



USAID | SENEGAL

FROM THE AMERICAN PEOPLE

Subject: Questions and Answers (Q&A)

Reference: Notice of Funding Opportunity No. 72068519RFA00010

Program Title: Burkina Faso Markets and Nutrition Activity

Date: September 19, 2019

Ladies/Gentlemen:

The United States Agency for International Development (USAID) wants to thank you for submitting questions in response to the referenced Notice of Funding Opportunity (NOFO). Your questions were reviewed, and we hereby provide answers/clarifications enclosed herewith as **ATTACHMENT A**.

The deadline for submission of technical and cost application is now revised from October 01, 2019 to October 11, 2019 at 16:30 PM (GMT) Local Dakar, Senegal Time.

Issuance of this Q&A does not constitute an award commitment on the part of the Government nor does it commit the Government to pay for any costs incurred in preparation or submission of application. Applications are submitted at the risk of the applicant. All preparation and submission costs are at the applicant's expense.

Thank you for your interest in USAID programs.

Sincerely,

Chadwick Mills
Regional Agreement Officer

Enclosed:

- **ATTACHMENT A – Question & Answers**

QUESTIONS AND ANSWERS

GENERAL

1. Given the size and scope of the Markets and Nutrition Activity, would USAID consider extending the closing date for submissions?

USAID Response: Yes. Application submission deadline is hereby extended from October 01, 2019 to October 11, 2019 at 16:30PM (GMT) Local Dakar, Senegal Time.

2. I am writing to you in reference to the Markets and Nutrition Activity procurements for both Niger and Burkina Faso. Markets and Nutrition Activities are an important part of USAID's ongoing investment in Burkina and Niger through RISE II and Sahel Development Partnership. Support for well-functioning markets in both countries is pivotal to ensure sustainable pathways out of poverty, achieve resilience, and address the risk of violent extremism. Achieving these goals is critical to USAID, the people and governments of Niger and Burkina Faso, and all stakeholders.

We look forward to submitting applications on both of these proposed programs. The USAID business forecast initially indicated these procurements would be released sequentially, approximately 30 days apart. This plan allows organizations to devote the necessary resources to each bid without compromise. As a result, USAID would receive the best possible responses from industry. Would USAID consider following this plan by releasing the Markets and Nutrition Activities/Niger after October 1, 2019, the due date for the Burkina bid?

USAID Response: That is our preference. But there is no guarantee.

3. Will USAID authorize the use of a small grants facility as part of the implementation of Burkina Faso Markets and Nutrition?

USAID Response: Applicants should propose a technical approach that will accomplish the objectives of the activity. This could include a small grants component, at the discretion of the applicant. See NOFO Section 9, sub-section "Use of local partners" for further details.

4. Does USAID expect that the implementer will have a physical presence (i.e. sub-office and staff) in the Sahel and Est regions of Burkina Faso?

USAID Response: This is at the discretion of the applicant. Applicants should propose a footprint that will achieve the expected results efficiently and safely.

SECTION A: PROGRAM DESCRIPTION

5. Page 25 of the NOFO states, "Farmers obtain quality agricultural advice through private providers or farmers associations" – Government extension is not mentioned here as a source for farmers to obtain agricultural advice. Is that intentional? Should the project focus mainly on developing private/association-based extension rather than providing any support or capacity-building to government services?

USAID Response: The focus on private sector extension is intentional as this is primarily a private sector activity, however there is an appropriate and necessary role for government in terms of oversight and support to the private sector. Applicants are expected to engage

ATTACHMENT A

NOFO #72068519RFA00010: Burkina Faso Markets and Nutrition Activity

government in a targeted manner to ensure private and civil society extension services are able to thrive.

6. Page 7, Section A.1, Executive Summary states “The activity will also contribute to micro-enterprise reporting.” Question: The Offeror respectfully requests USAID/SRO to provide further information related to micro-enterprise reporting requirements for the Implementing Partner.

USAID Response: Details on micro-enterprise reporting will be discussed post-award. However, the main requirement is to report on standard indicators. Applicants may find potentially relevant indicators in the “2018 Master Indicator List” at https://www.state.gov/wp-content/uploads/2019/05/FY-2018-Master-Indicator-List_Public.xlsx.

7. Pg. 36 of the NOFO states that the award will include a \$2 million set aside for a crisis modifier. Can USAID please confirm that this means that budget submissions should not exceed \$17.62 million?

USAID Response: The estimated budget is \$19.62M of which \$2M is set aside as a line item for the crisis modifier. Budgets should include \$2M as a crisis modifier plug figure, this may be distributed evenly across the five year budget, although it is not expected to be used every year.

8. Page 15, Section A, Project Description, Sub-Section 3- Collaborative Implementation Approach to Improve Economic Well-being and Nutrition, states, “Sahel Collaboration and Communication (SCC) - SCC aims to build collaboration across RISE II and SDP partners, develop and implement a shared learning agenda, including facilitating joint M&E, and enhance communication about USAID programs to external audiences. SCC will sponsor collaboration and learning events and processes that engage USAID partners, governments, and a diversity of beneficiaries. SCC will facilitate the identification and validation of long-term and short term goals to which relevant partners will contribute collaboratively. Partners will agree on measures and indicators of their joint success, and agree on how to attribute results to their respective contributions. Within this broad framework, specialized technical activities, such as Markets and Nutrition, will be responsible to technically lead working groups, with the facilitative support of SCC. The complete set of collaboration and communications expectations for M&N are outlined in Section 9. The NOFO for SCC is available in the archives of www.grants.gov. SCC was recently awarded to Mercy Corps with a start date of September 1, 2019.”

Can USAID please clarify whether these technical lead working groups are expected to be solely budgeted within Market and Nutrition Activity budget, or if this is expected to be cost-shared with the Sahel Collaboration and Communication Activity budget?

USAID Response: We expect these to be cost-shared either in terms of each partner covering a different aspect of the cost, or perhaps hosting in an alternating fashion. Details will be clarified post award during the refinement period.

9. Page 15, Section A, Project Description, Sub-Section 3- Collaborative Implementation Approach to Improve Economic Well-being and Nutrition, states for the Sahel Collaboration

ATTACHMENT A

NOFO #72068519RFA00010: Burkina Faso Markets and Nutrition Activity

and Communication (SCC) that “Partners will agree on measures and indicators of their joint success, and agree on how to attribute results to their respective contributions.”

- a. Can USAID please clarify as to whether the Markets and Nutrition Activity would be responsible for managing the data collection of these measure sand indicators, and whether applicants are expected to budget for this in their submitted application.

USAID Response: We do not anticipate that M&N will be responsible for data collection beyond the impact of its own interventions. However, M&N may need to collect data on its own beneficiaries to count toward an agreed joint result. Because this is a pioneering approach to coordinated monitoring, Applicants will need to be flexible as it is developed.

- b. Can USAID please clarify whether the Sahel Collaboration and Communication Activity will be managing the process of addressing indicators and results or if the Sahel Collaboration and Community Activity is managing all the Monitoring, Evaluation, and Learning Data for all RISE II Projects?

USAID Response: SCC is not a monitoring and evaluation support mechanism, nor will it oversee individual activity M&E activities. SCC’s mandate is to support collaboration toward joint goals, and to facilitate the development of a shared framework for measuring and communicating progress, and for capturing and consolidating learning.

10. Page 15, Section A, Project Description, Sub-Section 3- Collaborative Implementation Approach to Improve Economic Well-being and Nutrition, USAID has outlined a brief description on the ViMPlus Food for Peace Development Food Security Activity.

With regards to ViMPlus, would USAID please provide additional information regarding the types and number of target beneficiaries for the project?

USAID Response: VimPlus is still in its refinement period, which includes data collection and analysis to inform beneficiary targeting and numbers, so these data are not yet available. Applicants are encouraged to review the original DFSA solicitation to better understand USAID’s expectations regarding targeting.

11. Page 34, Section A, Project Description, Sub-Section 11 – Crisis Modifier and Shock Response, would USAID please outline who are to be included as the anticipated target beneficiaries for the Crisis Modifier and Shock Response?

USAID Response: Markets and Nutrition crisis response activities will be oriented toward supporting direct M&N beneficiaries who may be affected. In addition, responses could address impacts to the targeted market systems, such as through a systems level intervention to address a shock that has wide impacts on a value chain.

SECTION C: ELIGIBILITY INFORMATION

12. CIP, an International Agricultural Research Center (IARC) and member of the CGIAR consortium, is designated by USAID as a Category 1 Public International Organization (PIO) under ADS 308 (which sets forth USAID’s mandatory policies and required procedures on assistance awards to PIOs). As a PIO, we would like to verify that should CIP participate as a

ATTACHMENT A

NOFO #72068519RFA00010: Burkina Faso Markets and Nutrition Activity

sub-awardee under a prime applicant, in accordance with ADS 303.3.21 (c) “for sub-awards to PIOs”, it would be subject to the terms and conditions contained in the “Standard Provisions for Cost-Type Awards to PIOs in ADS 308”.

USAID Response: Yes. ADS 308 will apply to PIOs receiving award as Prime recipients. Also in accordance with ADS 303.3.21d., for subaward to PIOs, Prime recipients must use the Standard Provisions for Cost-Type Awards to PIOs in ADS 308, Awards to Public International Organizations.

<https://www.usaid.gov/sites/default/files/documents/1876/308maa.pdf>

SECTION D: APPLICATION AND SUBMISSION INFORMATION

13. Page 40, Section D: Application and Submission Information, Sub-Section D.3 (b) states “If applications contain text boxes, they must be no less than 10-point font, us to not unduly interfere with readability.” Would USAID please clarify whether text for other figures, such as sub-titles, table headers, etc., would also be subjected to this 10-point size font limitation.

USAID Response: Yes they are subject to the 10-point font size limitation.

14. Page 44 of the NOFO states, “The Applicant must state proposed candidates for the COP and DCOP, and as many of the other Key Personnel as possible.” Page 45 of the RFA states that a Statement of Qualifications (SOQ) must be submitted “for each Key Personnel that clearly demonstrates how the proposed individual meets the minimum qualifications for the position.” Can USAID please confirm that an SOQ must only be submitted for Key Personnel positions with proposed candidates?

USAID Response: SOQs are only submitted for proposed key personnel candidates.

15. One of the documents USAID FFP encourages applicants to read is REGIS-AG’s MIDTERM PERFORMANCE EVALUATION REPORT, which refers to a Gender Assessment that was completed during the development of the VC and end market analyses. Could FFP share the Gender Assessment for applicants to use in the design of its approach?

USAID Response: The REGIS-AG Gender Integration Plan, which incorporates the gender assessment, is posted on the USAID website at:

<https://www.usaid.gov/documents/1867/usaid-resilience-economic-growth-sahel-accelerated-growth-activity-gender-integration>.

16. Page 47, Section D.6. Business (Cost) Application Format, (c), Required Certifications and Assurances states “The applicant must complete the following documents and submit a signed copy with their application:

(1) “Certifications, Assurances, Representations, and Other Statements of the Recipient” document found at <http://www.usaid.gov/sites/default/files/documents/1868/303mav.pdf>

(2) Assurances for Non-Construction Programs (SF-424B)

(3) Certificate of Compliance: Please submit a copy of your Certificate of Compliance if your organization's systems have been certified by USAID/Washington's Office of Acquisition and Assistance (M/OAA).”

ATTACHMENT A

NOFO #72068519RFA00010: Burkina Faso Markets and Nutrition Activity

Question: Please confirm that the Certifications listed in the current ADS 303.3.8 dated August 1, 2019 are the only certifications required. Please confirm that the Certificate of Compliance which was removed is not required.

USAID Response: Certificate of Compliance is required for organizations whose systems have been certified by USAID/Washington's Office of Acquisition and Assistance (M/OAA).

17. Page 48, Section D.6 Business (Cost) Application Format (e), Budget and Budget Narrative, (1) Salaries and Allowances states “Applicants must provide their established written policies on personnel compensation.” Question: For implementing partners with extensive prior USAID awards, please confirm that the recipient will not be required to provide the personnel compensation policy.

USAID Response: All Applicants must provide their established written policies on personnel compensation.

18. USAID asks for past performance references in both the Technical (page 46 sub-section b: Organizational Capacity and Experience) and Cost (page 52 sub-section i: History of Performance) sections of the RFA. Does USAID require the past performances under the Technical and Cost proposals to be the same, or can the applicant choose their preferred examples? In the RFA, the Cost proposal guidelines require that representative projects be within three years of the date, while the Technical proposal guidelines are not clear about this.

USAID Response: Review of the Technical and Cost proposals is done independently. Applicants do not need to follow the Cost proposal guidelines when considering what to include under the Technical Application. Applicant submissions should be responsive to the specific guidance for each section.

Past Performance Information (Annex #6) is to be included in the Cost application package. Applicants should provide sufficient detail in the technical narrative to facilitate assessment of Merit Review Criterion #3.

19. Would USAID please clarify the requirements for grants on the Markets and Nutrition Activity, or is this up to the discretion of the implementer to make the final decision on added cost?

USAID Response: This NOFO has no specific requirements for grants. Applicants are free to propose grants making strategies that will support their technical approach.

20. Page 52, Section 5 - Technical Application Format, Sub-Section I – History of Performance states, “The Applicant must provide information regarding its recent (not to exceed 3 years) history of performance on any cost reimbursement contracts, grants, or cooperative agreements (not to exceed 5) involving similar or related programs.” Would USAID consider accepting History of Performance from major sub-awardees in accordance to the same criteria outlined for Applicant’s History of Performance?

USAID Response: Past Performance Information (Annex #6) is only required for Prime Recipients. However, applicants must utilize the technical narrative to explain the

ATTACHMENT A

NOFO #72068519RFA00010: Burkina Faso Markets and Nutrition Activity

complementarity of their organizational capacity and experiences amongst the group to facilitate assessment of Merit Review Criterion #3.

SECTION F: FEDERAL AWARD ADMINISTRATION INFORMATION

21. Regarding Page 63, Section F, Federal Award Administration Information, Sub-section 4 – Environmental Compliance and Risk Management Sections, would USAID please provide any Burkina Faso specific Environmental Compliance documents?

USAID Response: We do not have any additional documents to share at this time. A Supplementary IEE specific to this activity is under preparation and will be shared with the Awardee.