors in joint definition of development challenges, and united identification of the most promising, impactful solutions and mutual contribution of resources. The CDCS places particular focus on solutions targeting Bottom of Pyramid (BOP) populations defined as those living on less than $1.25 per day, in India and globally.

B. Purpose

The purpose of this Annual Program Statement (APS) is to announce the competitive process and solicit Concept Paper applications from the private and public sectors for engaging with USAID/India under the *IPP*. The goals of the *IPP* are to identify and partner with organizations and institutions who bring innovative ideas and resources of at least a 1:1 match to address jointly defined development challenges. Matching resources may include money, technologies, experience, expertise or other assets that Applicants can demonstrate as beneficial to tackling and resolving a development challenge.

i. What is an India Partnership?

An India Partnership is a public-private sector collaboration focused on overcoming critical development challenges through innovations and creative ideas that can be rigorously tested, shared, and potentially scaled in India and/or abroad. The goal of the collaboration is to tackle development challenges using an approach or innovation that can be replicated and sustained leading to measurable improvements in development outcomes. Innovations are defined not by their novelty, but by their potential to achieve significant development outcomes versus *existing alternatives*. Ideally, USAID/India seeks to catalyze Indian-funded and Indian-conceived innovations designed in response to development challenges and implemented by Indian organizations. However, through this APS, USAID/India is open to considering a wide range of partnership approaches, whether Indian financed and implemented or otherwise, in order to achieve its development objectives. It is understood that all partners will share risks and responsibilities.

Partnership awards under this APS may be structured in a variety of different ways as discussed in Section III of the APS.

ii. In what areas is USAID/India seeking to partner?

Partnerships developed under this APS should contribute to achieving one or more of USAID/India's core Development Objectives. USAID/India's programming focuses on eight key areas. The largest of these is health, where USAID/India focuses on improving maternal and child health; behavior change communication; diagnosis, treatment and prevention of HIV/AIDS and tuberculosis; health care finance, and access to clean water and sanitation in major cities. Improving early grade reading, increasing access to clean energy, improving food security, financial inclusion and advancing gender equality and female empowerment are also key areas. USAID/India's Development Objectives are designed jointly with the Government of India (GOI) and advance GOI priority development initiatives like Smart Cities Mission[1], Swachh Bharat[2], Campaign to end TB, and increased use of renewable energy technologies.

A detailed explanation of USAID/India's Development Objectives may be found at http://www.usaid.gov/india/cdcs. USAID/India's priority areas for potential partnerships are explained in Section I.C. and in more detail in Appendix B of the APS. Prospective partners should carefully review these development objectives and priorities in order to better determine how their interests and USAID's Development Objectives intersect. Though USAID/India may accept Concept Papers outside of these funding priority areas, the likelihood of funding decreases.

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[1] Ministry of Urban Development "Smart Cities Mission" (http://smartcities.gov.in/)
The objective of the Smart Cities Mission is "…to promote cities that provide core infrastructure and give a decent quality of life to its citizens, a clean and sustainable environment and application of "Smart" solutions. The focus is on sustainable and inclusive development and the idea is to look at compact areas, create a replicable model which will act like a light house to other aspiring cities."

[2] Prime Minister Narendra Modi's "Swachh Bharat Abhiyan (Swatch Barat)" (http://www.swachhbharatapp.com/). "This campaign aims to accomplish the vision of a 'Clean India' by 2 October 2019, the 150th birthday of Mahatma Gandhi. Specific objectives are:

- Elimination of open defecation
- Conversion of unsanitary toilets to pour flush toilets (a type of pit latrine, usually connected to two pits)
- Eradication of manual scavenging
- 100% collection and processing/disposal/reuse/recycling of municipal solid waste
- A behavioral change in people regarding healthy sanitation practices
- Generation of awareness among citizens about sanitation and its linkages with public health
- Supporting urban local bodies in designing, executing and operating waste disposal systems
- Facilitating private-sector participation in capital expenditure and operation and maintenance costs for sanitary facilities."

iii. What are the basic requirements of a partnership?

Partnerships are expected to bring significant new, non-USG resources, whether money, ideas, technologies, experience, or expertise, to address Indian development problems. In addition to aligning with USAID/India's Development Objectives, partnerships should meet the minimum overall values described in Section I.C. and Appendix B of the APS. For example, the minimum USAID funding for Concept Papers addressing Tuberculosis is $1 million *(Rupees 6 crore)*. This means that a potential partner, or an alliance of partners, should be able to contribute at least $1 million (*Rupees 6 crore)* in cash and/or in-kind (expertise, assets, technology, money, etc.) of non-USG resources to the proposed partnership.

Accordingly, an ideal partnership will:

- Align clearly with at least one of USAID/India's Development Objectives;
- Define a measurable development impact
- Meet the minimum award amount that matches funding levels provided in Section C, *Funding Priorities;*
- Include a minimum leverage of 1:1 contribution of private and/or public, non-USG resources;
- Have an initial period of performance of no more than 60 months; and
- Have potential to be replicated or scaled-up.

iv. Why partner with USAID/India?

There are many reasons for organizations to consider partnering with USAID/India.

Corporate Social Responsibility.

The GOI's 2013 Companies Act includes provisions that require qualified companies to spend 2% of average net profits from the previous three years on Corporate Social Responsibility (CSR) activities. The *IPP* offers organizations an opportunity to partner with USAID in defining and implementing projects with measurable development impact in keeping with CSR requirements.

Development Expertise.

In addition to funding, USAID/India brings over 65 years of development experience to the partnerships. It has contributed to successes in India from the agricultural Green Revolution of the 1960s to more recent support in eradicating polio from India. USAID/India can readily access highly regarded technical experts in all fields of development and has influence to convene high-level stakeholders needed to facilitate success.

Capacity Building Expertise.

USAID selects Implementing Partners through a competitive, merit-based process and critically examines the technical and managerial capacity of an organization prior to sponsorship. Throughout implementation, USAID/India works with its Implementing Partners to develop and apply strong monitoring and evaluation methodologies. These methodologies aim to ensure data and information gathered is high-quality allowing for meaningful measurement of progress toward development impact. USAID/India's experience and expertise supports risk mitigation, objective tracking of results and promotion of success, making USAID/India a valuable partner.

Shared Values.

Partnering with USAID/India to invest in development makes good business sense. USAID/India wholly embraces a shared value approach that recognizes tremendous opportunities for innovation and growth in tackling social and other development problems. As articulated in the Harvard Business Review by Michael Porter and Mark Kramer: *"Businesses must reconnect company success with social progress. Shared value is ... a new way to achieve economic success. It is not on the margin of what companies do but at the center."* This powerful idea helps explain why USAID/India wants to collaborate with companies to create development solutions based on their established business model.

C. Funding Priorities/Goals/Programmatic Focus Areas

USAID/India is requesting Concept Papers in areas of strategic interest to USAID/India. These are listed below and described in more detail in Appendix B. USAID/India reserves the right to fund partnerships outside of these areas as well, however chances of funding for areas outside of those listed below may be severely limited.

Concept Paper budgets should meet the minimum award amount parameters, unless exceptional circumstances are presented. A minimum award of amount of $3 million (*Rupees 19.5 crores*) means, for example, that an Implementing Partner's concept must require a minimum of $1.5 million (*Rupees 9.75 crores)* in USAID funding and bring a resource "leverage" of the same amount at a minimum. Each strategic area is explained in more detail, including partnership objectives, in Appendix B.

- **Ending Preventable Maternal and Child Deaths (EPMCD)**
  (Minimum award amount: $3 million (Rupees 19.5 crores)
- **Family Planning as an Intervention for EPMCD**
  (Minimum award amount: $3 million (Rupees 19.5 crores)
- **Tuberculosis (TB)**
  (Minimum award amount: $2 million (Rupees 13 crores))
- **Human Immunodeficiency Virus/Acquired Immunodeficiency Syndrome (HIV/AIDS)**
  (Minimum award amount: $2 million (Rupees 13 crores)
- **Urban India Water and Sanitation for Health Alliance (WASH Alliance)**
  (Minimum award amount: $2 million (Rupees 13 crores)
- **Early Grade Reading**
  (Minimum award amount: $2 million (Rupees 13 crores)
- **Clean Energy and Forestry**
  (Minimum award amount: $2 million (Rupees 13 crores)
- **Food Security and Nutrition**
  (Minimum award amount: $2 million (Rupees 13 crores)

- **Triangular Cooperation**
  (Minimum award amount: $1million (Rupees 6.5 crores)
- **Gender**
  (Minimum award amount: $1 million (Rupees 6.5 crores)
- **Financial Inclusion**
  (Minimum award amount: $1 million (Rupees 6.5 crores)

D. Scaling of Existing Partnerships

In addition to the technical areas above, USAID/India seeks to build on partnerships with existing partners to scale and expand interventions that are successful. USAID/India has funded numerous partnerships over the last several years under various partnership solicitations. Through this *IPP* APS, USAID/India is specifically inviting existing partners who have had success with their interventions, to submit a Concept Paper under the process described herein, identifying ways in which the intervention could be expanded or brought to scale.

E. What is the process?

USAID/India has outlined the process in this APS, specifically in Section IV. The diagram in Figure 1 below is a summary:

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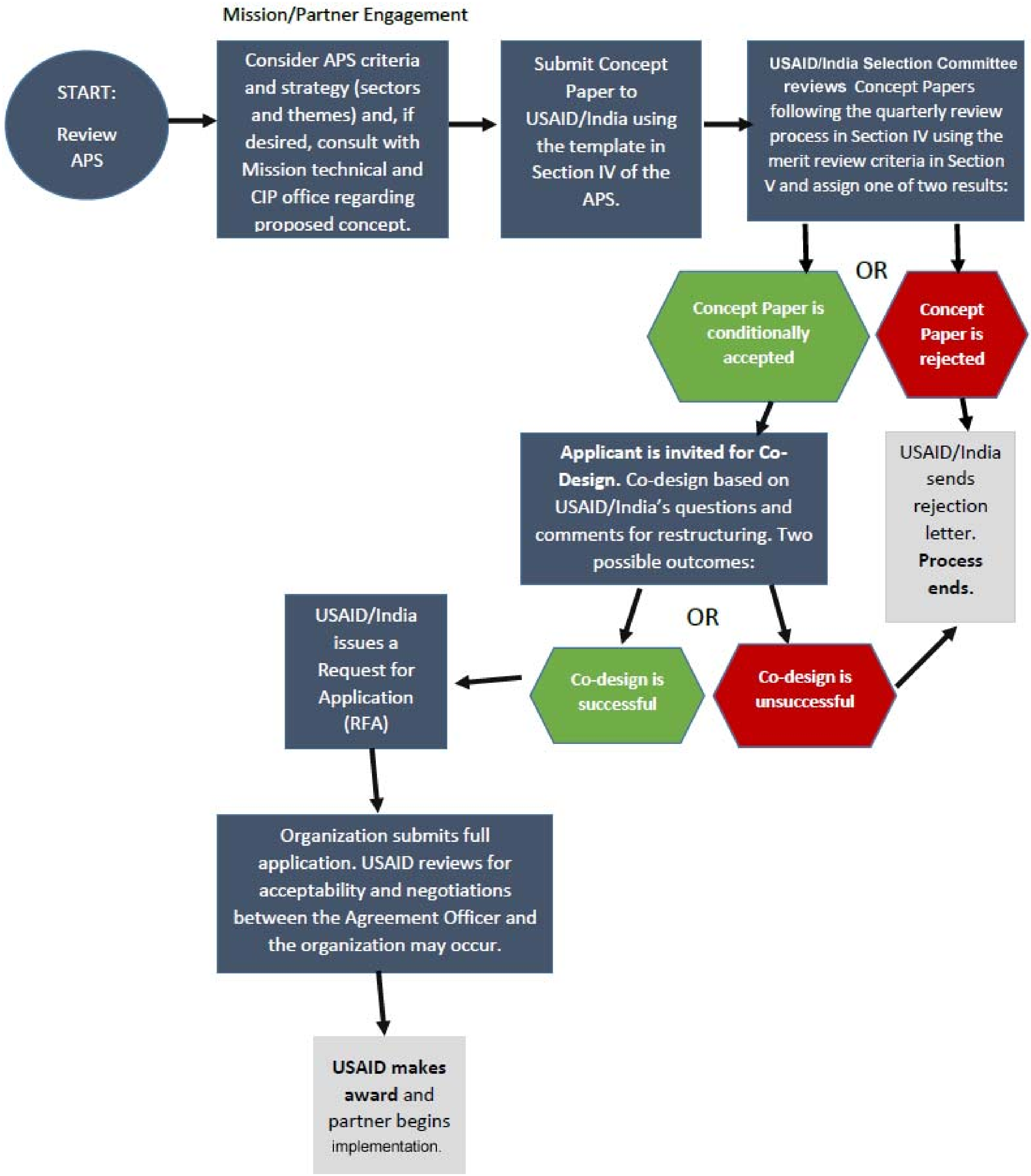
Mission/Partner Engagement
START:
Review APS
Consider APS criteria and strategy (sectors and themes) and, if desired, consult with Mission technical and CIP office regarding proposed concept.
Submit Concept Paper to USAID/India using the template in Section IV of the APS.
USAID/India Selection Committee reviews Concept Papers following the quarterly review process in Section IV using the merit review criteria in Section V and assign one of two results:
OR
Concept Paper is conditionally accepted
Concept Paper is rejected
Applicant is invited for Co-Design. Co-design based on USAID/India's questions and comments for restructuring. Two possible outcomes:
USAID/India sends rejection letter. Process ends.
OR
USAID/India issues a Request for Application (RFA)
Co-design is successful
Co-design is unsuccessful
Organization submits full application. USAID reviews for acceptability and negotiations between the Agreement Officer and the organization may occur.
USAID makes award and partner begins implementation.

SECTION II: FEDERAL AWARD INFORMATION

A. Estimate of Funds Available and Number of Awards Contemplated

Subject to funding availability, USAID/India intends to make multiple awards up to a total of $40,000,000 ($20,000,000 USAID funding and $20,000,000 leverage by partner).

Proposed applications should meet minimum application amounts by program area in Section I. For example, most program areas require the application to be for a minimum award amount of $2 million (*Rupees 13 crore*) in total. This means Applicants are offering resources of at least $1 million (*Rupees 6.5crore*) as leveraging.

USAID/India reserves the right to fund any one, or none of the applications submitted or to fund applications that fall below the stated dollar threshold.

B. Start Date and Period of Performance for Federal Awards

Applications must offer a period of performance. The initial period of performance must be 60 months or less. USAID/India anticipates making first awards 6 months after the effective date of this APS.

[END OF SECTION II]

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SECTION III: ELIGIBILITY INFORMATION

A. Eligible Applicants

USAID/India is targeting both potential **Resource Partners** and **Implementing Partners** for the *IPP.*

- **Resource Partners** are US and non-US (with a focus on Indian) private sector businesses, foundations, financial institutions, entrepreneurs, investors, philanthropists and others who can identify and suggest ways to use their financial or other resources to collaborate with USAID/India. Resource Partners can also be public sector (e.g., GOI, public companies, other bilateral or multilateral donors).

- **Implementing Partners** are US and non-US (with a focus on Indian) non-governmental, private sector entities (for-profit, non-profit) that can engage and work with Resource Partners. Implementing Partners may provide the 1:1 leveraging themselves, or they must secure private sector funding for the projects they are proposing to implement.

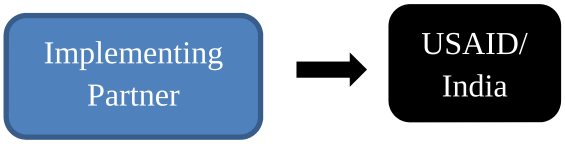
To be eligible, all Implementing Partners must be legally registered entities under applicable law and eligible under the relevant laws to receive funding from a foreign source. Individuals are not eligible to be Implementing Partners, although they may be Resource Partners.

USAID/India encourages applications from organizations that have not previously received financial assistance from USAID.

Applicants must comply with applicable local laws, including taxation. For Indian organizations that receive USAID/India funding, it may be necessary to obtain GOI approval in accordance with the Foreign Contributions Regulation Act (FCRA) prior to receiving funds. USAID/India advises prospective Applicants to consult local counsel on these issues in the Concept Paper phase.

While this APS is open to worldwide competition, USAID/India is particularly interested in working with the Indian private sector. This includes non-traditional development partners such as private businesses, business and trade associations, foundations, and financial institutions, in addition to traditional non-profit NGOs and for-profit development firms. Indian Government entities are also eligible.

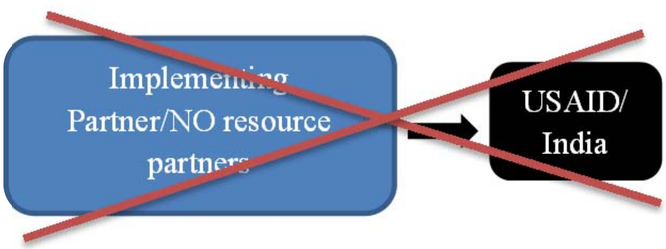
Applications must follow all instructions in this APS and should address the Merit Review criteria in Section VII. Since USAID/India is soliciting for both Resource and Implementing Partners, the ways in which the "partnership" is structured may vary. The following graphic depicts several types of Applicant submissions USAID/India is accepting under this APS.



USAID/India will accept applications submitted by Implementing Partners provided the application meets the minimum partnership criteria in this APS (this model assumes the Resource Partner/leveraging is embedded in the Implementing Partner's application

USAID/India will accept applications submitted jointly by Resource Partners and Implementing Partners provided the application meets minimum partnership criteria in this APS

USAID/India will accept applications from Resource Partners. In these instances, USAID may separately solicit for an Implementing Partner.



USAID/India will **NOT** accept applications submitted by Implementing Partners who **DO NOT** propose matching resources or jointly submit with a Resource Partner

It is also possible that in some cases, USAID/India and a Resource Partner may agree to separately fund activities coordinated to achieve a particular goal; in such cases the arrangement would be memorialized via a Memorandum of Understanding (MOU). In other cases, some Resource Partners may wish to provide funding directly to USAID/India in order to implement a particular activity.

B. Leveraging

USAID/India based its *IPP* on USAID's Global Development Alliance (GDA) model. GDAs are USAID's premiere model for public-private partnerships, helping to improve social and economic conditions in development countries and deepening USAID's development impact.

> **leveraging**
> USAID defines leveraging as "significant resource mobilization. In the case of public-private alliances, USAID seeks the mobilization of resources of other actors on a 1:1 or greater basis. Resources may include funds, in-kind contributions, and intellectual property."

USAID develops GDAs where the relationship between business interests and development objectives provides a promising opportunity for:

- the private sector to leverage USAID's objectives, assets and expertise to address key business challenges and opportunities; and
- USAID to leverage private sector interests, assets, expertise and markets in a manner that fosters or accelerates sustainable and transformational development impact.

In the case of *IPP,* USAID/India includes GOI entities as eligible partners.

USAID/India has established a ***minimum*** of 1:1 leveraging requirement for applications submitted under this APS. This means for each dollar of USAID funding requested, the partner should provide an equal amount of assets, money, expertise, markets, etc.

[END OF SECTION III]

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SECTION IV: APPLICATION AND SUBMISSION INFORMATION

A. Agency Point of Contact

USAID/India/Center for Innovation and Partnership (CIP)
USAID/India, American Embassy
Email: indiapartnerships@usaid.gov

Applicants should submit all questions regarding this APS via e-mail to the USAID/India point of contact at the e-mail address above. USAID/India will share information furnished to one prospective Applicant to all other prospective Applicants, through an amendment to this APS, if that information is necessary in submitting applications or if the lack of it would be prejudicial to any other prospective Applicant.

Concept Paper submissions must be submitted to the e-mail address point of contact specified above.

B. Application Process

USAID/India will follow a three phase process:

Phase 1: Concept Paper submission.

A Concept Paper is a short (5-7 page) document where the Applicant provides an overview of their idea. USAID/India has provided a template in Paragraph C below.

Applicants may submit a Concept Paper at any time. USAID/India will acknowledge Concept Papers upon receipt; however, USAID/India will meet to review Concept Papers against merit review criteria, and make Concept Paper selection decisions quarterly as follows:

All Concept Papers received:	Will be reviewed by a USAID/India Selection Committee convening on/or about:
After APS issuance and before May 23, 2016	May 30, 2016
After May 23rd and before August 24, 2016	August 31, 2016
After Aug 24th and before November 11, 2016	November 18, 2016
After Nov 11, 2016 and before Feb 21, 2017	February 28, 2017

USAID/India plans to provide individual results of the Concept Paper merit review process to each Concept Paper Applicant within approximately 20 work days of the Selection Committee meeting date. USAID/India will notify potential Applicants of significant changes in the review process timeline through a written amendment to the APS. USAID/India, at its sole discretion, reserves the right to review Concept Papers out of cycle.

USAID/India anticipates two possible results from the Concept Paper merit review process:

- **Conditional Acceptance - Invited for Co-Design:** Concept Paper generally meets IPP objectives and receives strong ratings against the APS merit review criteria. Additional clarity is needed. USAID/India invites Applicant to engage in Co-Design to address the weaknesses identified by USAID/India in its Invitation for Co-Design letter to the Applicant. If Co-Design process is successfully concluded, USAID/India will follow with a request for submission of a full application.

- **Rejection:** Concept Paper does not meet IPP objectives and receives average to low ratings against the APS merit review criteria. USAID/India rejects the Concept Paper.

Phase 2: Co-Design.

Applicants whose Concept Papers are invited for Co-Design will engage with USAID to work through areas of weakness and to respond to USAID questions and clarify aspects of the concept that are not clear. The Co-Design process builds on a Concept Paper that has strength and potential; it is not intended to supplant Applicant initiative or build new concepts from the ground up. During this phase, Applicants will work with USAID technical teams to address issues such as environmental concerns, impact indicators and evaluation of their application. USAID/India envisages a product of the Co-Design process is a strong draft project description for the full application phase, as well as quantitative and/or qualitative indicators or performance milestones.

If an Applicant does not succeed at the Co-Design phase, the process ends for that Applicant.

Phase 3: Full Application.

If Applicants successfully complete Co-Design, a full application will be requested based on the consensus reached during Phase 2. At this point, USAID/India will issue a Request for Application (RFA) to the Applicant. The RFA will provide complete instructions for submission of a full application. The full application will detail and expand the Co-Designed concept. The full application also requires the Applicant to complete specific USG forms and to provide some additional information that USAID/India will need to move forward with an appropriate implementing instrument.

There are reasons why an Applicant may be unsuccessful at the full application phase. For example:

- The detailed program does not satisfy criteria and definitions provided in the Concept Paper;
- A Resource Partner drops out or does not materialize and there is no longer a 1:1 leverage;
- The Applicant cannot provide evidence that it is a legal entity or, in the case of an Indian entity, GOI approval under FCRA is denied; or
- USAID/India has other concerns after conducting due diligence or pre-award surveys.

USAID/India reserves the right to make no award under this APS at any stage of the process.

C. Concept Paper Application Content

Concept Papers MUST be in English and submitted electronically via e-mail in Word 2000 or Word 2003 text accessible or Adobe PDF. Concept Papers shall not exceed seven (7) pages, using standard page margins with 12pt font. Applicants must follow the format below. Clarity and specificity are important as is ensuring that Concept Paper narrative addresses the points USAID/India will use to review the Concept Paper (see Section V, Merit Review Criteria, of this APS). During the merit review process, USAID/India is likely to reject for funding those Concept Papers that are vague or merely restate APS language. The approximate page lengths are provided as a rough guide and are not mandatory as long as the entire Concept Paper does not exceed 7 pages.

USAID/India IPP Concept Paper

A. Application Overview – (*to the extent possible or applicable, please complete the following questions below:)*

1. **Proposed Activity Name/Title:** ____
____
2. **USAID Funding Priority/Programmatic Focus Area** *(from Section I/Appendix B of the APS)***:** ____
____
3. **Proposed Period of Performance** *(i.e., start date and end date)***:** ______________________
____
4. **Total Program Amount** *(in USDs):* ____
5. **Total Amount of Funding Requested from USAID:** __________________________
6. **Applicant Organization Name:** ____
____
7. **Applicant Contact Person** *(name, phone, e-mail):* ____________________________________
____
8. **Full Address for Applicant Organization:** ______________________________________
____
____
____
9. **Type of Organization** *(e.g., US, non-US, multilateral, governmental, private, for-profit, non-profit) date of incorporation, [for Indian organizations, date of FCRA registration license and validity], etc.)***:**
____
____
10. **Name(s) of Partner(s)** ***(****Applicants that are Implementing Partners will name Resource Partner(s) (if any) here; and Resource Partners may list Implementing Partner(s) (if any) here)***:** _______
____
____

B. **Concept Introduction**: *(approximately ½ page). Briefly state what the intervention is and describe the development problem or challenge to be addressed, linking it to one or more of the USAID/India focus areas in Appendix B and the impact to be achieved. In the introduction, please clearly articulate why the proposed intervention has the potential to have a significant development impact. In other words, state why there is a strategic need for your concept and how it differs from existing alternatives already available? Alternatively, it may be sufficient if the Concept Paper uses a unique approach that has been tested elsewhere in India or the world and you are proposing to implement it in a new region in India.*

C. **Target Beneficiaries**: *(approximately ½ page). Describe and provide evidence for the demand for your concept. Describe the number and type of beneficiaries the intervention will reach under this partnership. Describe your expected end-users. Who are they and how might end users need to modify their existing practices or behaviors to use your services? Was this innovation designed with end user input? Has the innovation been adapted to reach both women and men, and poorer BOP populations? What is the total addressable market or community and potential market share for your concept? What is the basis for your claim?*

D. **Geographic Location**: *(approximately ½ page). In what region, district, state or community market are you proposing to operate under this proposed partnership? Identify where the proposed intervention will be carried out and where it is expected to have an impact. Describe key elements of your go-to-market strategy in the geographic location you propose to work. What are the biggest challenges and opportunities? If you are proposing to expand an existing partnership, describe the region and market in which you are proposing to expand.*

E. **Intervention approach**: *(approximately 2 pages) Building on the introduction, provide additional detail regarding the approach. Be sure to include information describing why the approach is creative or innovative, how it is potentially scalable, the evidence used to support it as a tested solution or as an intervention likely to have a significant development impact, and how it will be sustained. If it supports a GOI initiative, state the initiative and how the concept supports the initiative. What is/are the specific critical barrier(s) or problem(s) – related to health, clean energy, smart cities, etc. (depending on your focus area) – that your concept addresses? Has this approach been test piloted? Where? What were the results of the pilot?*

F. **Intervention results:** (*approximately 1 page) As specifically as possible, describe the anticipated outputs, outcomes, results and/or impact of the proposed intervention. What are the key, quantifiable metrics related to your project's performance or expected performance? What are the baselines that you will measure before the project begins?*

G. **Partner roles**: (*approximately 1 page) Describe and define the role of other entities in the partnership. This must include a description of the private sector partner(s)'s resource contributions and how those contributions support the award. It must describe how this meets the criteria for a public-private partnership as described in Section V of this APS).*

H. **Applicant capacity:** (*approximately 1 page). Describe organizational capacity – technical, managerial, financial, etc. to carry out the proposed intervention. What is the business model for your innovation?*

[END OF SECTION IV]

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SECTION V: APPLICATION REVIEW INFORMATION

A. Merit Review Criteria

USAID/India will review for merit all Concept Paper applications that comply with the instructions in this APS.

USAID/India will use the following merit review elements, which are all of equal importance.

	Merit Review Element	Definition
USAID/India will review each Concept Paper and evaluate it to the degree it meets the 2 criteria at the right:	**Technical Approach**	(1) Applicant interventions should directly support one of the programming/funding priorities in Section I and Appendix B of the APS. (2) It should represent a solution that is proven, or for which there is sound evidence to conclude that the intervention will have a significant development impact. (3) The intervention should be sustainable, and have the potential to be expanded quickly, uniformly, and effectively and have a path to sustainability.
	Public-Private Partnership Tenets	Concepts should reflect a public-private partnership, i.e. common goals defined for all partners, a jointly defined solution to the selected development challenge, shared resources, results and risks.

[END OF SECTION V]

SECTION VI: FEDERAL AWARD ADMINISTRATION INFORMATION

A. Federal Award Notices

USAID/India cannot make awards under this APS until it has appropriated, allocated, and committed funds through internal USAID procedures. While USAID/India anticipates successfully completing these procedures, potential Applicants are notified of these requirements and conditions. The Agreement Officer (AO) is the only individual who may legally commit the USG to the expenditure of public funds. Applicants are prohibited from charging or incurring costs to the proposed award prior to receipt of either a fully executed Award or a specific, written authorization from the AO.

B. Type of Award

USAID/India has a number of award types to choose when providing funds under this APS to successful Applicants. The type of award and terms and conditions included therein is based upon recipient organization type, program factors, and other due diligence matters (including responsibility determinations.) Following is a matrix of commonly used awards, their general prescription for use and key characteristics.

Award Type:	Generally used when:	Characterized by:	More information:
Fixed Amount Award (FAA)	Milestones can be defined; Adequate pricing information is available; Recipient has limited financial and management capacity. Must be a grant – not a cooperative agreement.	Advantages for both USAID and the recipient (when used appropriately). Milestones with fixed amounts assigned to each. Focus is on outputs and results, limits risk for both parties. Grantee is paid when USAID concurs the milestone is completed. Minimizes administrative burden on USAID and the grantee since payment is not cost-reimbursement. Assists in building institutional capacity of new grantees.	https://www.usaid.gov/ads/policy/300/303saj
Cooperative Agreement	Recipient has adequate financial and management capacity to operate on a cost-reimbursement basis with the USG	Recipient is free to pursue its sponsored program with USAID AOR involved in defined technical areas (referred to as "substantial involvement"). Such involvement may include: approval of annual work plans, approval of key personnel, authority to halt a construction project, joint collaboration and participation (defined in the award and specific to the project)	https://www.usaid.gov/ads/policy/300/303
Cooperative Agreement with Continuing Application	Recipient has adequate financial and management capacity to operate on a cost-reimbursement basis with the USG and USAID/India will engage in multiple years/expanded program based on success of initial year efforts and program.	Characteristics are same as above but the "continuing application" feature of this award means that implementers will "re-apply" for continuation of the program through an oral presentation of the annual report of previous years' results and work plan for the next year. This type of award allows USAID/India to easily extend and expand the program since this feature is built-in. It also allows USAID to end programs that do not meet the potential or have the impact described during the Concept Paper and original Award phase.	
Grant	Recipient has adequate		https://www.

	financial and management capacity to operate on a cost-reimbursement basis with the USG and USAID/India will not be "substantially involved" in selected programmatic elements.		usaid.gov/ads/policy/300/303
Transition Award	USAID/India will initially engage with a partner through a prime award with another entity but plans for a direct award relationship to evolve.	Characterized by a requirement for the prime awardee to work with and build the capacity of the sub-partner, fully preparing them for a direct award with USAID.	

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SECTION VII: FEDERAL AWARDING AGENCY CONTACT(S)

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SECTION VIII: OTHER INFORMATION

A. Frequently Asked Questions

Question: ***Can an organization submit more than one Concept Paper in response to this APS?***

Answer: Yes, but we would prefer Applicants to apply for the area where they see the greatest potential for an impactful partnership.

Question: ***Does a contribution from the government/ public sector count towards the leverage provided by the Resource Partner in the project?***

Answer: Yes, public sector resources could count towards the required 1:1 match. However, our preference would be to generate private sector funding.

Question: ***Is $2 million the minimum USAID award amount?***

Answer: $2 million (including USAID funding) is the minimum application amount. USAID reserves the right to make awards of varying sizes.

Question: ***Does the Applicant have to finalize the alliance before submitting a Concept Paper?***

Answer: Extensive private sector engagement must be evident, private sector resource commitments should be clear, and the private sector resources leveraged should meet the 1:1 requirement. While the Applicant does not have to finalize the alliance between non-USAID partners prior to submitting a Concept Paper, USAID/India will evaluate the level of partner engagement and commitment as part of the public-private partnership merit review criteria. Letters of support, intent or commitment from prospective Resource Partners are valuable indicators of such commitment, as are draft MOUs that describe the roles, responsibilities, and contributions of each of the alliance partners.

Question: ***Does USAID perform the monitoring and evaluation of the project?***

Answer: In general, Implementing Partners that receive an award to implement an alliance will have significant monitoring and evaluation responsibilities. USAID's role in monitoring and evaluation efforts vary. Other partners may have roles in monitoring and evaluation as well. There may also be midterm and final evaluations. USAID/India will negotiate these and other responsibilities such as reporting, agency substantial involvement, and award type in the event the Applicant's Concept Paper is accepted.

[END OF SECTION VIII]

APPENDIX A – ABBREVIATIONS AND ACRONYMS

AIDS	Acquired Immunodeficiency Syndrome
AO	Agreement Officer
AOR	Agreement Officer's Representative
APS	Annual Program Statement
ART	Antiretroviral Therapy
ASER	Annual Status of Education Report
BOP	Base of the Pyramid
CABA	Children Affected by HIV/AIDS
CDCS	Country Development Cooperation Strategy
CSO	Civil Society Organization
CSR	Corporate Social Responsibility
DfID	U.K. Department for International Development
DO	Development Objective
EAG	Empowered Action Group
EPCMD	Ending Preventable Child and Maternal Death
FAA	Foreign Assistance Act of 1961, as amended
FCRA	Foreign Contributions Regulation Act
FP	Family Planning
GDA	Global Development Alliance
GOI	Government of India
HIV	Human Immunodeficiency Virus
HUP	Health of the Urban Poor
IEE	Initial Environmental Examination
IPP	India Partnerships Program
IR	Intermediate Result
JnNURM	Jawaharlal Nehru National Urban Renewal Mission
MCH	Maternal and Child Health
MEL	Monitoring, evaluation, and learning
NFHS-3	National Family Health Survey
NTFP	Non-timber forest products
OR	Operational Research
PAD	Project Appraisal Document
RMNCH+A	Reproductive, Maternal, Neonatal, Child and Adolescent Health
RNTCP	Revised National TB Control Program
USAID	United States Agency for International Development
USG	United States Government
WASH	Water, Sanitation and Hygiene

APPENDIX B – PROGRAM FUNDING AREAS

The goals of health partnerships under the *IPP* are to (1) increase the capacity of India's health system to improve the health of vulnerable populations in India; and (2) develop innovations that impact people's health at the BOP.

1. **<u>Ending Preventable Maternal and Child Deaths (EPMCD)</u>**
   Minimum award amount: $3 million (Rupees 19.5 crores)

India has achieved major victories in health in the past two decades. Maternal mortality has decreased by two thirds, from 570 in 1990 to 190 in 2013 per hundred thousand live births. Child mortality has declined by 55 percent: from 119 in 1992 to 53 per thousand live births in 2013. Moreover, the neonatal mortality rate has decreased from 51 in 1990 to 29 deaths per one thousand live births in 2013. In 2013, neonatal deaths accounted for more than half of under-five mortality. Despite these strides, India contributes to the highest number of maternal and child deaths globally and faces many formidable challenges as it tries to reach 311 million women of reproductive age, 253 million adolescents, and 138 million young children with high-impact and affordable health services. There are significant differences in health outcomes and access to care across India's 29 states, between rural and urban areas, by socioeconomic divisions, and by gender. Two-thirds of all child deaths occur in five northern states. Gender inequality can often undermine health outcomes and the quality, effectiveness, and accessibility of services in India. Nearly two-thirds of pregnant women are anemic and poorly nourished, which can result in life-threatening hemorrhage and other potentially fatal complications after delivery. Young mothers are most affected, with nearly half of all maternal deaths among women 24 years of age or younger. Poor nutrition and health among India's mothers can result in premature births, and India accounts for over one-third of all global newborn deaths due to prematurity. Moreover, India carries the highest burden of tuberculosis (TB) in the world, with an estimate of 2.2 million new cases.

Partnership objectives: Our goal is to help India in reducing its under-five mortality to below 20 deaths per 1,000 live births, and maternal mortality to less than 50 deaths per 100,000 live births by 2035. USAID/India invites applications for partnerships to improve access to affordable and quality Maternal and Child Health (MCH) services in diverse geographies covering urban and rural areas of India with a special focus on states most burdened by maternal and child deaths. Proposed MCH interventions should address critical gaps in access to and/or quality of MCH services in India. USAID/India is interested in proven, sustainable, high impact MCH interventions focused in high burden areas which, when brought to scale, will significantly accelerate reduction in child and maternal mortality. Partnerships should support and complement National Rural Health Mission/National Urban Health Mission resources and resources provided by other lead state actors. Applicants should demonstrate how the proposed intervention leverages and links resources and initiatives that affect MCH, including but not limited to nutrition, gender, socioeconomic barriers, Water and Sanitation for Health (WASH), and/or tuberculosis (TB) or Human Immunodeficiency Virus (HIV) comorbidity.

2. Family Planning as an Intervention for EPMCD

Minimum award amount: $3 million (Rupees 19.5 crores)

In India, youth fertility accounts for more than half of total fertility. India currently has the largest ever population of young people, with 21.2 percent of the population (243 million people) between the ages of 10 and 19 years. Young women, even adolescent women, are already burdened with childbearing and rearing. According to the National Family Health Survey (NFHS-3), 47 percent of women between the age of 20 and 24 are married, and nearly 20 percent gave birth before age 18. As per estimates, 58 percent of all births in India, comprising nearly 15 million births annually have a birth interval of less than 36 months. Health risks for the mother and child are higher if the mother delivers her child when she is less than18 years of age and when there are short inter-pregnancy intervals.

A key intervention for ending preventable child and maternal deaths is access to and utilization of voluntary family planning (FP) services. Family planning can prevent nearly 30 percent of maternal deaths and 25 percent of the deaths of children under five by appropriately timing and adequately spacing pregnancies. Investing in FP services yields profound health, economic, and social benefits for families and communities. USAID's FP activities in India focus on supporting an individual's right to make an informed and voluntary choice about FP and on access to any desired FP method, including short-term, long-term, and permanent methods.

Partnership objectives: USAID/India invites applications for partnerships to work on innovative, high impact approaches to improve access to and utilization of quality FP services with the objective of promoting healthy timing and spacing of pregnancies and contributing toward the overall goal of ending preventable child and maternal deaths in India.

A key recent trend in India is the move away from static clinics, particularly in the poorest locations, to service-delivery methods and settings, including social marketing, social franchising, pharmacies, community-based distribution of products and services, and even provision at clients' doorsteps. Increasingly, there is a move toward private-sector service delivery designs, in part because of the need to promote financial sustainability. Similarly, the development sector is moving toward approaches that crowd-source innovative solutions to development challenges.

Proposals should focus on delivering effective, safe, and high-quality FP information and services to individuals who are most in need, using evidence-based approaches that are acceptable to the individuals and communities served and are grounded in principles of voluntarism and informed choice.

3. Tuberculosis (TB)

Minimum award amount: $2 million (Rupees 13 crores)

India carries the highest burden of TB in the world with an estimated 2.2 million new cases reported annually. A staggering 220,000 deaths are reported annually and more than 110,000 people are co-infected with HIV/AIDS and TB. The USG is working collaboratively with the

GOI, the private sector, and local partners to help India in its fight against TB. However, more work is needed to accelerate progress toward controlling TB in India.

Partnership objectives: Our goal is to help India achieve 90 percent case detection and treatment success for all forms of TB by 2017. USAID/India is seeking partnerships to engage in areas of TB control. Approaches should focus on TB prevention and control in one or more of the following focus areas:

- **Operations research (OR):** Platforms to engage public and private sector institutions/individuals to conduct OR to identify solutions and methods for addressing identified gaps in the Revised National TB Control Program (RNTCP) and/or management of TB by private sector providers. For example, Applicants could propose OR to encourage compliance with evidence-based standards such as the "*Standards for TB Care in India*."

- **Diagnosis and treatment adherence:** Early diagnosis and treatment adherence are the cornerstones of TB control. One area of specific concern is management of drug-resistant TB in the private sector. Applications should focus on strategies to improve early diagnosis of drug-resistant TB and improved treatment adherence.

- **Multi-sector coalitions for TB control:** There are many TB control activities underway in India. Applications may address how these disparate organizations could be galvanized for greater success in diagnosis, prevention and treatment and outcomes.

- **Integration with maternal, newborn and child health services:** Applicants may propose integration of TB screening, diagnostic and referrals into services for maternal, newborn and child health. Proposals focusing in this area should explain how proposed methods of integration would improve early diagnosis of TB and drug-resistant TB, improved case notification, and increase treatment adherence significantly, not incrementally, improving TB outcomes.

- **Diagnosis and treatment of childhood TB:** Twenty-four percent (24%) of infant mortality in India is due to respiratory disease. Applicants may propose methods and techniques showing significant decrease in to improve early diagnosis of TB among children.

4. Human Immunodeficiency Virus/ Acquired Immunodeficiency Syndrome (HIV/AIDS)

Minimum award amount: $2 million (Rupees 13 crores)

Globally, the HIV/AIDS pandemic has orphaned millions of children. In India, children under 15 years of age constitute seven percent (7%) of the estimated 2.1 million HIV infected individuals. Government antiretroviral therapy (ART) centers have registered over 145,000 children, of which 45,000 are on ART. The National AIDS Control Organization (NACO) defines Children Affected by HIV/AIDS (CABA) as a child (0-17 years) who meets one of the following:

- Is living with HIV
- Has a family member living with HIV
- Has lost one or both parents, siblings or other family members to AIDS
- Is vulnerable because of circumstances that increase his or her risk of HIV infection (e.g., homeless children, orphans, children of sex workers, child laborers, child sex workers, and trafficked children).

CABA also includes HIV-exposed children who are infants born to mothers living with HIV, HIV infected children living with HIV/AIDS, and affected orphans who are not HIV infected, but who lost one or both parents/guardians to HIV/AIDS. Girls orphaned by HIV tend to be more socially vulnerable.

Partnership objectives: The HIV/AIDs program contributes to the Government of India's goal of reducing new HIV infections by 50 percent by 2017, from the 2007 baseline level of 123,890. USAID/India is seeking partnerships that leverage and engage private sector organizations through Corporate Social Responsibility (CSR) requirements to address the needs of CABA. Applications may address the nutrition, education, health, child protection, skills development and livelihood needs of CABA. USAID/India will give priority to innovative partnerships in the states of Maharashtra and/or Andhra Pradesh.

5. **Urban India Water and Sanitation for Health Alliance**
   Minimum award amount: $2 million (Rupees 13 crores)

Like many countries, especially in Asia, India is facing a growing urbanization challenge. One of every three people now resides in an urban area, many in informal settlements or slums. Approximately 64 million people live in slums nationwide representing 17 per cent of all urban households. The growing population of cities continues to place enormous pressure on Urban Local Bodies (ULBs) for delivery of basic services such as transportation, water, sanitation, and electricity. ULBs have few resources and limited capacities to meet the challenge.

Not surprisingly, many urban residents, particularly those in slums, lack adequate access to safe water and sanitation services. As many as one-third of slum dwellers don't have access to sanitation facilities as compared to 19% of those living in other parts of the city. Moreover, poor access to water and sanitation services and poor hygiene behaviors have a strong link with poor health. Diarrhea, largely attributable to water-borne disease, is the third leading cause of deaths and accounts for 13% of under-five mortality across India.

Desired Results: The aim of the USAID/India WASH program is to improve health through increased access to safely managed water and sanitation services for the urban poor. The program aims to achieve this goal through:
1. Strengthening national, state, and municipal WASH programs through technical support to the GOI, urban local bodies and empowerment of communities.
2. Increasing innovative approaches of the private sector engagement that improve access to sustainable water and sanitation and increase adoption of healthy hygiene behaviors.
3. Piloting and expanding innovative financing models that address the problem for municipalities, small and medium enterprises, and households for WASH.

Partnership Objectives: Our goal is to help India in its efforts to make India open-defecation-free by October 2, 2019. USAID/India is seeking to scale one to two promising interventions (new or existing) that increase access to improved WASH services for the urban poor. USAID/India is particularly interested in those ideas that aggregate successful interventions and leverage resources from public and private sector actors (e.g., those engaged in national programs such as the urban Swachh Bharat Mission (SBM), Smart Cities Mission, Atal Mission for Rejuvenation and Urban Transformation (AMRUT), or other new GOI urban focused initiatives.) USAID/India is also interested in applications that offer incentives such as seed grants mechanisms, prizes, challenges and innovative financing models for accelerating big, bold ideas targeting improvements in the urban WASH sector.

Background: USAID/India, the GOI and the Bill & Melinda Gates Foundation have entered into a collaboration with the Ministry of Urban Development to provide sustainable sanitation solutions in urban areas, eliminating open defecation, and safely containing, treating, and disposing of human waste. USAID/India is providing technical and management support for successful implementation of the urban sanitation program, including setting-up a national Program Management Unit (PMU) within the MoUD. USAID/India has established a knowledge partnership with the MoUD to identify and scale best practices, build technical capacity, and advance public-private partnership focused on sanitation. USAID/India linked to the GOI's "Smart Cities" initiative, and is working in Vishakhapatnam, promoting water and sanitation as an essential element of sustainable and inclusive urban development.

References:
USAID Water and Sanitation Page including links to Water and Development Strategy:
https://www.usaid.gov/what-we-do/water-and-sanitation

USAID India WASH Page: https://www.usaid.gov/india/water-and-sanitation

6. Early Grade Reading

Minimum award amount: $1.5 million (Rupees 13 crores)

India has made tremendous gains in increasing access to primary education. At the time of independence, only 17 percent of primary school age children were in school. India's National Policy on Education (1986) and the Right to Education Act (2009) are key national policies that spurred the expansion of the education system. According to the 2014 Annual Status of Education Report (ASER), approximately 97 percent of 6 to14 year olds were enrolled in school. With these impressive gains in access, the focus now shifts to the more difficult task of ensuring children stay in school and obtain skills needed to function in a modern economy and society. According to the Indian Ministry of Human Resource Development (MHRD) 2014 statistics, 36.3 percent of Indian students drop out of school by the time they reach Grade 8. This is corroborated in UNICEF's August 2014 Report, *Global Initiative on Out of school Children: A situational study of India*, which indicates that for Grade 8, the retention rate for students from Grade 1 is only 65.8 per cent. One of the primary causes of dropouts is the low quality of education at the primary grade level, including the absence of effective reading programs. ASER reports that over 50% of children in Grade 5 are unable to read texts from Grade 2 and a miniscule percentage of children are able to read grade level texts at any given grade. The percentage of children in Grade 2 who cannot even recognize letters is 32 percent. Public dissatisfaction with the government system is growing, demonstrated by significant increases in private school enrollment over the last five years. According to ASER, private sector school enrollment in Uttar Pradesh is as high as 49 percent and as high as 71 percent in Manipur. Nationally, enrollment of 6-14 year olds in private schools increased from 19 percent in 2006 to 29 percent in 2013.

What this marked shift towards private school enrollment reveals is desire on the part of parents, even those who have never attended schools themselves, to have their children educated. Fundamental to education is the ability to read. The Government of India (GOI) recognizes the need to focus on quality of education, including the importance of reading. This was reiterated in August 2014, with the MHRD launch of "*Padhe Bharat Badhe Bharat*" program, which places strong emphasis on early reading, writing, comprehension and math.

Partnership Objectives: Partnerships should be framed in the context of USAID's Global Education Strategy, specifically Goal 1 to improve the reading skills of primary grade children. USAID is committed to improving reading skills of children early in their school lives using interventions like capacity building of teachers, enabling classroom environments and school home linkages. In line with Goal 1 of the USAID Global Education Strategy (see reference link), USAID/India is seeking to support innovative approaches for improving early grade reading skills of millions of primary school age children (ages 6-14, preferably 6-11 or even 6-8 years) in cost-effective and sustainable ways. Innovative approaches for attaining early literacy, whether within or outside the formal classroom, will be strongly considered. USAID/India seeks to catalyze multi-stakeholder partnerships that identify and test innovative early grade reading models and stimulate adoption and scale up of these models by the GOI and other stakeholders in India's education sector. USAID/India welcomes applications that expand existing activities (see reference link to selected, on-going activities) and may recommend that new Applicants partner with on-going unilateral programs in India.

References:
USAID Global Education Strategy Links: USAID Global Education Strategy
USAID/India-supported READ Alliance: www.readalliance.in

Selected USAID/India Education-related activities: https://www.usaid.gov/india/education

7. Clean Energy and Forestry

Minimum award amount: $2 million (Rupees 13 crores)

USAID supports low carbon interventions with high potential to reduce the intensity of GHG emissions, with the goal to mitigate long-term impacts of climate change on low-income people.

India is committed to reduce the carbon intensity of its Gross Domestic Product by 20-25 percent by 2020, achieve its Millennium Development Goals by 2015, and provide access to electricity to its entire populace by 2017. To forge a sustainable path to achieve these objectives, innovations are needed to support India's goal to support low carbon economic development, as described in the 12th Five Year Plan.

In the forestry sector, the Indian Government has taken action to address challenges in the forest sector through innovative governance practices. However, there is a need for game-changing innovations in both technology and governance. In 2011, India initiated the National Mission for a Green India (GIM) under its National Action Plan on Climate Change. GIM addresses the need to promote sustainable landscape management for climate change. GIM underscores the significance of forests in ensuring food, water, and livelihood security. The mission was designed to enhance ecosystem services and biodiversity conservation; increase provisioning of fuel, fodder, small timber and non-timber forest products (NTFPs); and augment carbon sequestration in forests and other ecosystems. There is a demand for the adoption of technical innovations to develop effective and efficient monitoring, reporting and verification methods for carbon, as well as, for non-carbon services provided by forest ecosystems to reduce greenhouse gas emissions from carbon associated with land use.

In the energy sector, the rapid deployment of renewable technologies is driving the need to make the electrical system itself – especially the power grid – more capable of absorbing significant levels of India's renewable energy. Managing the costs of renewable energy integration into India's power grid is an imperative that has implications for India's poor, in addition to its importance to the competitiveness of India's economy. These issues are driving Indian entrepreneurs to develop local solutions which are affordable, appropriate for the local context, and which can be applied to lessen global climate change impacts. Many of the breakthroughs for low carbon products and services are likely to be forms of reverse innovation, originating in the developing world and transferred to developed countries.

Partnership Objectives: USAID/India is seeking to scale-up innovations that support low carbon growth. Our goal is to help India reduce the carbon intensity of its economy by at least 30-35 percent by 2010. Priority will be given for concepts likely to have a sustained impact. Innovations that overcome fundamental barriers to deployment of clean energy will be prioritized. Key areas for partnerships include:

- **Air pollution:** Innovative applied research/implementation of activities that focus on air quality/pollution[3].
- **Forestry:** Innovative approaches to forest conservation and management, with the ultimate goal of enhancing carbon sequestration. USAID/India encourages innovative solutions and multi-stakeholder partnerships that the GOI and other India forestry sector key stakeholders can adopt and bring to scale. USAID/India will prioritize concepts that address forest degradation, including governance issues, value chain innovation and better forest management practices.
- **Large-scale integration of renewable energy into India's power grid**: Strengthening of India's electrical system to absorb significant increases in power generation from renewable energy sources over the life of the 12th Five Year Plan. USAID/India will prioritize concepts that clearly demonstrate benefits of technological, operational, and market innovations to low-income people.
- **New Product Innovation**: Innovative solutions with potential to dramatically increase clean energy deployment. Such solutions may, for example, lower the capital cost of products or customize the products for the Indian context. Innovations may include product development and/or demonstration. Projects should address market factors, such as business models that enable wide-scale deployment, in the event of

[3] Concepts dealing with air pollution must have explicit ties to climate change mitigation, as funds used to support the activities are earmarked by the U.S. Congress for "clean energy" or "sustainable landscapes"– both of which have climate change mitigation objectives.

successful product level innovation.

- **Off-grid energy access:** USAID seeks to support innovative solutions and business models that can improve access to modern clean energy sources for electricity, with the goal of providing first-time service to one million people in India. Innovations that help improve the economics of off-grid solutions, such as lower-cost and more robust storage solutions are of particular interest.
- **Sustainable cooling**: Innovative solutions that promote sustainable cooling practices, tackling the rampant growth of air conditioning energy use. USAID/India welcomes solutions that span widget level innovation, system level design, operational energy efficiency, behavioral and cultural aspects of energy consumption. Passive and active cooling strategies will be considered. Solutions may focus on development, demonstration or scalability and may be technological, or address market, regulatory and policy barriers.
- **Electricity distribution sector innovation:** Innovative solutions that support an enabling environment within the distribution utilities (DISCOMs) for greater adoption of clean energy solutions; that help demonstrate successful adoption of clean energy solutions; or help scale up deep adoption of clean energy solutions. Solutions may range from interventions that target utility business strategy, processes or operations. Projects may also address utility regulatory innovation.
- **Water/energy nexus**: Innovative solutions that simultaneously save water and energy, especially in agricultural irrigation. Solutions may range from device to system level innovations and might include the development and demonstration of water or energy saving interventions, or scaling up successful interventions. Proposals should recognize the complex social, political and economic landscape of agricultural irrigation.

8. Food Security and Nutrition

Minimum award amount: $2 million (Rupees 13 crores)

Over the last 50 years, millions of Indians were lifted out of poverty due to India's leadership in innovating products, processes, and services in agriculture. These agricultural innovations offer great potential for broader replication to address global development challenges in comparable biophysical and socio-economic conditions. Valuable lessons learned from India's development process can help other developing countries, where small landholders or landless subsistence farmers suffer most from poverty and food insecurity. The adaptation and diffusion of proven Indian agricultural innovations can also significantly contribute to overcoming global climate change-induced constraints to agricultural production and productivity.

Under the agriculture/food security and nutrition sector, USAID/India's overarching goal is to support India's development and deployment of innovative solutions for overcoming the vicious cycle of global poverty and hunger by fostering inclusive agriculture-led growth. Partnerships will support the goal by improving agricultural productivity, expanding markets and trade, and increasing the economic resilience of vulnerable rural communities leading to a significant and measurable reduction in the prevalence of poverty and stunted children.

USAID is seeking partnerships in the area of agriculture and nutrition that will test, adapt and diffuse proven Indian innovations to help overcome low agricultural productivity, chronic poverty, and malnutrition in focus Feed the Future (FTF) Countries in Africa and Asia (http://www.feedthefuture.gov/countries).

Partnerships should identify and share cost-effective, integrated solutions to support food security and improve nutrition that would benefit people at the base of the pyramid (BOP) primarily in FTF focus countries in Africa and Asia. Agricultural partnerships that emphasize developing and deploying India innovation that can directly benefit base of the pyramid populations will be strongly considered.

Partnership Objectives: Our goal is to reach more than 90,000 farmers in third countries to help them improve the productivity of at least 60,000 hectares of land. USAID/India seeks to establish partnerships in order to make focused investments in the following categories:

- **Support development innovations**: Focus on supporting promising innovations that are in the early stage of testing and lacks proof of concept.
- **Diffuse agriculture knowledge and innovations**: Transfer and/or commercialize proven innovations or integrated solutions.
- **Build institutional and human capacity**: Support innovative ways to build the institutional and human capacity in Africa and Asia.

Illustrative interventions include diffusion of the following:

- Innovative organizational structures or business models;
- Cost effective and appropriate productivity enhancing tools, climate-resilient technologies, best practices, services, and processes;
- Innovations that transform primary products to value-added goods and services for focus value chains and markets;
- Proven packages of innovative and strategic solutions that broaden opportunities for base of the pyramid inclusion into focus value chains.

The sharing and adapting of the proven Indian innovations must respond to local demands and needs of the country where the innovations are proposed for transfer. The innovations selected should be based on clear evidence of significant impact in improving productivity, incomes, and/or nutritional outcomes.

9. Triangular Cooperation

Minimum award amount: $1 million (Rupees 6.5 crores)

The United States and India are jointly working to achieve shared development goals for India, the Asia Pacific Region, and beyond. Commitments include initiatives to mitigate the impact of climate change, achieve global health and food security objectives through a program of Triangular Cooperation with the GOI and select countries in Africa and Asia. One goal of this cooperation is to support continued regional integration and stability. An approach of the cooperation is harnessing expertise, innovation, growing financial resources and human capital of both the United States and India and applying these resources in India, other Asian counties and Africa.

India is one of the world's leading laboratories for innovation and it provides a unique setting for USAID/India to source or create, test, and apply proven innovations at scale for global impact.

Partnership Objectives: Through triangular cooperation programs, USAID/India seeks to catalyze and facilitate sharing of proven Indian development solutions with other countries. USAID/India is reaching out to the Indian and global development community to share knowledge about development innovations being tested and proven in India. USAID/India desires to use and fund these successes, which leverage contributions from other partners in India and around the world, and adapt and apply them as proven development solutions in developing countries in Africa and Asia.

10. Gender

Minimum award amount: $1 million (Rupees 6.5 crores)

India is the world's largest democracy, second most populous country, and third largest economy, yet women in India are significantly less literate, are paid lower wages, and have less access to basic services than Indian men. The ratio of girls to boys is the most skewed in the world due to cultural preferences for a son. Girls are much more likely than boys to encounter violence, suffer from chronic and infectious diseases and face child marriage. The World Economic Forum places India in 114th place of 142 countries in the world in the Global Gender Gap Index and India ranks 141 globally in the Health and Survival sub-index. USAID/India is building high-impact partnerships and leveraging local resources to promote and ensure equitable access to quality healthcare, sanitation, education, nutrition, finance, house hold decision making and asset ownership for women in India. Our programs are built with the goal of finding creative solutions to resolve the barriers faced by women and girls.

Partnership Objectives: USAID/India is seeking partnerships that develop new and innovative alliances with the private sectors (including local and multinational corporations, foundations, NGOs, and academia) to achieve the objective of women empowerment and equality. Proposed gender interventions should address USAID/India recognized areas of interventions which include: Health, Clean Energy and Forestry, Protecting vulnerable populations, women empowerment and regional connectivity, food security, and financial inclusion.

References: USAID Gender Equality and Female Empowerment Policy

11. Financial Inclusion

Minimum award amount: $1million (Rupees 6.5 crores)

More than 200 million new bank accounts have been opened in India under Pradhan Mantri Jan Dhan Yojana launched by the Government of India (GOI) in August 2014. In order to further promote efforts of financial inclusion, a year later in August 2015, the Reserve Bank of India issued payment bank licenses to 11 entities, and small finance bank licenses to ten entities. Additionally, commercial banks continue to reach out to unbanked and under banked populations through innovative business models and technology. However, financial inclusion for all in India remains a significant challenge.

To help address this challenge, USAID/India seeks partnerships to develop, test and scale new business models and technologies to help merchants and consumers transact digitally.

Partnership Objectives: USAID/India is working with the Government of India to mobilize a coalition of private sector organizations and ecosystem players operating in India to seek solutions for expanding retail payments acceptance and addressing challenges including promoting interoperable payments solutions, building consumer confidence in digital payments, and working toward last-mile connectivity. Our goal is to contribute to the Government of India's efforts that extend the reach of mainstream financial services to all Indian households. USAID/India seeks to establish partnerships in order to make focused investments in the following categories:

- Expanding the acceptance of digital payments to more retailers, particularly those that have traditionally served financially excluded populations. This will require potential partners to identify methods to incentivize retailers to accept digital payments by developing relevant business models, tools and/or best practices.
- Promoting payments solutions that enable a competitive marketplace by allowing consumers to use a variety of digital payments mechanisms, including payment cards and/or mobile phones.
- Building consumer confidence in digital payments through efforts to educate consumers regarding their associated benefits such as convenience, reduction in transaction costs, etc.
- Exploring opportunities to extend last-mile connectivity to help merchants and consumers connect their mobile phones, point-of-sale devices, and other payment systems devices to the network.
- Linking with the GOI's efforts to digitize G2P payments in order to build out end-to-end payments infrastructure so that consumers could effectively use the digital payments they receive.