



## Request For Applications (RFA)

### Power Africa Off-grid Project (PAOP)

<b>RFA Title:</b>	Productive Uses of Energy in Kenya
<b>RFA No:</b>	PAOP- RFA-2022-009
<b>Date of Issuance:</b>	Thursday, December 22 <sup>nd</sup> , 2022
<b>Closing dates for questions:</b>	Monday, January 3 <sup>rd</sup> , 2023 at 17h00 EAT (GMT+3).  (Questions should be sent via email to <a href="mailto:paopgrants@powerafrica-offgrid.org">paopgrants@powerafrica-offgrid.org</a> )
<b>RFA Live Q&amp;A and Webinar</b>	Friday, January 6 <sup>th</sup> , 2023 at 10h00 EAT (GMT+3)
<b>Responses to be published:</b>	Wednesday, January 11 <sup>th</sup> , 2023
<b>Closing date for this RFA:</b>	Monday, January 23 <sup>rd</sup> , 2023 at 17h00 EAT (GMT +3)  <b>Late applications will not be considered</b>
<b>For fillable forms and templates</b>	Email <a href="mailto:paopgrants@powerafrica-offgrid.org">paopgrants@powerafrica-offgrid.org</a>
<b>Applications to be submitted to:</b>	<a href="mailto:paopgrants@powerafrica-offgrid.org">paopgrants@powerafrica-offgrid.org</a>  (with RFA number PAOP-RFA-2022-009 in the email subject line)
<b>Estimated award date:</b>	Tuesday, February 28 <sup>th</sup> , 2023
<b>Duration of funding:</b>	Indicative 6 months  <b>Final duration to be determined at signing stage of the grant. Note that there will be no possibility for extension.</b>



<b>Overview of funding opportunity</b>	
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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 promote the adoption and scale-up of off-grid technologies for productive use to boost productivity, gender equality, and economic growth in the Kenyan market. This RFA provides prospective applicants with an 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 shall be implemented in Kenya. PAOP will partner directly with organizations based in Kenya.

Soft copies of this document are available from the RTI International website: ([www.rti.org/rfp](http://www.rti.org/rfp)).

To ensure uniform disclosure to all potential applicants, applicants should submit clarification questions by email to [paopgrants@powerafrica-offgrid.org](mailto:paopgrants@powerafrica-offgrid.org) by January 3<sup>rd</sup>, 2023 at 17h00 East Africa Time (GMT+3). PAOP will not respond to telephone inquiries. PAOP will host a live webinar on January 6<sup>th</sup>, 2022 at 15h00 EAT (GMT+3) via Zoom with further details posted to the RTI website ([www.rti.org/rfp](http://www.rti.org/rfp)). Answers to clarification questions received in writing will be posted on the RTI website ([www.rti.org/rfp](http://www.rti.org/rfp)) on January 11<sup>th</sup>, 2023.

Date of Issuance	December 22, 2022
Closing date of questions	January 3, 2023
Webinar for Q&A	January 6, 2023
Responses to be posted by RTI	January 11, 2023
Closing date for this RFA	January 23, 2023
Anticipated award date	February 28, 2023

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.



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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, item 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](mailto: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.

Productive uses of energy (PUE) can be defined as the use of energy that increases income and productivity. For off-grid contexts, PUE can be divided into two main categories:

- An agribusiness context including production, processing, milling, and drying of produce. Technologies include solar water pumps and irrigation, refrigeration, and larger cooling systems.
- Adding additional appliances/equipment to current solar home systems that generate revenue, including “businesses-in-a-box” such as shavers, audio and television (TV) systems, phone charging stations, market/store lighting, etc.

The recent market status report for PUE systems in Kenya mapped a 100 companies and broader PUE ecosystem actors<sup>1</sup>. These companies are supplying more than 40 types of solar appliances to customers across the socioeconomic spectrum in Kenya – and could do so even more effectively and sustainably with strategic support from government, investors, and development partners. While Kenya is among the most developed off-grid PUE market in sub-Saharan Africa, there are still some challenges limiting the uptake of the technology. This include<sup>2</sup>:

- Affordability and limited consumer finance options.
- Limited ability among last mile distributors to access/raise sufficient capital.

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<sup>1</sup> <https://snv.org/update/new-endev-reports-launched-productive-use-energy-kenya>

<sup>2</sup> <https://snv.org/update/new-endev-reports-launched-productive-use-energy-kenya>



- Low awareness among stakeholders on the potential applications and full benefits of PUE technologies.
- Insufficient product financing options presented by micro-finance institutions (MFIs) and other financing institutions.
- Fiscal policy affecting the PUE sector is too complex and unpredictable to foster investor confidence

Agriculture is the primary source of income in Kenya and is the livelihood for about 40% of the population. There are more than 7.5 million smallholder farmers in Kenya, accounting for about 75 percent of the country's total agricultural output<sup>3</sup>. PUE therefore has a large and growing potential market in agricultural value chains, specifically from smallholder farmers operating in rural, off-grid areas where smallholder farming is predominant. Agricultural PUE applications include solar water pumps, cold rooms, refrigerators, freezers, e-mobility, and agro-processing.

Efficiency for Access<sup>4</sup> categorizes several leading technologies by their stage of global market readiness. In Kenya, the market readiness of productive appliances appears to differ slightly across technologies and is detailed in the table below.

#### Market readiness of leading PUE appliances<sup>5</sup>

Appliance technology	Market status (Efficiency for Access Coalition description)	Observed market status in Kenya
Fan	Near to market: Appliances for which the demand is strong and clear, but which are only available in low volumes and at a relatively high cost	Near to market
TV		Active market
Solar Water Pump (SWP)	Emerging: Early-stage technologies which have gained market traction in recent years, but remain out of reach for most consumers	Near to market
Refrigerator		Emerging
Mill		Pre-horizon

<sup>3</sup> <https://www.ifad.org/en/web/latest/-/video/from-low-to-high-increasing-productivity-and-purchasing-power-in-kenya>

<sup>4</sup> <https://efficiencyforaccess.org/publications/2021-solar-appliance-technology-briefs>

<sup>5</sup> <https://snv.org/update/new-endev-reports-launched-productive-use-energy-kenya>



Appliance technology	Market status (Efficiency for Access Coalition description)	Observed market status in Kenya
Cold room	Horizon: Technologies not yet fully brought to scale but are likely to scale up soon; they are early-stage technologies which may be disruptive to existing dominant appliances and may create opportunities to leapfrog in terms of efficiency or cost.	Horizon
Electric vehicle	Horizon	
Electric pressure cooker	Horizon	

- Women and Productive Uses of Energy**

Access to PUE technology is integral to women's economic empowerment, however, women's unique energy access needs and barriers to uptake are not always considered by companies and distributors of PUE products. Women comprise a market segment that is under-reached and underserved, negatively impacting women's ability to generate income from PUE. Companies are also potentially losing additional PUE sales when women's energy needs are not recognized or considered, and where financing and sales approaches are not gender inclusive.

Women face certain challenges uniquely and disproportionately to men. Some of these challenges include: access to finance, lack of information and knowledge on product application, limited awareness of markets, and barriers accessing markets. The prevalence of traditional gender norms that perpetuate direct or indirect discrimination against women and limit their mobility and available time to grow businesses is another barrier to PUE uptake and use.

This grant award aims to catalyze market development for PUE technologies by supporting innovative concepts and approaches that promote uptake and use for income generation which are already being piloted in the country. To address barriers to PUE uptake by women and promote women's economic empowerment, this award prioritizes solutions that incorporate services to reach the female market segment and increase female customers.

**b. Program Description**

The PUE sector in Kenya is evolving, which presents an opportunity for this grant to encourage growth and innovation among existing companies and distributors of PUE products and services in Kenya, and increase uptake by women. It also aims to provide insight and document lessons learned to guide future investment in the sector on how to better serve last mile customers.

The grant will aim to enable projects to demonstrate innovative operation models that attract further investment in PUE and encourage uptake of PUE products by women. The grant should therefore improve affordability and accessibility of PUE services to translate local



economic development successes into impact at scale, and help overcome barriers faced by women.

Applicants may define solutions to be considered for grant funding. Scaling up an existing sustainable business model, product sales, or service offering are examples of solutions that will be considered. Preference will be given to proposals demonstrating an approach that targets uptake and use of solar-powered PUE products by female farmers or entrepreneurs. ,

Proposals must address at least one of the following challenges:

- i. **Affordability of PUE products:** This award is intended to accelerate the adoption of PUE products, particularly by women. Awardees should provide solutions such as business models that mitigate against high upfront costs of PUE products to allow rapid scaling and dissemination of PUE technologies. Innovative financing models that address barriers to financing for women will also be considered.
- ii. **Accessibility of PUE products:** Targeted awareness raising on the economic, social, and environmental benefits of renewable energy PUE alongside other more innovative approaches to catalyze the adoption and/or utilization of PUE solutions are encouraged.
- iii. **Women's economic empowerment:** Female farmers and owners of small and medium enterprises may require training in a suite of business-related skills to generate income from PUE products and grow their businesses. Traditional gender norms and family care work limiting women's movement or available time may also be an impediment to growing a profitable business. Proposals that contribute to improving enabling conditions for women's economic empowerment are invited. This may include for example, interventions to develop technical skills, facilitate access to markets, and address gender norms and stereotypes.

### **Market Stage for Solutions**

Solutions that address any of the challenges listed in the foregoing section will be prioritized. Successful applications will be drawn from solutions that address the following:

- Piloting of a business, service, or delivery model that promotes uptake of PUE technologies by women (this could be introducing a more inclusive financing model for a product that is already on the market, partnering with an MFI to offer financing to women for certain technologies, etc.), partnering with farmers cooperatives/organizations or outgrower groups to scale up an existing business/farming activity using PUE technology, introduce/disseminate business, service or delivery models to facilitate women's access to the market.
- Scaling-up an existing proven technology to increase sales to female customers and improve reach to the female market segments through the introduction of new marketing, sales, and distribution channels.



## Partnerships

To overcome many of the barriers in the Kenyan market, PUE market partnerships are needed. For this grant, partnerships will be considered and encouraged to ensure the sustainability of the activity. Partnerships may include (but are not limited to) an off-grid solar energy provider and:

- A PAYGO company
- An agriculture or food processing equipment supplier/manufacturer
- A cold storage equipment supplier/manufacturer for agriculture, fish industry etc.
- A micro-finance institution
- An agriculture, fish industry or women's cooperatives among others.
- A technical college or training institute for business skills and financial literacy
- An NGO advocating for women's economic empowerment.

Or, an agricultural association and:

- A micro-finance institution partnering to develop a specific financial product for their members.

## Eligible Technologies

- This grant will support existing companies in Kenya to improve their operation and services to deliver solar-powered PUE products.
- The grants would also consider integration of new PUE technologies within the business portfolio.
- Proposals should include at least one inclusive approach to promote uptake of PUE by female farmers and entrepreneurs. Examples of approaches that would be eligible include:
  - business training skills for existing or potential PUE customers,
  - developing and piloting inclusive finance models for PUE technologies for women,
  - innovations that address gaps in women's access to markets,
  - PUE product information campaigns that target the female market segment,
  - behavior change interventions that address traditional gender norms that may impede women's role in decision-making or their ability to generate income from PUE technology.
- Strong preference will be given to standalone solar PUE equipment which can improve agricultural value chains and improve rural livelihoods. These potential technologies include, but are not limited to, solar irrigation systems; solar agricultural processing (grinding, milling, pressing, threshing); solar dryers; solar cooling; solar sprayers etc.



- The grant will not support importation of products, and preference will be given to companies and distributors with existing stock in Kenya, or who will procure PUE systems locally.
- The PUE technologies should meet local quality standards applicable to Kenya.
- All proposed business models must meet the [GOGLA Consumer Protection Code](#).
- The grant will not support construction activities, including mini-grids.

## 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 Friday, January 06, 2022 at 10h00 EAT (GMT+3) via Zoom. Please note that you will need to register for the webinar at: [https://rtiorg.zoom.us/webinar/register/WN\\_jP-2ouuNQKaGXRDdog6a4w](https://rtiorg.zoom.us/webinar/register/WN_jP-2ouuNQKaGXRDdog6a4w)

Once you register, you will receive a confirmation email with a personalized Zoom link, international dial-in 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](mailto:paopgrants@powerafrica-offgrid.org) (with RFA number PAOP-RFA-2022-009 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](http://www.rti.org/rfp) on **Wednesday, January 11, 2023**. 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 - D). For an application to be considered all documents listed below should be submitted in electronic copy to [paopgrants@powerafrica-offgrid.org](mailto:paopgrants@powerafrica-offgrid.org) (with RFA number **PAOP-RFA-2022-009** in email subject line as a reference).

***I. Annexes below are required to be submitted by the submission deadline.***

1. Annex A: Technical Application Form (in Word document file formats)
2. Annex B: Grant Application Monitoring, Evaluation, and Learning (MEL) Template
3. Annex C: Implementation Plan Template
4. Annex D: Detailed Budget (in spreadsheet file format and presented in US Dollars) and Budget Justification (in Word document file format)

***II. Annex below are required prior to any award.***

5. Annex E: Required Certifications (signed and dated).
6. Proof that the applicant is eligible to work in the country.
7. Past performance business referral letters for similar work previously performed by the applicant.
8. CVs of key personnel, management and technical, who will oversee the project, and
9. Organizational diagram.

For fillable forms and templates, email [paopgrants@powerafrica-offgrid.org](mailto:paopgrants@powerafrica-offgrid.org)

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](mailto:paopgrants@powerafrica-offgrid.org) (with RFA number **PAOP-RFA-2022-009** in email subject line as a reference). Only applications submitted to this email will be counted as official submission. **The submission deadline is Monday, January 23, 2023 at 17h00 EAT (GMT +3). 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, taking particular note of the timeframe. 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.

**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 ([11](https://ecfr.io>Title-02/sp2.1.200.e</a>). 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.</p></div><div data-bbox=)



### 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.

Merit Review and Category	Points
A. Social and economic impact on livelihoods and agricultural value chains	25
B. Gender inclusive approach	20
C. Innovation and Business model	15
D. Partnerships	10
E. Management, operational capacity and cost efficiency	15
F. Commercial Sustainability/Financial self-reliance beyond the grant period	15
Overall Rating (out of 100 points)	

These merit review criteria elements are described more fully below.

- A. Social and economic impact on livelihoods and agricultural value chains (25 points). The proposed solution should improve livelihoods and increase revenue by boosting economic activities in off-grid, low-income communities. The solution should result in at least one of the following impacts: improve agricultural value chains; improve access to water, facilitate agro-processing of crops, improve crop storage; increase end-user income; improve food security.
- B. Gender inclusive approach (20 points). The extent to which the solution is gender inclusive with the aim of impacting women through PUE uptake will be considered under this criteria. It should demonstrate potential to improve women's livelihoods and increase revenue by addressing constraints to economic activities in off-grid, low-income communities. The proposed approach should be informed by evidence, included in the proposal, of an understanding of women's PUE needs in the target market and barriers to uptake and use.
- C. Innovation and Business model (15 points). The proposed solution should introduce a new revenue stream, business model, scale-up of new technology, etc. This does not include the research and development of new technology but rather the introduction of a new technology and/or innovative uses of existing solutions. Applicants are also encouraged to demonstrate what incentives will be put in place to facilitate acquisition of the products by end users. The applicant should clearly state what is the value proposition of the proposed innovation or business model



D. Partnerships (10 points): Applicants should demonstrate at least one partnership that forms part of the business model to ensure sustainability and greater uptake of the solution(s) proposed, especially by women. Partnerships may include (but are not limited to) an off-grid energy service provider and:

- A PAYGO company
- An agriculture equipment supplier/manufacturer
- A telecommunication company
- A micro-finance institution
- A farmers' or women's cooperative

E. Management and operational capacity and cost efficiency (15 points). Evidence of the capability of the applicant to undertake and accomplish the proposed activities. The application should demonstrate the organization's effectiveness in terms of internal structure, technical capacity, and personnel. Also, the organization must demonstrate adequate financial management capability. The evaluation will be based principally on the following:

- Documented past-performance (similar models implemented in other countries/geographies, sales volumes, # of customers, etc.).
- 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 A).
- Inclusion of women in leadership positions and among the organization's staff.
- The degree to which budgeting is clear and reasonable and reflects the best use of grant resources while also demonstrating a clear commitment of investment by the applicant.

F. Commercial Sustainability/Financial Self-Reliance (15 points). The applicant must demonstrate that they are in good financial standing and that the proposed solution will be sustainable after the period-of-performance of the grant. Criteria used to judge this category will include:

- Lead applicant's current liabilities and current assets.
- Financial statements for past fiscal year (2021).
- Expected revenue streams enabled by the grant, including:



- Any performance-based payments
- Revenues from microenterprises
- Payments from the off-taker
- Sales of PUE appliances
- Local distributor/supplier and maintenance networks
- After sales services
- Marketing strategies

Additionally, PAOP will require 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 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 6 months from the date of award. Note that there will be no possibility for extension. 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 100,000.

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 Awards (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 once 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), association , cooperative , or cooperative union in Kenya 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 a physical presence in Kenya (employees, offices, operations, etc) or be partnering with an entity that has a physical presence in Kenya;
  - Have realized financing (income, grant, debt, equity) of at least the amount of grant funding sought within calendar year 2020 or 2021.
- Grant award(s) resulting from this solicitation will be required to provide a Unique Entity Identifier (UEI) number at the time of the award. If the applicant already has a UEI number, it should be included in their application. Otherwise, applicants will be expected to obtain a UEI number before an award is made. If your entity is not registered in SAM.gov today, please visit [www.sam.gov](http://www.sam.gov) to begin the registration process. PAOP will assist successful applicants with this process.
- 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>

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>

**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. Ineligible Activities**

The COIN Fund grant cannot be utilized for the activities listed below and applications that are found to transact in any of these shall be disqualified:

- a. Support expansion of capacity or extend the operational life of carbon-intensive fossil fuel- based energy projects (e.g., oil, fossil [natural] gas, and coal). Support for natural gas for household energy access projects, in particular clean cooking projects, can be considered, if no cleaner options are feasible
- b. Purchases of restricted goods, such as agricultural commodities, motor vehicles, pharmaceuticals, contraceptive products, pesticides, used equipment, or fertilizers without the previous approval of the USAID Task Order Contracting Officer (TOCO)
- c. Purchase of prohibited goods under USAID regulations, including but not limited to police or law enforcement equipment, abortion equipment and services, weather modification equipment, luxury goods, and gambling equipment
- d. Purchases of any equipment or services from specific companies, or their subsidiaries and affiliates, including Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, and Dahua Technology Company (—Covered Technology||1



- e. Purchases of goods or services restricted or prohibited under the prevailing USAID source/ nationality and other regulations; or from countries or suppliers as may be identified by USAID's consolidated list of debarred, suspended, or ineligible subcontractors at <http://www.sam.gov>
- f. Construction, infrastructure, renovation, and rehabilitation projects. Definition of —Construction for purposes of this RFA means construction, alteration, or repair (including dredging and excavation) of buildings, structures, or other real property and includes, without limitation, improvements, renovation, alteration, and refurbishment. The term includes, without limitation, roads, power plants, buildings, bridges, water treatment facilities, and vertical structures. Additionally, procurement of equipment with the intent to install as a permanent fixture (e.g. fixed solar array) will be considered construction.
- g. Other costs unallowable under USAID rules and/or federal regulation 2 CFR 200 Subpart E. such as fees/profits by the recipient (including sub-awardees)

**i. Disclaimers:**

- PAOP may cancel solicitation and not award.
- PAOP reserves 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 reserves 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 **NOT** 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:** Grant Application MEL Template  
**ANNEX C:** Implementation Plan Template  
**ANNEX D:** Detailed Budget and Budget Justification  
**ANNEX E:** Required Certifications