The purpose of this Amendment 01 is to provide answers to the questions that were received in respect to Limodzi Program Broad Agency Announcement.

Thank you for your interest in USAID projects.

Sincerely,

Paul Martin
Supervisory Agreement Officer
USAID/Malawi
Question # 1: Could USAID elaborate on how open is this BAA towards ideas concerning Transgender project proposals?

Answer # 1: The BAA is open to any innovative ideas depending on any chosen subject matter.

Question # 2: Would USAID please clarify if it is possible to consider innovative ideas submitted from an individual/organization not meeting the USAID Registration and Financial Management requirements?

Answer # 2: Any individual/organization may submit an Expression of Interest, to contribute ideas into the process. However if they do not meet USAID requirements they will not be considered for an award unless, they collaborate with another institution meeting USAID requirements. In that case, the institution will be the prime and the individual/organization will be the sub-awardee (at the discretion of the prime). Note – No award will be issued to an individual.

Question # 3: It has been noticed that there is no Malawi government national frameworks, priorities and policies that have been referenced in the BAA to guide offeror’s ideas. Would USAID clarify whether a reference to such guidance can be included in offeror’s submissions?

Answer # 3: Yes they can be referenced. The BAA welcomes any great ideas including those linked to the Malawi Government guiding framework like the Malawi Growth and Development Strategy III.

Question # 4: Would USAID clarify whether the sub-recipients would also be assessed by USAID based on the same requirements as the prime?

Answer # 4: No assessments are being conducted at the Expression of Interest phase. When the time comes to determine an award, USAID will only assess the capacity of the prime. It is the responsibility of the prime to assess the capacity of its proposed sub-awardees.

Question # 5: Would USAID clarify whether it is allowed to use a combination of languages (e.g. English and Chichewa) in compiling ideas?

Answer # 5: For consistency, only one language is encouraged in an Expression of Interest submission.

Question # 6: Would USAID clarify whether Government of Malawi Institutions are eligible under this BAA?

Answer # 6: No. This BAA is meant for-profit, and nonprofit organizations, as well as institutions of higher education, non-governmental organizations and not for the Government of Malawi’s institutions.

Question # 7: Would USAID please explain how many ideas/proposals can be submitted by one organization?
Answer # 7: There is no limitation on how many ideas an organization can submit. However, offerors are advised to focus on quality Expressions of Interest, rather than on quantity.

Question # 8: We understand that USAID has its own priority working districts in Malawi. Would you please clarify which districts are eligible under this BAA?

Answer # 8: Any district in Malawi is eligible.

Question # 9: Would USAID please clarify whether Public International Organizations (PIOs) are eligible to apply as a prime?

Answer # 9: No, they are not eligible to apply as a prime. Please refer to answer # 12 below.

Question # 10: Would USAID please clarify whether it is possible for organizations to partner with small Community Based Organizations (CBOs) when submitting their ideas/proposal?

Answer # 10: Yes, organizations can partner with any CBO.

Question # 11: Could USAID clarify if there are funds allocated for construction works under this BAA?

Answer # 11: Yes, construction could be included but it must meet USAID construction approval requirements.

Question # 12: Are international organizations eligible to apply as a prime?

Answer # 12: No. International and regional organizations can only be sub-awardees.

Question # 13: Assume there’s a consultancy institution which is a branch of another institution. The other institution happens to have received USAID funding of more than $5 million in the past years. Could USAID clarify as to whether the consultancy institution is eligible to participate in this BAA?

Answer # 13: Yes, they can be eligible as the legislation stipulates that "Departments or centers of such educational institutions may be considered individually in determining such eligibility."

Question # 14: Would USAID clarify as to the minimum and maximum number of members allowed per each consortium?

Answer # 14: No limitation on the number of members. Please note that offerors are not required to create consortium at the Expression of Interest stage. Consortium may be created during the co-creation/design stage.

Question # 15: Would USAID clarify how many awards will be awarded under this BAA and if the award will be extended for another period of performance?

Answer # 15: USAID is unable to determine at this time how many awards will be made. This is just the Expression of Interest stage. Such other determinations will only be made clear in follow-on stages.
Question # 16: Is the USAID funding eligibility requirement (of not exceeding $5 million) applicable to USAID/Malawi funding only?

Answer # 16: No. It is applicable to any United States Government funding.

Question # 17: Apart from the consortium applications, can individual organizations submit their own Expression of Interest (EOI)?

Answer # 17: Yes, ideas can be submitted in both ways as a consortium or as an individual organization.

Question # 18: Would USAID elaborate on the deadlines for other stages of the process following the initial stage of EOI submissions?

Answer # 18: As of now, the known deadline is the EOI submission date of May 25, 2018, at 5:00 pm Lilongwe time. Submission deadlines for other stages will be determined later and communicated to those organizations participating in the next stages.

Question # 19: Would USAID clarify whether it will be in a position to support social enterprises under this BAA?

Answer # 19: Yes, social enterprise is something that can be considered.

Question # 20: Would USAID clarify on the range of funds to be made available to each award?

Answer # 20: There’s no range provided. However, the funding will depend on availability of funds, the required need to successfully execute the proposed idea, and the management capacity of the organization.

Question # 21: The announcement indicates that training centers, consulting firms, etc. can apply. However, under eligibility information, there is a clause which stipulates that "entities (local or international) which have received more than $5 million in aggregate in US government funds from any source over the past five years will not be eligible to receive awards. In case a training centre of an institution intends to apply for funding, does the amount mentioned in the clause applies to the funding received by the training centre or it is referring to overall funds received by the institution.

Answer # 21: Please refer to answer # 13 above.

Question # 22: We were uncertain if sub partners also had to meet the criteria of receiving less than $5M from USG sources to be eligible, or if this restriction was only applicable to Malawian/regional primes.

Answer # 22: No. The $5M limitation applies only to the prime.

Question # 23: Is it possible to receive the BAA PowerPoint presentation?

Answer # 23: The powerpoint presentation is provided as an attachment.
Question # 24: Can a company involved in borehole drilling presents new ideas regarding the borehole drilling challenges in Malawi?

**Answer # 24:** Please refer to answer # 1 above.

Question # 25: Is there a template for the EOIs for the Limodzi BAA?

**Answer # 25:** There is no template. As indicated on paragraph VII of the BAA, the EOIs shall be:

- no more than 4 pages in length, 12 point font, in pdf, or docx format
- in English or in Chichewa
- submitted electronically to limodzi@usaid.gov
- indicating in the subject line which theme the EOI is addressing: “Catalytic Sustainable Development” or “Organizational and Institutional Development”
- containing a header with the following information (included in the page count):
  - Respondent Name/Group and Contact Information
  - Response Title
  - BAA Addendum Name/Number
  - Optional graphic that fits on an 8.5”x11” or A4 piece of paper.

Question # 26: What's the format for writing the EOI (i.e. is there a template developed)?

**Answer # 26:** Please refer to answer #25 above.

Question # 27: What are the main sections/areas that USAID priorities to appear in the EOI?

**Answer # 27:** Please refer to answer #1 above.

Question # 28: Should we include the financial proposal in the EOI?

**Answer # 28:** Yes, please submit an indicative budget.

Question # 29: Which costs are eligible and which ones are not in this grant application?

**Answer # 29:** Only costs related to the performance of the proposed activity are allowable.

Question # 30: Can you please clarify if an international NGO based in Tanzania (regional actor) be awarded funding as a prime recipient?

**Answer # 30:** Please refer to answer # 12 above.

Question # 31: Is it allowed to bid together with a Government of Malawi Department/entity?

**Answer # 31:** Please refer to answer #12 above.

Question # 32: Are international organizations expected to partner with a local organization in the first (proposal submission stage)?
Answer #32: International organizations are not expected to partner with local organizations. International organizations may submit an Expression of Interest but they will only be considered as a potential sub-awardee in a consortium.

Question #33: Can the pre-proposal conference powerpoint presentation be shared?

Answer #33: Please see the attached Pre-proposal Conference powerpoint presentation.

[End of Amendment # 1]
Limodzi
Broad Agency Announcement (BAA)

Pre-proposal conference

USAID Malawi
April 30, 2018
What is a Broad Agency Announcement?

➢ A transparent method to collaborate by co-creating and co-designing a development solution based only on an initial idea;
➢ Involve a wider pool of potential partners;
➢ Involve key stakeholders and USAID at an early stage;
➢ Used for Research and Development (R&D) – Defined in FAR Part 35.
BAA - Why it’s different

Background:

• Traditionally, USAID identifies a problem and then seeks proposals.

• While we do consult widely, we’re not able to share ideas in the design phase because of procurement sensitivity.

• However such a top down approach is often not sustainable nor empowering as it lacks local ownership.
  – Without local ownership, impact often ends when project closes.

The BAA is a new type of mechanism that allows co-design with partners.
Goal:

• The Limodzi BAA seeks to strengthen citizen agency and challenge donor dependency in Malawi by supporting locally-owned and led development initiatives.

• Malawian, regional actors from civil society and private sector are invited to submit Expressions of Interest (EOI) to address a key development issue in a way that:

  ❖ reflects self-reliance
  ❖ considers financial and operational sustainability, and
  ❖ leverages other resources.
EOIs should respond of of the below themes:

- **A. Catalytic Sustainable Development:** Developing Malawian approaches to Malawian challenges

- **B. Organizational and Institutional Development:** Strengthening support systems for local development

**NOTE:** Amount of resources will depend on concepts received, availability of funds (USAID & other partners).
BAA 4 STAGE PROCESS

1. Expressions of Interest
2. Development of Concept Papers
3. Review Board
4. Determination and Award
1. EOIs must include an identified development challenge and proposed idea(s).

2. EOIs must demonstrate the potential to have a significant impact (e.g. breakthroughs, not incremental improvements), that could be scaled up.

3. EOIs must indicate the background and expertise of the organization, the managerial and technical staff or team engaged in the endeavor.
STAGE 1 – Expressions of Interest (EOIs)

4. EOIs must indicate what co-investment resources are available (i.e. co-funding or in kind items)

5. USAID will consider the reputation of an organization and its past performance in assessing the ability of the organization to contribute to the co-creation.

6. EOIs will want to identify ways to increase knowledge and understanding of potential solutions and advance innovations.
STAGE 1 – Expressions of Interest (EOIs)

Eligibility

• Malawian or regional for-profit and nonprofit organizations: For example:
  – local civil society organizations,
  – research/academic institutions,
  – private sector,
  – professional associations,
  – arts groups,
  – media groups,
  – religious/cultural associations

• Regional or international partners can engage in co-design to contribute their ideas. **However**, they **will not** be awarded funding as a “prime” recipient (can be sub-awardee).
Eligibility – Restriction

❖ Entities (local or international) which have received more than $5 million in aggregate in US government funds from any source over the past five years will not be eligible to receive awards (per local works' authorizing legislation)
Information Protection

- EIOs should be free of any intellectual property;
- Organizations are granting to USAID a royalty-free, non-exclusive, and irrevocable right to use, disclose, reproduce, and prepare derivative works;
- EIOs will be shared with USAID partners;
- EIOs are free of any third party proprietary data rights.
- **However**, once submitters have been invited to advance beyond co-creation, submitters can work with USAID to identify proprietary information that requires protection.
STAGE 1 – Expressions of Interest (EOIs)

Formatting Information

▪ Be In English or Chichewa, no more than 4 pages in length, and no smaller than 12 point font;

❖ if an organization is selected to join in a co-design process and later to an award, all communications will be conducted in English

▪ Be submitted electronically to limodzi@usaid.gov indicating in the subject line which theme the EOI is addressing: “Catalytic Sustainable Development” or “Organizational and Institutional Development”.
1. Co-Creation -

- USAID will review EIOs and select organizations for co-creation of an idea with USAID.
- USAID may select one organization for co-creation or several organizations to work together as a group.
- Co-creation will be in the form of an initial workshop followed by meetings and work via email and document sharing.
- More information on co-creation and its design approaches, see https://usaidlearninglab.org/library/co-creation-discussion-notes-ads-201.
Concept Papers will be presented to a Peer and Scientific Review Board, (experts from USAID, partners, and/or outside parties).

Peer and Scientific Review Board will review and recommend which should be considered for awards.

**NOTE** - Not all organizations that present a Concept Paper to the Peer and Scientific Review Board will be invited to move to Stage 4.
STAGE 4 – Award Determination

The USAID Contracting Officer/Agreement Officer will:
❖ review the Review Board’s recommendations
❖ consider the Mission priorities and availability of funds,
❖ determine whether to move forward with the Concept Papers and if so, the type of instrument (grant, contract, etc).

NOTE: Prior to award USAID will assess the partner’s capacity to manage USAID funds. This will review an organization’s financial management, organizational and technical capacities.
Rights Reserved for US Government under this BAA

U.S. Government reserves the following rights to:

1. Award multiple awards, a single award, or no awards.

2. Make award without discussions, or to conduct discussions and/or negotiations.

3. Accept proposals in their entirety or select only portions of proposals for award or co-investment.

4. Select the instrument type (i.e. contracts, grants, cooperative agreements, public-private partnerships, Public International Organizations, Global Development Alliance)
• 5. Co-create projects with one or more proposers.

• 6. Request any additional, necessary documentation upon initial review. Such additional information may include, a further detailed proposal, budget, representations and certifications.

• 7. Fund or co-invest in proposals in phases, with options for continued work.

• 8. Remove organizations from this process if USAID determines it is no longer needed to proceed with the organization.
Thank you very much for your participation

We welcome your observations & questions