<table>
<thead>
<tr>
<th><strong>RFA Title:</strong></th>
<th>Healthcare Electrification to Improve Maternal and Child Health Services</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>RFA No:</strong></td>
<td>PAOP- RFA-2021-005</td>
</tr>
<tr>
<td><strong>Date of Issuance:</strong></td>
<td>Monday, February 8^{th}, 2021</td>
</tr>
<tr>
<td><strong>Closing dates for questions:</strong></td>
<td>Round 1: Monday, February 15^{th}, 2021&lt;br&gt;Round 2: Monday, March 1^{st}, 2021&lt;br&gt;(Questions should be sent via email to <a href="mailto:paopgrants@powerafrica-offgrid.org">paopgrants@powerafrica-offgrid.org</a>)</td>
</tr>
<tr>
<td><strong>RFA Live Q&amp;A and Webinar</strong></td>
<td>Tuesday March 9, 2021 at 14h00 SAST (GMT+2)</td>
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<tr>
<td><strong>Responses to be published:</strong></td>
<td>Round 1: Thursday, February 18^{th}, 2021&lt;br&gt;Round 2: Monday, March 15^{th}, 2021</td>
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<tr>
<td><strong>Closing date for this RFA:</strong></td>
<td>Monday, March 22^{nd}, 2021 at 17h00 SAST (GMT +2)&lt;br&gt;<strong>Late applications will not be considered</strong></td>
</tr>
<tr>
<td><strong>Estimated award date:</strong></td>
<td>Monday, May 31^{st}, 2021</td>
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<tr>
<td><strong>Duration of funding:</strong></td>
<td>Maximum 12 months</td>
</tr>
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Overview of funding opportunity

The Power Africa Off-grid Project (PAOP), a United States Agency for International Development (USAID)-contracted project implemented by RTI International, seeks applications to fund one or multiple awards to provide incentives, in the form of grants, to qualified organizations/companies to catalyze the growth of off-grid energy access solutions to improve the capabilities of healthcare facilities to provide services including those focused on maternal and child health. This RFA provides prospective applicants with a fair opportunity to develop and submit competitive applications to PAOP for potential funding.

The grants will be awarded and implemented in accordance with USAID and US Government regulations, and PAOP grant management policies and procedures. Please see the detailed description of the application requirements in “Section III: Application Merit Review Criteria” below.

Grant activities may be conducted in Kenya, Malawi, Nigeria, Senegal, and Uganda. PAOP will partner directly with organizations based in these countries.

Soft copies of this document are available from the RTI International website: www.rti.org/rfp.

To ensure uniform disclosure to all potential applicants, applicants should submit clarification questions by email to paopgrants@powerafrica-offgrid.org by February 15th, 2021 at 17h00 South African Standard Time (GMT+2) for the first round of questions and by March 1st, 2021 at 17h00 South African Standard Time (GMT+2) for the second round of questions. PAOP will not respond to telephone inquiries. PAOP will host a live webinar on March 9th, 2021 with further details posted to the RTI website (www.rti.org/rfp). Answers will be posted on the RTI website (www.rti.org/rfp) on March 15th, 2021.

<table>
<thead>
<tr>
<th>Date of Issuance</th>
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<tbody>
<tr>
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</tr>
<tr>
<td>Responses to first round of questions posted by RTI</td>
<td>February 18, 2021</td>
</tr>
<tr>
<td>Closing date for second round of questions</td>
<td>March 1, 2021</td>
</tr>
<tr>
<td>Webinar for Q&amp;A</td>
<td>March 9, 2021</td>
</tr>
<tr>
<td>Final responses to be posted by RTI</td>
<td>March 15, 2021</td>
</tr>
<tr>
<td>Closing date for this RFA</td>
<td>March 22, 2021</td>
</tr>
<tr>
<td>Anticipated award date</td>
<td>May 31, 2021</td>
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</table>
Issuance of this RFA does not constitute an award commitment on the part of the PAOP or USAID, nor does it commit PAOP to pay for costs incurred in the preparation and submission of an application. Further, PAOP reserves the right to reject any or all applications received. Similarly, an invitation to clarify your application is not a commitment to fund that application, nor reimburse any costs incurred during the preparation of the application.

The PAOP grant review and approval process eliminates the possibility of any unilateral decision on any given application. PAOP staff will not ask for, and applicants are prohibited from offering, any money, fee, commission, credit, gift, gratuity, thing of value, or compensation to obtain or reward improper favorable treatment regarding this solicitation. Any improper request from a project employee should be reported to ethics@rti.org.

Sincerely

Miguel Franco
Chief of Party, Power Africa Off-grid Project
Power Africa Contractor
SECTION I. OBJECTIVES AND SCOPE

a. Program Background

The Power Africa Off-grid Project (PAOP) is a four-year contract between the United States Agency for International Development (USAID) and RTI International. PAOP intends to accelerate off-grid electrification across sub-Saharan Africa (SSA) to support Power Africa’s Beyond the Grid initiative, which contributes to the goal of facilitating 60 million new electricity connections by 2030. Power Africa defines access as the direct or actual number of new households and businesses connected to electricity via an on-grid or off-grid solution. PAOP focuses on accelerating off-grid energy access through solar home systems (SHS) and micro-grids, with the goal of facilitating six million new electricity connections by November 2022. The importance of electricity access is especially prominent now as countries throughout SSA implement varying levels of responses to mitigate the effects of the COVID-19 pandemic on the different sectors of society. The health sector has been particularly hit by the direct effect of the pandemic on health system capacity as well as indirectly by the effects of various response measures on economies and livelihoods.

Pre-pandemic, SSA already lagged behind the rest of the world with regards to many health indicators, including those for maternal and child health. For example, approximately 99% of maternal deaths occur in developing countries with more than 50% of those deaths occurring in SSA. The region also has the highest under-five mortality rate in the world with 1 in 13 children dying before the age 5.1 Additionally, the maternal and child health are interdependent. When a mother dies during childbirth, the newborn only has a 19% chance of surviving beyond their first month.2

Figure 1. Maternal Mortality Ratio Map, 2017

1 https://www.who.int/news-room/fact-sheets/detail/children-reducing-mortality
Unfortunately, many of these deaths could be prevented if there is access to quality maternal and child health services e.g. skilled antenatal, delivery and postnatal care as well as adequate health infrastructure (such as lighting and equipment).³

Furthermore, the COVID-19 pandemic is posing serious challenges for countries to sustain the provision of quality and essential maternal and child health services with the diversion of limited resources from routine services towards emergency pandemic responses.⁴ For example in Kenya, maternity wards of hospitals are being repurposed to act as isolation centers for COVID-19 patients.⁵ This would result in reduced healthcare utilization such as pregnant women missing antenatal care appointments, lower child vaccinations, and reduction in skilled delivery care.⁶ This reduced access to health services and limited availability of care is further exacerbated by the lack of energy access at healthcare facilities.

b. Program Description

This grant funding will support the scale up of existing business models and/or technologies for the electrification of healthcare facilities, specifically for those providing maternal and child healthcare services. Proposals must include at least one of the following:

● Photovoltaic (PV) electrification of a complete off-grid or weak-grid (average of less than 8 hours a day of electricity) healthcare facility that offers maternal and child healthcare services
● PV electrification of only a maternity ward of an existing off-grid or weak-grid (average of less than 8 hours a day of electricity) healthcare facility

For facilities where an existing generation source exists (including a grid connection or diesel generation), proposals for PV electrification solutions that incorporate existing generation (i.e PV hybridization) are allowed. PV-hybrid solutions that rely on the introduction of additional generation sources other than PV are not allowed. If a hybrid solution is proposed, the applicant must demonstrate that the hybridized system is technically feasible and must demonstrate past experience designing, installing, commissioning, operating, and maintaining such systems. Additionally, the applicant must demonstrate why the hybridized solution is needed and what the impact will be, beyond simply cost savings.

⁴ https://data.unicef.org/topic/maternal-health/covid-19/
Please note that preference will be given to applicants who already have experience implementing their proposed solution, have an active presence in the proposed country, and can demonstrate in detail the potential impact and commercial sustainability of their proposed solution. All the applications need to provide a roadmap for technology validation (through pilot study) and demonstration of scalability. Annex A and Annex B provide all the details required for the technical response.
SECTION II. APPLICATION AND SUBMISSION INFORMATION

a. Instructions to Applicants

Applicants must propose strategies for the implementation of the program scope described above, introducing innovations that are appropriate to their enterprise strengths.

b. Questions and Further Assistance

PAOP will be hosting a webinar regarding this opportunity on Tuesday March 9, 2021 at 14h00 SAST (GMT+2) via Zoom. Please note that you will need to register for the webinar event at: https://rtiorg.zoom.us/webinar/register/WN_4i7_IkX3QVePLPiivHqbug

Once you register, you will receive a confirmation with a personalized Zoom login, a link to international phone numbers, and the ability to add the event to your calendar.

Questions concerning this RFA must be submitted in writing via email to paopgrants@powerafrica-offgrid.org (with RFA number PAOP-RFA-2021-005 in the email subject line as a reference) on or before the deadline for receipt of question(s) stated on the cover letter of this RFA. Questions will not be accepted by any other means. Additionally, a webinar will be hosted to provide answers to questions submitted. If it is determined that the answers to any questions are of sufficient importance to warrant a response, a Questions and Answers document and/or an amendment to the RFA will be issued and posted to www.rti.org/rfp on Thursday, February 18th, 2021 for the first round of questions and Monday, March 15th, 2021 for the second round of questions. It is the responsibility of the organization to monitor this website for any amendments that may be posted later. Please read the RFA in its entirety and ensure that your response addresses all the items listed in the Technical Application Instructions and in the Evaluation Criteria.

c. Submission Information

Technical applications (together with documents listed below) shall be submitted in the format provided in Annex A – Technical Application Form and completed in English and may not be more than ten (10) pages (excluding cover page, executive summary (1 page max) and annexes B - E). For an application to be considered all documents listed below should be submitted in electronic copy to paopgrants@powerafrica-offgrid.org (with RFA number PAOP-RFA-2021-005 in email subject line as a reference).

2. Annex B: Technical Application Spreadsheet (in spreadsheet file format)
3. Annex C: Grant Application Monitoring, Evaluation, and Learning (MEL)
4. Annex D: Implementation Plan Template

5. Annex E: Detailed Budget (in spreadsheet file format and presented in US Dollars) and Budget Justification (in Word document file format)

6. Annex F: Required Certifications (signed and dated)
   a. Proof that the applicant is eligible to work in the country
   b. Past performance business referral letters for previously performed similar work
   c. CVs of key personnel, management and technical, who will oversee the project, and
   d. Organizational diagram.

Application documents (listed above) should be submitted in a zipped folder. The zipped folder file size should not exceed 20 Megabytes (20MB).

PAOP Submission email: paopgrants@powerafrica-offgrid.org (with RFA number PAOP-RFA-2021-005 in email subject line as a reference). Only applications submitted to this email will be counted as official submission. Annexes A-D are required to be submitted by the submission deadlines. Annex E - Certifications, legal registration documents, tax compliance documents, past performance letters and organizational diagram are required prior to any award. The submission deadline is Monday, March 22nd, 2021 at 17h00 SAST (GMT +2). Late applications will not be considered. All interested applicants are encouraged to submit their application as early as possible.

d. Technical Application

Applicants are expected to develop their proposals based on their understanding of needs, their prior institutional experience, and their determination of the approaches that would be feasible, scalable, and successful within the context provided above. In all cases, applicants shall clearly explain the rationale for the proposed approaches chosen. Technical applications shall be submitted in the format provided in Annex A – Technical Application Form and Annex B – Technical Application Spreadsheet.

e. Cost Application

Applicants are required to submit a detailed budget (in spreadsheet file format) with budget justification notes (in Word document format) detailing how they will allocate the grant funds during the grant term, including proposed level of effort of staff who will work on the project. Grant funds may be used for the following types of costs:
- Operational costs related to the provision of the proposed activities, including salaries of personnel, relevant financial administration, and other costs directly related to implementing the project.

- Operational costs for activities related to the delivery of proposed activities, including service provision, trainings, and communication initiatives.

- Capital expenditures for activities related to the delivery of proposed activities, including equipment, materials, and consumables.

PAOP is not responsible for any costs associated with the development of applications in response to this RFA. All costs incurred in the preparation and submission of applications will be for the account of the applicant and will not be reimbursed. All grant activity costs must be within the normal operating practices of the applicant and in accordance with its written policies and procedures. In addition, costs must be compliant with 2 CFR 200 Subpart E, Cost Principles (https://ecfr.io/Title-02/sp2.1.200.e). The budget may include direct costs that will be incurred by the applicant to provide identifiable administrative and management costs that can be directly attributable to supporting the grant objective. The application form must be signed by a senior representative authorized to make commitments on behalf of the applicant.
SECTION III. APPLICATION MERIT REVIEW CRITERIA

Full applications will be evaluated against the merit review criteria as shown below and should not be more than ten (10) pages.

<table>
<thead>
<tr>
<th>Merit Review and Category</th>
<th>Points</th>
</tr>
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<tbody>
<tr>
<td>A. Impact</td>
<td>25</td>
</tr>
<tr>
<td>B. Innovation</td>
<td>10</td>
</tr>
<tr>
<td>C. Viable and scalable solution</td>
<td>15</td>
</tr>
<tr>
<td>D. Leveraging of other funds/resources to increase the impact of the proposed intervention</td>
<td>5</td>
</tr>
<tr>
<td>E. Management and operational capacity</td>
<td>20</td>
</tr>
<tr>
<td>F. Commercial Sustainability/Financial self-reliance beyond the 1 year grant period</td>
<td>15</td>
</tr>
<tr>
<td>G. Cost efficiency</td>
<td>10</td>
</tr>
<tr>
<td>Overall Rating (out of 100 points)</td>
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These merit review criteria elements are described more fully below.

A. **Impact (25 points).** The proposed solution will have an impact by electrifying one or more healthcare facilities in order to support the delivery of maternal and child healthcare services at those venues. This includes:

- PV electrification of a complete off-grid or weak-grid (average of less than 8 hours a day of electricity) healthcare facility that offers maternal and child healthcare services
- PV electrification of only a maternity ward of an existing off-grid or weak-grid (average of less than 8 hours a day of electricity) healthcare facility

The selection of facilities for electrification should maximize impact while maintaining commercial sustainability and feasibility (as defined in F below). The applicant must demonstrate an understanding of the needs of the surrounding community, the lack of reliable existing electricity services, and a clear connection between electrification and the subsequently improved ability of the facility to bridge maternal and child healthcare service gaps.

Impact metrics that applicants will be judged by are:

- Number of facilities proposed
- Number of potential beneficiaries:
  - Current number of patients served annually across proposed facilities
    - Total patients
    - Pregnant women
• Children under 5 years of age
  o Expected increase in the number of patients treated annually across proposed facilities:
    ▪ Total patients
    ▪ Maternal and child patients
• Number of deliveries (disaggregated by day and night if possible):
  o Current number of deliveries annually across proposed facilities
  o Expected increase in the number of deliveries annually across proposed facilities

Applicants are encouraged to include a narrative description of any other impacts expected to result from the proposed activity. These additional impacts will also be considered in the scoring.

B. **Innovation (10 points)**. The proposed solution should introduce a new revenue stream, business model, scale-up of new technology, etc. This does not include the development of new technology but rather the introduction of a new technology and/or innovative uses of existing solutions.

C. **Viable and scalable solution (15 points)**. The applicant must demonstrate that the proposed solution is technologically and economically viable, with a defined plan to scale the proposed solution past the period-of-performance of this grant. The applicant must provide a proposed strategy for the next three years, including:
  • Projected pipeline of facilities
  • Financing strategy
  • Operational strategy (i.e., staffing, offices, etc.)
  • Potential partners

D. **Leverage of other funds/resources (5 points)**. Proposed solutions that demonstrate leveraging of resources from other sources that improve the best value for money to increase the impact of the proposed intervention will be given preference. This can include, but is not limited to:
  • Direct in-kind contributions by the applicant or any other party (i.e., labor, land, overhead, etc.)
  • Funding from other donors
  • Funding from investors
  • Funding from lenders
  • Funding from other partners (i.e., government agencies, NGOs, etc.)

E. **Management and operational capacity (20 points)**. Evidence of the capability of the applicant to undertake and accomplish the proposed activities. The application should demonstrate the enterprise’s effectiveness in terms of internal structure, technical capacity, and personnel. Also, the enterprise must demonstrate adequate financial
management capability. The evaluation will be based principally on the following:

- Documented past-performance
- Documented relevant expertise among the proposed team (CVs attached of key personnel)
- Clearly defined roles of key personnel
- Identification of expertise gaps and proposed solution(s) to bridge those gaps
- Risks and proposed mitigation strategies (as detailed in the risk matrix of Annex B)

F. Commercial Sustainability/Financial Self-Reliance (15 points). The applicant must demonstrate that the proposed solution will be financially self-reliant after the period-of-performance of the grant. Criteria used to judge this category will include:

- Percent of capital expenditures subsidized by this grant
- Percent of operational expenditures subsidized by this grant
- Expected revenue streams enabled by the electrification, including:
  - Any performance-based payments
  - Revenues from microenterprises
  - Payments from the off-taker

G. Cost efficiency (10 points). The degree to which budgeting is clear and reasonable and reflects the best use of enterprise and grant resources while also demonstrating a clear commitment of investment by the applicant. Criteria used to judge this category will include:

- Net present cost per facility electrified, based on initial capital expenditure and 10 years of operation, maintenance, and replacement costs (inputs requested in Annex B)

Additionally, PAOP will ensure environmental soundness and compliance in design and implementation as required by 22 CFR 216 Agency Environmental Procedures.
SECTION IV. AWARD AND ADMINISTRATION INFORMATION

a. Catalyzing Off-grid Investment (COIN) Fund

The overall purpose of the PAOP’s COIN Fund is to issue grants to project developers, projects, and private sector companies/actors that directly contribute to PAOP’s goals through their own activities. The COIN Fund is structured to encourage leveraged funding as parallel funding of similar activities that help achieve common goals and accelerate results. Successful applicants are encouraged to demonstrate this specific aspect of generating other funding from non-PAOP sources to be applied to the program.

b. Award Information

i. Program Duration

The duration of programs funded under this RFA will be for a maximum period of 12 months from the date of award. PAOP reserves the right to incrementally fund activities over the duration of the program, if necessary, depending on program length, performance against approved program indicators, and availability of funds.

ii. Anticipated Funding Availability

Final funding levels will depend on the content and quality of applications received, needs, availability of funding, and competing priorities. Individual grants awarded as a result of this RFA and submission of a final application are intended to be for a maximum of USD 225,000.

All grants will be negotiated, denominated, and funded in US Dollars. All costs funded by the grant must be allowable, allocable, and reasonable. Grant applications must be supported by a detailed and realistic budget.

iii. Type of Award

Grants awarded under this RFA may either be fixed amount award grants (FAA), or cost reimbursable grants. PAOP / USAID shall retain the right to terminate the grant activities unilaterally in extraordinary circumstances.

For FAAs, PAOP will make payments based on submission and acceptance of specific verifiable milestones. Once an award is issued, it will include a fixed price payment schedule with milestones and deliverables negotiated during the final application and award process.
For cost-reimbursable grants, the disbursement will be done only after submission of a claim (invoice) to PAOP, and after verification of expenditures incurred and found reasonable, allocable, and allowable. Cost reimbursable grants will be primarily used for larger interventions. Reimbursement will be scheduled on frequencies not more than monthly and upon review and acceptance of financial reports.

Both types of grants require detailed budgets that indicate the intended use of the funds as this detail helps define reasonable, allocable, and allowable expenditures.

c. Applicant Eligibility

- Applicants must be a registered company/enterprise (including micro-enterprises or groups of micro-enterprises), associations, cooperatives, and cooperative unions in the country/ies they are proposing to work and be in operation for at least one year at the time of application. All Applicants should:
  - Be legal persons;
  - Be formally constituted at the time of grant award;
  - Be compliant with the host country regulations (submit tax compliance certificate or equivalent);
  - Have their principal place of business in the host country/countries;
  - Organizations that already have a presence or are currently working in some of the mentioned geographical areas will be considered.
  - Have realized revenues of at least USD175,000 within the calendar year 2019 and/or 2020.

- Grant award(s) resulting from this solicitation will be required to provide a Data Universal Numbering System (DUNS) number at the time of the award. If the applicant already has a DUNS number, it should be included in their application. Otherwise, applicants will be expected to obtain a DUNS number before an award is made. PAOP will assist successful applicants with this process. DUNS numbers may be obtained online at [http://fedgov.dnb.com/webform/pages/CCRSsearch.jsp](http://fedgov.dnb.com/webform/pages/CCRSsearch.jsp)

- Applicants must display sound management in the form of financial, administrative, and technical policies and procedures and present a system of internal controls that safeguard assets; protect against fraud, waste, and abuse; and support the achievement of program goals and objectives. PAOP will assess this capability prior to
awarding a grant. Any falsification of proposal information may result in rejection/cancellation of the award.

d. Environmental Compliance

The Foreign Assistance Act of 1961, as amended, Section 117 requires that the impact of USAID funded activities on the environment be considered and that environmental sustainability be considered in designing and carrying out development programs. The environmental impacts of USAID-financed activities must be identified prior to a final decision to proceed and appropriate environmental safeguards are adopted for all activities.

As part of its application/proposal, the recipient, in collaboration with the PAOP technical staff shall review all planned activities under the grant to determine if any environmental action and/or documentation must be completed prior to implementation.

e. Authority /Governing Regulations

PAOP COIN Fund awards are issued in the form of grants under contract and made under the authority of the U.S. Foreign Affairs Act and USAID’s Advanced Directive System (ADS) 303. Grantees are expected to comply with the provisions of these guidelines and regulations, as applicable. USAID ADS 303 can be accessed at [http://www.usaid.gov/ads/policy/300/303](http://www.usaid.gov/ads/policy/300/303)

2 CFR 200 is not directly applicable to non-U.S. organizations; however, USAID applies some of these regulations to non-U.S. organizations through ADS 303 and the Standard provisions (USAID ADS 303.3.1). 2 CFR 200 can be accessed at [http://www.ecfr.gov/cgi-bin/text-idx?SID=12ac87ccfe859ca4c02abc695baa6227&mc=true&node=pt2.1.200&rgn=div5](http://www.ecfr.gov/cgi-bin/text-idx?SID=12ac87ccfe859ca4c02abc695baa6227&mc=true&node=pt2.1.200&rgn=div5)

f. False Statements in Applications

Applicants must provide full, accurate and complete information as required by this solicitation and its attachments.

g. Conflict of Interest Clause

Applicants must provide disclosure of any past, present or future relationships with any parties associated with the issuance, review or management of this solicitation and anticipated award. Failure to provide full and open disclosure may result in PAOP having to re-evaluate selection of a potential applicant.
h. **Prohibited goods and services**

Under no circumstances shall the recipient procure any of the following under this award, as these items are excluded by the Foreign Assistance Act, and other legislation that govern USAID funding. Programs that are found to transact in any of these shall be disqualified:

a. Military equipment  
b. Surveillance equipment  
c. Commodities and services for support of police or other law enforcement activities  
d. Abortion equipment and services  
e. Luxury goods and gambling equipment  
f. Weather modification equipment

i. **Restricted goods**

The following costs are restricted by USAID and require prior written approval from PAOP and USAID to be allowable costs:

a. Agricultural commodities  
b. Motor vehicles  
c. Pharmaceuticals  
d. Pesticides  
e. Fertilizer  
f. Contraceptives  
g. Used equipment  
h. Immovable property

j. **Disclaimers:**

- PAOP may cancel solicitation and not award.  
- PAOP reserve the right to accept or reject any or all applications received.  
- Issuance of solicitation does not constitute award commitment by PAOP.  
- PAOP reserves the right to disqualify any application based on applicant failure to follow solicitation instructions.  
- PAOP will not compensate applicants for response to solicitation.
• PAOP reserves the right to issue an award based on an initial evaluation of applications without further discussion.

• PAOP may choose to award only part of the activities in the solicitation or issue multiple awards based on the solicitation activities.

• PAOP reserve the right to ask for further clarifications from the applicants or negotiate for adjustments on the nature, scope, or scale of the investment prior to award determination to promote competition.

• PAOP will be contacting all applicants to confirm the contact person, address, and that the bid was submitted for this solicitation.

The following Annexures are included with this RFA:

ANNEX A: Technical Application Form
ANNEX B: Technical Application Spreadsheet
ANNEX C: Grant Application MEL Template
ANNEX D: Implementation Plan Template
ANNEX E: Detailed Budget and Budget Justification
ANNEX F: Required Certifications