



USAID
FROM THE AMERICAN PEOPLE

APS Issuance Date: October 03, 2016
APS Round One Closing Date: October 28, 2016
Amendment No 1: October 18, 2016

Subject: Amendment No.: 1 to APS No.: APS-391-16-000001
Let Girls Learn Pakistan

Dear Prospective Applicants,

The purpose of this amendment is to amend the Annual program Statement (APS), and provide answers to questions submitted in response to the APS.

I. Amend Closing Date for Application Submission of Concept Note for Round I

The closing date for the submission of concept papers for **Round One** is now **October 28, 2016.**

II. APS Questions and Responses – See below

III. Amended APS with changes highlighted – See attachment

Questions and Responses

1. Would USAID be supportive of work that aligns with the Let Girls Learn APS, in all parts of Pakistan? Are there any preferred locations, provinces?

USAID is supportive of work aligned with Let Girls Learn in all parts of Pakistan. There are no preferred locations or provinces. Through LGL/Pakistan, USAID seeks to enhance proven interventions in a sustainable manner.

2. Could we include a small number of boys, alongside a larger number of girls, as an approach of our interventions to gain household and community support for girls' education and work opportunities?

USAID/Pakistan seeks to achieve the objectives of the APS in the most efficient manner possible, including enhancing existing successful interventions. Applicants should include international best practices that increase educational opportunities for girls.

3. Is USAID seeking one integrated program to fulfil all components/ requirements or would USAID be open to a specific, focused bid that meets certain components of the APS?

USAID is open to both options: one integrated activity or specific activities that target certain components listed in the APS.

4. Would USAID be open to receiving more than one concept where the same organization appears e.g. as a partner in an integrated, multi-faceted program as well as a concept which is focused on one, specific component only?

As detailed on page 11 of the APS, USAID is limiting submissions to one concept paper, per Applicant, per round. An applicant organization may submit an individual concept paper, and also be included in a concept paper as part of a consortium or as a proposed subawardee. So, an organization could submit their individual concept and also be included on a concept where they are a partner.

5. Is there a chance that, if we submit for Round 1 and our concept meets your requirements, we could still be deferred for further development for Round 2 i.e. be delayed in any way?

Any organization whose concept paper meets the requirements may be asked to submit a full proposal. Full proposals will be evaluated based on given criteria. All award decisions are subject to availability of funds.

6. In Section 1: Program Description is an applicant required to address all of the illustrative components (Policy Implementation Support, Social Awareness and Marketing, Skills Development and Linkages to Industry) or can they submit for 1-2 specific components.

Illustrative components are included to illustrate to potential applicants possible areas of implementation. USAID/Pakistan does not seek to program in one of the areas; it seeks to achieve the objectives of the APS. Any application should focus strongly on the APS objectives as opposed to solely addressing the illustrative components. Applicants may submit concept papers that address one, multiple, or additional components to those listed if they feel it will best achieve the objectives of the APS.

7. Under Section II – Award Information – the guidance note indicates that at least one award worth \$4m will be made at a minimum, but that interventions for Round 1 should range in the value from \$8m to \$19m. Does this \$4m refer to an award in a subsequent Round or can proposals be submitted for less than \$8m in the first Round?

Proposals for less than \$8 million may be submitted in the first round. It is USAID's preference that this Round result in an award worth between \$8 and \$19m, but USAID would still consider proposals for less than the recommended amount. USAID's overarching goal is to support the best ideas through this APS.

8. Do all four development objectives (and associated 5 results) need to be addressed or is it possible for applicants to focus towards a subset of them?

Proposals can focus on any or all of the development objectives.

9. What is the minimum and maximum grant amount which can be awarded to an applicant?

USAID/Pakistan has not set a minimum or maximum amount for grants made through this APS. Page 8 details our preferred value range for Round 1, but we would evaluate concepts that are proposed for values outside that range. As a practical matter, the maximum potential amount of total assistance funding available for all rounds of concept paper evaluation is anticipated to be \$24.9 million.

10. Is there a specific geographic preference or requirement where the program should be implemented?

USAID is supportive of work aligned with Let Girls Learn in all parts of Pakistan. There are no preferred locations or provinces. Through LGL Pakistan, USAID seeks to enhance proven interventions in a sustainable manner.

11. Is there a particular target (number) in terms of girls educated, trained or employed as part of this program?

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS: increasing educational and life opportunities for girls ages 10-19. USAID understands that the number of beneficiaries may vary based on the type of intervention, age, school, and skill level of beneficiaries, and geography. Proposed targets included in the concept paper should be evidence-based.

12. Are direct cash transfers to beneficiaries (e.g. stipends) allowed as part of this grant?

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS. All reasonable and evidenced based interventions and methods will be considered.

13. Is there any possibility of an extension in concept paper submission date in view of considerable number of Muharram /weekly holidays (8) falling between the release of APS and existing submission deadline of October, 24?

USAID has extended the deadline.

14. Section I, B.1. Development Objectives, page 3: Can USAID confirm that the proposed activities under round 1 may contribute to only one of the development objectives?

Yes, proposals may contribute to only one of the development objectives.

15. Section II, A. 2. Estimated Funds, page 8: Reference: “USAID/Pakistan anticipates that at least one award worth approximately \$4M will be made at a minimum.” and “During this round USAID would prefer that proposed interventions range in value from \$8 to \$19 million”. Could USAID please confirm if during round 1 offerors can propose budgets for the 24 month activity in targeted areas and for a minimum of \$4 million?

Proposals for less than \$8 million may be submitted in the first round. It is USAID’s preference that this Round result in an award worth between \$8 and \$19m, but USAID would still consider proposals for less than the recommended amount. USAID’s overarching goal is to support the best ideas through this APS.

16. Section IV, C. Concept Paper Format, page 15: Reference: “Time duration for the project implementation and geographical focus.” Can offerors propose programs of a duration longer or shorter than 24 months?

USAID/Pakistan seeks to achieve the objectives of the APS in the most efficient manner possible, including enhancing existing successful interventions. Offerors may propose a time frame up to 60 months, if there is strong evidence that more or less time will help achieve APS objectives. USAID has revised the APS to reflect this change. Please see page 8.

17. Section IV, C. Concept Paper Format, page 15: Can USAID confirm that offerors can propose the geographic focus and criteria selection?

USAID is supportive of work aligned with Let Girls Learn in all parts of Pakistan. There are no preferred locations or provinces. Through LGL Pakistan, USAID seeks to enhance proven interventions and is looking to scale up existing interventions in a sustainable manner.

18. Section I, B.1. Development Objectives, page 3: Would USAID be willing to share the Country Development Cooperation Strategy for Pakistan?

Currently, a CDCS for Pakistan is not publically available. For more information on USAID/Pakistan’s project areas, please visit www.usaid.gov/pakistan/our-work.

19. The expected results listed in the APS include “strengthened, evidence-based ability of local government to develop, implement, and coordinate, gender equity measures, especially in education.” Does USAID expect this result to be achieved through every proposed program? If all programs under this APS are expected to implement government capacity building--what mechanisms does USAID suggest for coordination so that efforts are not duplicated or confusing for government counterparts?

USAID seeks activities that address one or more of the objectives of the APS, including strengthening local government’s ability to implement gender equity measures in education to achieve sustainable results.

USAID/Pakistan will ensure that the final funded activities are complementary and not duplicative.

20. Should concept notes cover all four illustrative components and/or all five of the results listed in the APS? Or can proposed programs target selected illustrative components/results?

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS. Proposals can focus on any or all of the development objectives. All reasonable and evidenced based interventions and methods will be considered. Illustrative components are included to illustrate to potential applicants possible areas of implementation.

21. Are programs funded under this APS intended to include nationwide geographic coverage? Or does USAID have priority districts and/or regions for this APS?

USAID is supportive of work aligned with Let Girls Learn in all parts of Pakistan. There are no preferred locations or provinces. Through LGL Pakistan, USAID seeks to enhance proven interventions in a sustainable manner.

22. How many rounds is USAID planning to solicit under this APS?

The number of rounds will be based on the availability of funds. At this time USAID/Pakistan cannot estimate how many rounds will be utilized.

23. How many awards does USAID envision for the first round of funding? For subsequent rounds?

The number of rounds will be based on the availability of funds and size and quality of awards made. At this time USAID/Pakistan cannot estimate how many rounds will be utilized.

24. The 24 month program period is very short period of time to demonstrate the expected results; is it possible that USAID will extend the period of performance beyond the initial two years?

USAID/Pakistan seeks to achieve the objectives of the APS in the most efficient manner possible, including enhancing existing successful interventions. Offerors may propose a time frame up to 60 months, if there is strong evidence that more or less time will help achieve APS objectives. USAID has revised the APS to reflect this change. Please see page 8.

25. The APS mentions barriers to girls' education based on socio economic and cultural norms, along with some of the programmatic solutions for beneficiaries aged 10 to 19 years old. However the results, illustrative components and outcomes appear to focus more on workforce development which may be better suited for the 15-19 year age group. Please clarify what age range USAID intends to target with the work under this APS.

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS: increasing educational and life opportunities for girls ages 10-19. Proposals can focus on any or all of the development objectives. All reasonable and evidenced based interventions and methods will be considered. Illustrative components are included to illustrate to potential applicants possible areas of implementation.

26. Can USAID provide any guidance on the target numbers of beneficiaries for programs under this APS?

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS: increasing educational and life opportunities for girls ages 10-19. USAID understands that the number of beneficiaries may vary based on the type of intervention, age, school, and skill level of beneficiaries, and geography. Proposed targets included in the concept paper should be evidence-based.

27. Is it necessary to address all illustrative components in one concept note or could we select one or two or more illustrative components and develop a concept note?

USAID/Pakistan seeks the best and most efficient means to achieve the objectives of the APS: increasing educational and life opportunities for girls ages 10-19. Proposals can focus on any or all of the development objectives. All reasonable and evidenced-based interventions and methods will be considered. Illustrative components are included to illustrate to potential applicants possible areas of implementation.

28. Whether age range can go up to 22-25?

The age range for Let Girls Learn/Pakistan is 10-19. Activities can include community or household members outside of this age group if it results in increased educational opportunities for girls between ages 10-19.

29. The cost categories presented vary from the standard OMB cost categories. Personnel, Fringe, Travel, Other Direct and Indirect Costs. We don't see Program Direct Cost included as an OMB cost category. Also, Equipment, Supplies, and Construction OMB cost categories are excluded. How should we budget costs related to these categories for the summary budget of the APS that should be included in the Concept Note?

In order to encourage participation of non-traditional partners, USAID/Pakistan is utilizing a simplified summary budget for the Concept Note stage. Costs such as equipment or supplies may be included in the Program Direct Cost or Other Direct Cost categories as the applicant sees fit. The primary purpose of the Concept Note summary budget is to provide USAID/Pakistan with a snapshot of the total amount of requested funding and a general breakdown of how the Applicant estimates that the costs will be divided. Applicants who are successful at the Concept Note stage will be asked to submit a Full Application, which will have more detailed instructions on the cost application submission and the documentation required to support determination of cost realism and reasonableness by USAID.

30. Page 15 of the APS states that applicants may only use an authorized NICRA, or if this is not established then applicants may choose to charge an indirect rate of 10% in accordance with ADS 303.3.12. We currently have a USAID Pakistan contract award (AID-391-C-15-00014) using a provisional indirect cost rate of 20% as we do not have an authorized NICRA established. Can you please advise if we can use 20% for our application for this award, as we note that 2 CFR 200.414(f) states that indirect costs rates “must be used consistently for all Federal awards”?

USAID revised ADS 303 to include the 10% de minimis rate in order to make it easier for applicants without a NICRA to be reimbursed for indirect costs. If an applicant has another award with USAID/Pakistan with a provisional indirect rate, they may choose to propose that rate instead of the de minimis rate. This proposed rate would still need to be re-evaluated during negotiation of an award to be made, as having a provisional rate established at the Mission level is different than having an approved NICRA.

31. Under Section II – Award Information – the guidance note indicates that at least one award worth \$4m will be made at a minimum, but that interventions for Round 1 should range in the value from \$8m to \$19m. Does this \$4m refer to an award in a subsequent Round or can proposals be submitted for less than \$8m in the first Round?

Proposals for less than \$8 million may be submitted in the first round. It is USAID's preference that this Round result in an award worth between \$8 and \$19m, but USAID would still consider proposals worth less than the recommended amount. USAID's overarching goal is to support the best ideas through this APS.

32. In the case of a pre-award survey – for INGOs is this conducted at a local (country office located in Pakistan) or global level (HQ office located in Ireland) or both?

Please see ADS 303.3.9.1 for more information about pre-award surveys. The Agreement Officer would make the determination on what the survey will review depending on the individual applicant.

33. Eligibility requires compliance with applicable Government of Pakistan registration requirements – does USAID take submission of all requested documentation in line with Pakistan registration requirements, along with permission from the Ministry of Interior to continue operations while our MOU application is being reviewed, as compliance?

This scenario would seem to fit with the registration guidance on page 12 of the APS. "In the event that an apparently successful applicant does not possess such registrations/permissions, the Agreement Officer may choose to negotiate a time window and pre-award expense ceiling to allow the offeror to pursue registration prior to the signing of an award." A determination of how to proceed to an award where the applicant's registration is pending but not finalized would be made during award negotiation.

34. What is the expected period of time between submission of concept notes and notification from USAID regarding outcome/notification of full proposal?

The time between submission of notes and notification will depend on the number and quality of concept notes received. Let Girls Learn is a USAID/Pakistan priority, and we hope to evaluate the concept notes quickly in order to move forward toward the full application request stage as soon as possible.

35. Are consortium submissions acceptable for this round? And if so, do the various organizations in the consortium arrangement need to be named in the concept note?

Consortium submissions are acceptable. Applicants must list the consortium members on the Cover Page of the Concept Note.

36. If, as part of a consortium application, applicants (lead and sub) do not have a NICRA are all eligible to include a 10% indirect rate of modified total costs? Or is this limited to the lead/prime applicant?

The 10% de minimis indirect rate is available to any organizations that do not have a NICRA. All organizations including indirect costs will be required to follow the requirements in 2 CFR 200.414(f).

37. An additional formal technical application does not take place at Full Application stage – is this stage still considered a competitive stage of the process?

At the Full Application stage, applicants are not necessarily competing against each other. It is possible that the Full Application stage will result in one, multiple or zero awards being finalized. USAID reserves the right to fund any or none of the applications submitted. Given the time and expense associated with preparing a full application, USAID/Pakistan will make every effort to limit the Full Application request only to the concept(s) that we believe may reasonably be expected to result in an award.

38. Is there any possibility of an extension in concept paper submission date in view of considerable number of Muharram /weekly holidays (8) falling between the release of APS and existing submission deadline of October, 24?

USAID/Pakistan has extended the deadline.

39. Can past experience be provided as a separate annexure to the concept paper body? This will allow for adequate space to discuss technical approach in this section, while placing experience of the organizations separately in an annex.

No. As detailed on page 15, USAID/Pakistan only seeks summary information of the organizations' experience with work of a similar nature and why the organization feels itself suitable to implement the project. This can be accomplished in a few sentences. Organizations that proceed to the Full Application stage will be required to submit more comprehensive information regarding past performance as part of the application.

40. Can budget notes be provided as a separate annex to the one page concept budget?

There is no need for budget notes at the Concept Note stage. The primary purpose of the Concept Note summary budget is to provide USAID/Pakistan with a snapshot of the total amount of requested funding and a general breakdown of how the Applicant estimates that the costs will be divided. If the applicant proceeds to the Full Application stage, then they would be required to submit budget notes along with a detailed budget.

41. Are any annexures allowed? If so, is there a page limit?

No annexures are allowed at the Concept Paper stage. Applicants must follow the Concept Paper instructions—including page limits—as listed on page 14-15 of the APS.

42. Should equipment, supplies and participant and consultant travel costs be categorized as Program Direct Costs?

Costs such as equipment or supplies may be included in the Program Direct Cost or Other Direct Cost categories as the applicant sees fit.

43. [Organization name] is an international organization with an MoU with Economic Affairs Division. Does it qualify to be the lead in a consortium (for applying for this APS)? Or only US and/or Pakistani organizations can be the lead?

As per Section III, non-U.S. organizations are eligible to apply.

44. Under 2. Estimated Funds (p. 8), the RFA states: “At this time the maximum potential amount of total assistance funding is anticipated to be \$24.9 million. USAID/Pakistan anticipates that at least one award worth approximately \$4M will be made at a minimum. For Round 1, USAID anticipates that a total of \$19,000,000 will be available funding. During this round USAID would prefer that proposed interventions range in value from \$8,000,000 to \$19,000,000.”

Please see question 3.

45. In Round 1, may applicants propose a minimum budget of \$4,000,000, or \$8,000,000? Can USAID please clarify the funding range for Round 1 Concept Papers?

Proposals for less than \$8 million may be submitted in the first round. It is USAID's preference that this Round result in an award worth between \$8 and \$19m, but USAID would still consider proposals worth less than the recommended amount. USAID's overarching goal is to support the best ideas through this APS. The \$4m figure

represented USAID/Pakistan's best estimate at the minimum amount of funding that could potentially be made under this APS, but we are primarily seeking to support the best interventions that will achieve the LGL objectives, as opposed to achieving a funding goal range.

46. On page 2, in summary, it is mentioned that international partner can participate in this grant. Is any State University in the US can be requested to become a partner in implementing grant activities?

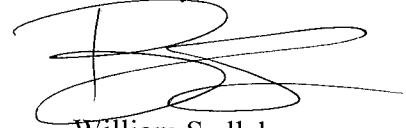
Yes. As detailed in Section III of the APS, colleges and universities are eligible to submit applications, and therefore would also be eligible to be part of the implementation of a concept as a partner in a consortium or a subawardee.

47. One important component of concept paper is concept budget. Is there any USAID formula for budgeting items such as salaries, fringe benefits, and other allowances? Is there a guideline, how much we can allocate for development, training, equipment, material, salaries, etc.

The primary purpose of the Concept Note summary budget is to provide USAID/Pakistan with a snapshot of the total amount of requested funding and a general breakdown of how the Applicant estimates that the costs will be divided. Applicants who are successful at the Concept Note stage will be asked to submit a Full Application, which will have more detailed instructions on the cost application submission and the documentation required to support determination of cost realism and reasonableness by USAID.

Generally, all proposed costs must be reasonable for the concept proposed, allocable to concept activities, and allowable under USAID regulations. For more specific information on the cost regulations for awards made under this APS, please consult Subpart E of 2 CFR 200.

Sincerely,



William Sedlak,
Agreement Officer
USAID/Pakistan