1. **Question**: What level of energy supply are you expecting off-grid providers to supply?

   **PAOP Response**: This is open to the applicants to propose as this will depend on the type/size of the healthcare facilities proposed, technology chosen, and the budget. A minimum of critical loads, based on typical equipment found in the facilities proposed, should be included and listed in the response to be reviewed against the RFA criteria.

2. **Question**: What types of appliances are expected to be powered? For example, is cold storage/vaccines storage a requirement as a solution for health centers, or is lighting good enough?

   **PAOP Response**: While there are flexibilities on the solutions proposed, lighting alone is not sufficient; a minimum of critical loads, based on typical equipment found in the facilities proposed, should be included and listed in your response to be weighed against the rest of the RFA criteria, including impact and cost.

3. **Question**: Is the expectation that companies sell SHS and/or other solutions to health centers or is it possible to give them free of charge?

   **PAOP Response**: The Power Africa Off-grid Project (PAOP) encourages the use of a sustainable business model to accompany technology installations, but this is open to the applicant to propose a suitable model. It is not mandated that this be through sales.

4. **Question**: What are the power needs for the targeted group (Total Watt/day)?

   **PAOP Response**: PAOP does not define a targeted group. All applicants will need to have already defined the healthcare facilities they will be deploying their solutions, and preferably have the necessary agreements in place with relevant stakeholders to implement their proposed solutions. Power needs will depend largely on the type and size of the healthcare facilities.

5. **Question**: How many health facilities are there to be equipped.

   **PAOP Response**: This is open for the applicant to define based on the proposed healthcare facility pipeline and budget in order to maximize the impact/number of facilities.

6. **Question**: Are you looking for solutions that will generate profit to the companies? In other terms, do the health care facilities have to sign a contract to pay for the energy or the systems installed??

   **PAOP Response**: PAOP will consider all business models, including power purchase agreements, that electrify health facilities and meet the criteria of the RFA.

7. **Question**: Can you assist in providing more data in terms of the health facilities? From experience not all Health facilities or their locations or existing facilities will be the same.
PAOP Response: All applicants will need to identify the healthcare facilities they will be deploying their solutions to, and preferably have the necessary agreements in place with relevant stakeholders to implement their proposed solutions.

8. **Question:** We manufacture and supply an innovative and easy to operate Solar Direct Drive Refrigerator. Although we are already doing the preliminary works on getting this product ready we will still need some development work and financial aid to get this refrigerator ready quickly, by end of the year. So, we are asking whether this important product development proposal for healthcare facilities could qualify for this current funding?

**PAOP Response:** The minimum requirement is to electrify health facilities. A minimal amount of critical loads, based on typical equipment found in the facilities proposed, should be included in the powering healthcare solution; individual appliances will not qualify.

9. **Question:** We are an organization that works in rural communities in Zimbabwe. We work on maternal health rights issues, so we wanted to find out if we are eligible to apply for this particular program basing on our close working relations with the clinics in our area of operation which do not have solar systems?

**PAOP Response:** Yes, as long as the organization is electrifying the clinics.

10. **Question:** Does the company must participate in CAPEX up to a percentage?

**PAOP Response:** There is no prescribed percentage defined by PAOP.

11. **Question:** What are the criteria for selecting Health Centers?

**PAOP Response:** This is up to the applicant to define in order to maximize impact in accordance with the RFA criteria.

12. **Question:** Is the operation of the solar installation chargeable to the supplier company?

**PAOP Response:** The applicant should define and propose their own business model that includes the operation costs. PAOP will not be responsible for any operational expenses beyond what is awarded during this one-time award. All costs must be incurred during the period of performance of the award.

13. **Question:** To achieve the objectives, we plan to orient our proposals on what we are used to do: installing solar or hybrid generators with applications such as vaccine conservation, lighting, protection, pumps, communication. Our only question is to ask if such a project is eligible: ex. Provide complete equipment in health centers for lights, fridge for vaccines and perishable foods, to have cold and hot clean water especially for maternities etc. We believe that supply only electricity and leave them looking for equipment that they do not yet have is a risk. So is this type of integrated project eligible for this fund?

**PAOP Response:** Yes

14. **Question:** Is the grant only focus on healthcare installations or can also cover the development of other SHS for habitation, including PAYGO?

**PAOP Response:** Yes, PAYGO as it relates to healthcare facilities is acceptable, inclusive of the health workers staff staying in the facilities. We are not sure what the reference to habitation means.
15. **Question**: Are grid-tied Healthcare Facilities also applicable? Many suffer from load shedding, in Zambia for instance we see 18 hours load shedding, Gambia 12 hours

**PAOP Response**: Yes, they are eligible.

16. **Question**: Are Upgrades to existing energy systems also applicable? Generally, the existing systems only power lights or the operating theatre.

**PAOP Response**: Yes

17. **Question**: What exactly does the roadmap for technology validation consist of? Is it necessary to present a pilot experience? If yes, could you give an example?

**PAOP Response**: We expect the applicant to show that their proposal is feasible to be implemented at commercial scale. This grant funding is not for piloting new technology development.

18. **Question**: Please confirm whether preference will be only be given to applicants who have already developed solar system solutions and would like to customize and/or scale up the solution. What are details constitute a developed solar solution?

**PAOP Response**: This grant funding is for wide scale implementation; therefore funding will not be awarded to applicants looking to pilot new technologies.

19. **Question**: Does the grant require that one solar system be static at each health center? For example, allowing labs in remote communities to ensure that they could reliably run testing every Tuesday and Thursday. Thus, allowing three centers to be connected using one system, with one day per week for maintaining our systems.

**PAOP Response**: We do not require that a solution be static; transportable/mobile solutions are eligible with a good explanation of the business model and as long as a minimum of critical loads, beyond lighting is offered.

20. **Question**: Are you happy to classify a temporary isolation center or equivalent COVID19 facility (such as a store for PPE distribution) here in Zambia as a "facility" under this grant?

**PAOP Response**: Yes; however, for temporary COVID solutions an end of life (EOL) management plan should be included. Companies should look at repurposing the solar & storage system post COVID and provide operations and maintenance in the long term as part of their EOL plan.

21. **Question**: Can the healthcare facilities proposed be both private and public facilities?

**PAOP Response**: Yes, as long as the applicant has buy-in, including agreements in place, from the relevant authorities/stakeholders.

22. **Question**: Are the qualified developers expected to partially fund their innovation or would the grant cover all expenses incurred by the developers?

**PAOP Response**: Cost share is encouraged but not required. The grant will only cover up to the amount awarded. The grant will only cover innovation if it is ready to scale.

23. **Question**: Are there any Civil Works or building works or container works or enclosure Works involved as part of the project?
PAOP Response: The applicant should define their solution and means to implement this solution that meets the RFA criteria and goals.

24. **Question:** Are we still eligible even if we don’t have previous experience with working with solar solutions for healthcare, but with other kinds of industries?  
**PAOP Response:** Yes, although if the proposal is to electrify healthcare facilities applicants would need clear buy-in demonstrated in the proposal from relevant authorities/stakeholders to work in their healthcare facilities.

25. **Question:** Do the sites all have to be off-grid, or do projects that are grid-tied but client has a very poor/ inconsistent grid qualify?  
**PAOP Response:** PAOP will consider grid-tied facilities as well.

26. **Question:** We are still designing our Solar Panels on Health Clinics Activity. I want to inquire if there is a possibility to extend our activity with more clinics with this grant.  
**PAOP Response:** PAOP will consider scaling up existing work if it is to electrify more healthcare facilities through a sustainable private sector driven business model.

27. **Question:** Our project involves the deployment of off-grid solar solutions to several sites owned and managed by the same organization, and usually used for education and training activities. Would the conversion of a facility or site that was built or is being used for a non-healthcare purpose to a temporary isolation center, medical supplies center or temporary hospital or even ICU unit, qualify under the RFA?  
**PAOP Response:** Yes; however, for temporary COVID solutions an end of life (EOL) management plan should be included. Companies should look at repurposing the solar & storage system post COVID and provide operations and maintenance in the long term as part of their EOL plan.

28. **Question:** Does the grant cover the scope of capital assets that may be required to construct and operate the technical solution?  
**PAOP Response:** This grant funding can be used for all aspects in the value chain for proposed technical solutions, up to the amount of the award made by PAOP. A repurposing plan of the acquired capital assets should be outlined.

29. **Question:** Can the grant be used for procurement of appliances to be sold on Lease-to own?  
**PAOP Response:** Yes if there are agreements in place with healthcare facilities or relevant governments/stakeholders to be off-takers of this equipment, and as long as the appliances are part of an integrated powering healthcare approach powering critical loads.

30. **Question:** Is a mini-grid operator currently rolling out mini-grids in Rwanda eligible?  
**PAOP Response:** Yes

31. **Question:** I would like to know how applicants should demonstrate the increased energy demand because of Covid-19?  
**PAOP Response:** This is up to the applicant to demonstrate or show the need for the proposed solution.
32. **Question:** Page 6, 1.B, will fitting in more categories increase chances of funding?
   **PAOP Response:** No, all applications will be reviewed according to the criteria described on page 9 of the RFA.

33. **Question:** On Past Implementation. Must the examples be in the same country as the one selected by the applicant for the implementation of this application?
   **PAOP Response:** No, but the applicant must have buy-in from the proposed authorities/stakeholders in the countries they are proposing to work in.

34. **Question:** If the development work has been done but the project is just about to start, can such a project be accepted as a cited example?
   **PAOP Response:** Yes, project development such as pre-feasibility and feasibility should be done in order to deploy solutions. An explanation on how the grant will contribute to the installations about to be deployed should be provided.

35. **Question:** Is there a minimum storage capacity targeted?
   **PAOP Response:** This is up for the applicant to define.

36. **Question:** Is it mandatory to have implemented previous projects related to healthcare facilities?
   **PAOP Response:** No.

37. **Question:** RFA refers to SHS (solar home systems). How do SHS relate in this RFA to the solar electrification of healthcare clinics? (E.g. page 5, “PAOP’s anticipated collaboration with SHS and micro-grid companies is aimed at improving healthcare facilities’ infrastructure through provision of solar off-grid electrical energy production equipment…”)
   **PAOP Response:** SHS is being generally used to reference stand-alone solar systems.

38. **Question:** Kindly elaborate the expectation for the ‘roadmap for delivery solution validation and demonstration’ under Program Description.
   **PAOP Response:** A proposed solution should be proven through past experience and implementation.

39. **Question:** One of the indicative performance indicators in M&E template in Annex A - Number of productive-use off-grid devices or systems sold because of USG/Power Africa assistance. Is this during the period of implementation or after the period of implementation?
   **PAOP Response:** During the period of implementation, the M&E template will be updated once projects are awarded to better capture the impacts of specific projects.

40. **Question:** The call mentions solar energy but as we also have skills in wind energy which could be combined with solar technology in sanitary areas, could we also offer this solution, or should we just limit ourselves to solar?
   **PAOP Response:** PAOP’s primary focus is solar, but we will not exclude wind energy solutions.
41. **Question:** Is there a possibility of installing of grid power that can support central sterilization department of 37KVA and radiology department of 80 KVA power supply and the cold chain supply?

   **PAOP Response:** PAOP will not fund grid extension or grid power.

42. **Question:** We have never applied for this kind of grant, as a startup, are we qualified to apply?

   **PAOP Response:** Startups are eligible to apply if they meet the minimum criteria and qualifications, which would include demonstrating a commercially viable/scalable solution.

43. **Question:** Is priority given to projects that include health facilities that do not currently have access to electricity at all? Or are projects that include health facilities that currently have diesel generators and/or (unstable/unreliable) grid but that need/want solar solutions to be implemented, equally eligible and prioritized?

   **PAOP Response:** PAOP will consider both types of healthcare facilities.

44. **Question:** What outcomes/results are expected to be achieved within 12 months?

   **PAOP Response:** This should be defined by the applicant as part of the proposal.

45. **Question:** Do we need to identify all the healthcare centers / clinics upfront and that we need to quote per center and then aggregate for the entire area? Or we can submit samples of healthcare centers, say, 10 KW ±10%, 20 KW ±10% cost and so on.

   **PAOP Response:** Healthcare facilities should ideally be identified up front. Applicants should have the necessary buy-in/agreements from authorities and stakeholders to implement their proposed solutions. There must be a minimum number of facilities identified in the proposal and proven buy-in/agreements must be demonstrated. A technical description of the solution is required including justification to sizing.

46. **Question:** The ability to scale seems to be an important selection criterion – does this scaling have to happen within the 12-month project period or would preparations for scaling within the 12 months be sufficient?

   **PAOP Response:** Impact is an important scoring criterion, therefore we would suggest that scaling happens within the project period in order to demonstrate impact.

47. **Question:** Who owns the assets post expiration of the grant facility in 12 months?

   **PAOP Response:** This is for the applicant to define and propose, which will require that the applicant demonstrate appropriate buy-in from all authorities/stakeholders.

48. **Question:** Regarding the mention of "new streams of revenue" on page 5, is the goal for the OGS to open these new streams or for the health facilities to open them? Or both?

   **PAOP Response:** This is for the applicant to define.
49. **Question:** Are there any preferences in system sizes/capacity and types of appliances?  
**PAOP Response:** This is for the applicant to define.

50. **Question:** Is there a benefit given for rapidness of response/implementation?  
**PAOP Response:** The period of performance is 12 months and impact is one of the scoring criteria, therefore rapid responses will be taken into consideration.

51. **Question:** Is South Sudan can be eligible to apply?  
**PAOP Response:** USAID/Power Africa is prohibited from providing any direct or indirect assistance to the Government of the Republic of South Sudan. For an application to be eligible under this RFA, the health facilities proposed for electrification would need to operate completely independently from the Government of the Republic of South Sudan.

52. **Question:** In urban areas like Abidjan, or peri-urban areas in which existing health centers are already supplied with electricity, is it permissible to offer an energy mix (sector + solar) in the project in view of the expected impacts?  
**PAOP Response:** Yes.

53. **Question:** Would USAID consider subsidized approaches to expand solar lighting to last mile health workers/e.g. Health Center I levels (VHW/CHW level) or pharmacies?  
**PAOP Response:** Yes, as long as it is integrated with the electrification of health facilities and critical loads.

54. **Question:** Would USAID fund monitoring, evaluation, and learning, particularly to test the sustainability of providing this service to last mile health workers / businesses?  
**PAOP Response:** Yes, as long as it is integrated with the electrification of health facilities and critical loads.

55. **Question:** Could part of the project costs be set aside as (first-loss) guarantees?  
**PAOP Response:** No.

56. **Question:** With respect to the requirement of being a registered company for at least one year in the country we propose to work in, we would like to confirm with you that we meet this criteria.  
**PAOP Response:** The company must be eligible to work in the country (legal registration, MOU, etc.) and the company should be in operation for at least one-year, even if not in the country of implementation.

57. **Question:** Our company has been registered in the U.S. for two years, but we have an Affiliate company in Nigeria which has been registered for less than a year, though the Affiliate company was formed to house/consolidate our energy development activities. Can the new Affiliate company in Nigeria claim the two years of experience of the U.S. company?
PAOP Response: Applicants are required to meet the “Applicant Eligibility” criteria stipulated in the RFA. As in question 56, the company must be eligible to work in the country (legal registration, MOU, etc.) and the company should be in operation for at least one-year, even if not in the country of implementation.

58. Question: If not, might it be possible to consider applications as a group/consortium, where you have a situation as described above (foreign parent/foreign affiliate with over 1 yr paired with local subsidiary/local affiliate with less than 1 yr)?
PAOP Response: Applications may be submitted as a consortium however at least one consortium partner should meet the eligibility criteria stipulated in the request for applications.

59. Question: When it should be executed
PAOP Response: Grant activities should be completed within twelve months from date of award.

60. Question: Proposed period of performance (not to exceed 12 months): Please can you confirm exactly what the proposed period relates to.
PAOP Response: Grant activities should be completed within twelve months from date of award.

61. Question: We are rolling out over 100 new sites in the next 2 years and would like to know whether we can submit multiple applications (1) for this round and (2) for the aggregated pipeline?
PAOP Response: The RFA is for a maximum twelve-month period and no aggregated pipeline is stipulated.

62. Question: Is there a possibility of contract extension after the 4-year contract?
PAOP Response: Grant activities under this RFA should be completed within twelve months from date of award.

63. Question: Does the contract involve the maintenance cost for the years stipulated?
PAOP Response: Grant activities under this RFA are for a maximum period of twelve months and proposed cost should be within this grant period.

64. Question: Is it possible for an international industry associations to submit an application that includes health care electrification projects from different individual companies and in different countries under one ‘umbrella’ proposal with a standardized approach (i.e. under the business type ‘partnership’ in Annex A)?
PAOP Response: Applications may be submitted as a consortium however at least one consortium partners should meet the eligibility criteria stipulated in the request for applications. The company/ies must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year.

65. Question: if the answer to question 7 is ‘Yes’, is it possible to submit a proposal that exceeds USD 500,000 given the larger portfolio size?
PAOP Response: Individual grants awarded as a result of this RFA will not exceed USD500,000.
66. **Question**: Are you able to indicate the total amount available and the number of projects you wish to support?  
**PAOP Response**: Final funding levels will depend on content and quality number of applications received, needs, availability of funding, and competing priorities. Individual grants awarded under this RFA will not exceed USD500,000.

67. **Question**: Applicant Identity - With a parent company incorporated outside sub-Saharan Africa and operating subsidiaries in multiple Sub-Saharan countries of high priority, should the parent company be the applicant (applying on behalf of each the relevant operating subsidiaries) or should each operating subsidiary apply individually for a grant? In both cases, could you please clarify how funding levels/limits will be handled?  
**PAOP Response**: A company may submit a combined application or separate applications for the country/ies they select to implement grant activities. Individual grants awarded under this RFA will not exceed USD500,000.

68. **Question**: Regarding the grant amount (between 100,000 USD and 500,000 USD) - according to what criteria is the amount going to be allocated? Region, number of units, etc?  
**PAOP Response**: Final funding levels will depend on content and quality of applications received, needs, availability of funding, and competing priorities. Individual grants awarded under this RFA will not exceed USD500,000.

69. **Question**: The RFA stipulates that the grants awarded are “intended to be within the range of USD100,000 to USD500,000” – is this the estimated value per grant awarded or the estimated value per region?  
**PAOP Response**: This is the individual grant award range.

70. **Question**: If the submission encompasses multiple regions in Sub-Saharan Africa is there an opportunity to source additional funding beyond the estimated value provided?  
**PAOP Response**: A company may submit a combined application or separate applications for the country/ies they select to implement grant activities. Individual grants awarded under this RFA will not exceed USD500,000.

71. **Question**: We are an international NGO that has done projects in our proposed country and we have a locally registered company that we can partner with. Are we eligible to apply either by ourselves or as co-applicants with the locally registered company? If we are - for either option - please let us know of any changes, notations, or additions that we’d need to make on the application.  
**PAOP Response**: An organization which meets the RFA eligibility criteria may apply. Applications may be submitted as a consortium. However at least one consortium partner should meet the eligibility criteria stipulated in the request for applications. The company/ies must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

72. **Question**: On page 5: "should at a minimum, be operational in their target country(ies)". Can we find local partners, (Solar solutions installers for instance) to be considered to this RFA?
73. **Question**: Would organizations be allowed to submit 1 direct application (as the sole applicant), and additional applications as a co-applicant with partners?

**PAOP Response**: Yes. Applications may be submitted as a consortium. However, at least one consortium partner should meet the eligibility criteria stipulated in the request for applications. At least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

74. **Question**: Section IV c: Applicant eligibility: Is a group of organizations where one of the organization is established in the host country and another company in another Sub-Saharan country eligible for the project (i.e.: experienced project management company in the host company and experienced solar company in another Sub-Saharan country)?

**PAOP Response**: Applications may be submitted as a consortium. However, at least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

75. **Question**: We have projects across numerous African jurisdictions, we use our local companies in certain cases, but most of the development and financing runs through a single company which services multiple jurisdictions. Could we submit from that company as it allows a broader application of matched funds to the various projects?

**PAOP Response**: Applications may be submitted as a consortium. However, at least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

76. **Question**: As the applicants are two different institutions, based in two different countries, is it possible for them to present a Project, although they belong to the same international organization?

**PAOP Response**: Yes. However, at least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

77. **Question**: Can a German organization and an Ethiopian company co-apply for the grant?

**PAOP Response**: Yes. However, at least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.
in the country (legal registration) and the company/ies should be in operation for at least one-
year, even if not in the country of implementation.

78. **Question:** Can companies work with private clinics if they have no experience working with local
health authorities?

**PAOP Response:** Yes, companies may work with private health care facilities.

79. **Question:** Do candidates need to identify the clinics / health centers they will work with in the
application?

**PAOP Response** Yes, applications should identify the health care facilities the company will be
working with.

80. **Question:** Are we expected to suggest a specific facility to provide power solutions to, or would
the facilities be suggested by USAID?

**PAOP Response:** Applicants should identify the health care facilities the company will be
providing power solutions to.

81. **Question:** Can Power Africa provide assistance in identifying health centers in need or is this
entirely up to the bidder?

**PAOP Response:** Healthcare facilities should ideally be identified up front. If not, there must be a
minimum number of facilities identified in the proposal and proven buy-in/agreements must be
demonstrated. A technical description of the solution is required including justification to sizing.

82. **Question:** Should the health facilities' identity be specified in the application?

**PAOP Response:** Healthcare facilities should ideally be identified up front. If not, there must be a
minimum number of facilities identified in the proposal and proven buy-in/agreements must be
demonstrated. A technical description of the solution is required including justification to sizing.

83. **Question:** Do we need to have the healthcare facilities selected before submitting the proposal?
Or can the selection be done after the project has been awarded?

**PAOP Response:** Healthcare facilities should ideally be identified up front. If not, there must be a
minimum number of facilities identified in the proposal and proven buy-in/agreements must be
demonstrated. A technical description of the solution is required including justification to sizing.

84. **Question:** Can you advise who will be the responsible for the deliveries of the equipment to the
health facilities

**PAOP Response:** Applications are expected to describe/detail all proposed activities and
associated costs (including delivery of equipment) which will result in accelerated provision of
off-grid energy access solutions to improve the readiness and resilience of healthcare.

85. **Question:** Our partner has health clinics in Malawi, with a focus on creating a medical records
footprint at each facility. Would such an organization be eligible as a health care facility for this
grant?

**PAOP Response:** A company which meets the RFA eligibility criteria may apply.
86. **Question:** Are non-profit organizations eligible to submit an application?
   **PAOP Response:** An organization which meets the RFA eligibility criteria may apply.

87. **Question:** We are working with an organization which operates clinics in Malawi. Would such an organization be eligible as well?
   **PAOP Response:** A company which meets the RFA eligibility criteria may apply describing how it proposes to achieve the RFA objectives.

88. **Question:** Can a company without already commissioned/completed solar mini-grid project apply for this opportunity?
   **PAOP Response:** A company which meets the RFA eligibility criteria may apply describing how it proposes to achieve the RFA objectives. However, note that preference will be given to applicants who have already developed solar system solutions and would like to customize and/or scale up the solution. No funding shall be provided for research and development of new, unproven solutions.

89. **Question:** As per footnote Section IV, b, ii of the RFA document - are individual applicants restricted in any way to submit separate grant applications for multiple markets?
   **PAOP Response:** No, they are not restricted.

90. **Question:** What documentation (links/actual articles, publications, MoUs) need/should be provided by applicants as sufficient evidence of existing partnerships with health authorities? Is evidence of ongoing discussions/business plans sufficient evidence of a pathway towards final partnerships?
   **PAOP Response:** Applicants may submit copies of MOUs and/or agreements. Evidence of ongoing discussions/business plans may be submitted however these have to be finalized by the time of the award.

91. **Question:** Does the funding granted represent 100% of the investment cost required?
   **PAOP Response:** Not necessarily, particularly if the organization has complementary funding. This RFA funding is structured to encourage leveraged funding as parallel funding of similar activities that help achieve common goals and accelerate results.

92. **Question:** Which countries are entitled to be part of the grant in West and Central Africa?
   **PAOP Response:** This grant funding call is open to countries in sub-Saharan Africa. However subject to USAID/Power Africa approval.

93. **Question:** Will Power Africa priority countries be prioritized for this solicitation?
   **PAOP Response:** This grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.

94. **Question:** Will this program strongly consider proposals from countries outside of the historically prioritized countries? If not, please share the list of priority countries.
   **PAOP Response:** This grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.
95. **Question**: RFA, Page 5, Footnote 8. Please clarify what is meant by “The focus is on West and East Africa”. Will countries in those regions receive higher preference or scoring compared to countries in Southern Africa (such as Zambia or Mozambique)?

**PAOP Response**: An amendment has been issued to the RFA, and the grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.

96. **Question**: In your document it says "The grant funding call is geographically focused in Sub-Saharan Africa" but again you mention that "the focus is on West and East Africa". Does this mean it will not include us who are in Southern Africa?

**PAOP Response**: An amendment has been issued to the RFA, and the grant funding call is open to countries in sub-Saharan Africa (including Southern Africa). However final award is subject to USAID/Power Africa approval.

97. **Question**: What are the countries around Uganda and including Uganda where this project is to be implemented?

**PAOP Response**: An amendment has been issued to the RFA, and the grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.

98. **Question**: I would like to inquire if Nigeria is amongst the target countries eligible to apply for the Power Africa Off-grid Project grant?

**PAOP Response**: Yes, Nigeria is amongst the target countries. An amendment has been issued to the RFA, and the grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.

99. **Question**: Can we apply as a joint venture partner with a local company from Madagascar for example?

**PAOP Response**: Yes, Madagascar is eligible. The grant funding call is open to countries in sub-Saharan Africa. However final award is subject to USAID/Power Africa approval.

100. **Question**: What percentage of the total project could be covered by the grant?

**PAOP Response**: PAOP will fund 100% of proposed allowable costs that meet the goal of the RFA. However, this RFA funding is structured to encourage leveraged funding as parallel funding of similar activities that help achieve common goals and accelerate results.

101. **Question**: If we have solar powering agriculture idea for rural cooperatives in drying and cooling food this looks like Food security also as party of health this idea also can be eligible for this RFP?

**PAOP Response**: No, this RFA will not fund agricultural activities.

102. **Question**: Would an eligible use of the grant funds be to provide a loan loss reserve on a portfolio of local commercial bank loans exclusively for solar installations at health clinics? Would the bank financing provided be considered as matching funding?

**PAOP Response**: No, this RFA will not fund loan loss reserves.

103. **Question**: What determines the award type: whether a Fixed Amount Award or a Cost Reimbursable Grant? Is it the applicant’s choice?
104. **Question:** Will a public hospital qualify as an applicant?  
**PAOP Response:** No, the public hospital is considered as a beneficiary of the program.

105. **Question:** On page 2: "PAOP will partner directly with organizations based in the countries where the work will be conducted": Is this RFA open for non-African registered companies as well?  
**PAOP Response:** Applicants are required to meet the “Applicant Eligibility” criteria stipulated in the RFA. The company must be eligible to work in the country (legal registration, MOU, etc.) and the company should be in operation for at least one-year, even if not in the country of implementation.

106. **Question:** On page 12: "Applicants must be a registered …in the country/ies they are proposing to work". Again, can we, as a Canadian company, apply for this RFA?  
**PAOP Response:** Applicants are required to meet the “Applicant Eligibility” criteria stipulated in the RFA. The company must be eligible to work in the country (legal registration, MOU, etc.) and the company should be in operation for at least one-year, even if not in the country of implementation.

107. **Question:** RFA, Page 5. “Applicants are encouraged, but not required, to contribute matching funds”. Are there recommendations for the level of match funding?  
**PAOP Response:** Match funding is not required. However, applications are encouraged to demonstrate how this grant funding will leverage parallel funding of similar activities that help achieve common goals and accelerate results.

108. **Question:** COVID-19: Though we fully intend to submit our application by the closing date, given the COVID restrictions currently in place, we may not receive the tax compliance certificates in time to include it in the application. Accordingly, would we be able to submit these separately following submission, if they were applied for prior to the closing date.  
**PAOP Response:** An amendment has been issued to the RFA, and submission of tax compliance certificate is no longer required at application stage. Tax compliance documents are required prior to an award being given.

109. **Question:** Are organizations allowed to submit multiple applications?  
**PAOP Response:** Yes.

110. **Question:** Must the whole dossier be written in English or only Annex A?  
**PAOP Response:** All documents listed below should be submitted in English

1. Annex A: Technical Application Form  
2. Annex B: Grant Application Monitoring, Evaluation, and Learning (MEL) Template  
3. Annex C: Implementation Plan Template  
4. Annex D: Detailed Budget (in excel) and Budget Justification (in word)  
5. Annex E: Required Certifications (signed and dated)  
6. Past performance business referral letters for previously performed similar work  
7. CVs of key personnel, management and technical, who will oversee the project, and
8. Organizational diagram.

111. **Question**: Should copies of certificates and attestations be translated into English?
**PAOP Response**: Attestations must be translated into English. If proof of eligibility is issued by a government department then it does not need to be translated.

112. **Question**: Could you inform us about the total amount of this call? (not the total grant for each project, but the whole budget for the call)
**PAOP Response**: Final funding levels will depend on content and quality, number of applications received, needs, availability of funding, and competing priorities.

113. **Question**: Are any fees paid to consultants who advise and help the project developer with the proposal submissions allowable under the budget to be presented in the cost application?
**PAOP Response**: PAOP will not be able to reimburse any costs billed by third parties or incurred internally before the award date even if it could be considered within the scope of funding. 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.

114. **Question**: Do we need to show how we intend to co-finance a grant?
**PAOP Response**: Match funding is not required. However, applications are encouraged to demonstrate how this grant funding will leverage parallel funding of similar activities that help achieve common goals and accelerate results.

115. **Question**: Is there a need of co-financing to get the grant?
**PAOP Response**: Match funding is not required. However, applications are encouraged to demonstrate how this grant funding will leverage parallel funding of similar activities that help achieve common goals and accelerate results.

116. **Question**: If the complete Annex A is not exceeding 10 pages, is that ok?
**PAOP Response**: Yes.

117. **Question**: We would like to include further important information in appendices: signed, CV:s of team, Need report from one of the chosen hospitals, list of all pipeline facilities. Is that ok?
**PAOP Response**: The past performance business referral letters for previously performed similar work and CVs of key personnel who will oversee the project are required appendices (refer to page 7 of the RFA). The list of pipeline facilities should be included in Annex A- Technical Application Form.

118. **Question**: Are multiple countries to be done or can we choose the contributor operating?
**PAOP Response**: An application may include multiple countries or a single country.

119. **Question**: If the subsidiaries of the company, which intends to apply, (located in SSA) has been in operation for less than one year, but its main group for more than a year outside SSA, is the subsidiary still eligible?
**PAOP Response**: Yes.
120. **Question**: Can our proposed solution be implemented in multiple countries?
**PAOP Response**: An application may include multiple countries or a single country.

121. **Question**: Is Power Africa able to subsidize the development of a health insurance product under this activity?
**PAOP Response**: Yes, as long as it is integrated within the energy-health nexus and it is part of the solution to electrify health facilities.

122. **Question**: Regarding certification Annex E: The action needed from the applicant is to fill in Annex E empty rows, and have it signed by authorized signatory for the applicant company?
**PAOP Response**: Yes.

123. **Question**: Can a company make more than one application for different geographical regions/counties within a country? The dynamics and partnership are different for the counties in question.
**PAOP Response**: Yes.

124. **Question**: What would be the schedule of disbursement of the grant? Will 100% be available upfront upon award or is there a disbursement schedule?
**PAOP Response**: The disbursement plan will be determined by the pre-award assessment results of the selected company. No, 100% will not be available upfront upon award.

125. **Question**: What % of funding is to be made available (1) fixed amount award grants (FAA), or (2) cost reimbursable grants?
**PAOP Response**: There is no set percentage for either granting mechanism. This granting mechanism will be determined by the pre-award assessment results of the selected company.

126. **Question**: Can grant funds be used to contribute to equipment costs of a project (e.g., paying for a portion of the panels or battery system procurement)?
**PAOP Response**: Yes.

127. **Question**: Indication that grant funds to be distributed in local currency. What if the cost / invoice is issued in USD? (i.e.: often local environmental consultants or lawyers want to be paid in USD rather than KSH or other currencies).
**PAOP Response**: This will be determined by the pre-award assessment results of the selected company.

128. **Question**: In the grant Section II e Cost Application, the grant lists specific costs that are eligible - text below. The eligible costs in this list do not seem to include solar equipment - like sola panels, batteries, inverters etc. Other aspects of the grant application, like the detailed budget, do suggest that equipment costs are eligible. Could you confirm that the grant does allow funding for solar equipment?
**PAOP Response**: Yes, proposed cost may include solar equipment.

129. **Question**: We seek to clarify whether this initiative is primarily focused on Government owned
healthcare facilities or also open to private ones.

**PAOP Response:** Proposed health facility/facilities may be public or private or both

130. **Question:** Is it possible for applications to be uploaded on the website as either Word or Excel Version?

**PAOP Response:** Applications should **not** be uploaded to the website. Applications should be submitted in electronic form to paopgrants@powerafrica-offgrid.org and in accordance to the submission guidance outlines in Section C. Submission Information of the RFA (page 7).

131. **Question:** Are Faith based clinics eligible for this program?

**PAOP Response:** Yes, if the organization submitting the application meets the “Applicant Eligibility” criteria stipulated in the RFA.

132. **Question:** The stipulated program duration is 12 months from the date of award – does this only include the infrastructural completion or does this 12-month period include a fully functional business model as will be proposed?

**PAOP Response:** Both, infrastructure completion and functional proposed business model.

133. **Question:** The typical setup of most villages is a school, health center and some trading facilities and/or weekly markets. Does the RFA give flexibility for connection of other household, productive and social uses in the village?

**PAOP Response:** The focus of this RFA is specifically to benefit healthcare facilities. Any other impact will not be considered in the evaluation of the application.

134. **Question:** Is co-financing allowed with other external financiers and grant programs?

**PAOP Response:** Yes, co-financing is allowed. Applications are encouraged to demonstrate how this grant funding will leverage parallel funding of similar activities that help achieve common goals and accelerate results. However, this should not delay the implementation of the proposed solution.

135. **Question:** Will there be allowances for delayed implementation due to circumstances beyond control like the ones presented under COVID-19?

**PAOP Response:** Applications are expected to propose solutions to any foreseeable challenges, such as delays due to COVID-19.

136. **Question:** Is the DUNS Number required for Kenya registered companies? Therefore, is it mandatory for this application?

**PAOP Response:** Yes, applicants are required to provide a DUNS number prior to an award.

137. **Question:** Would the Nigerian firm be eligible if we apply, or can we apply as a consortium together with our US firm? Can we apply through our U.S. entity alone, (registered for over one year) since our Affiliate Nigerian staff would be operating in Nigeria?

**PAOP Response:** Yes, Nigeria is amongst the target countries. An amendment has been issued to the RFA, and grant funding call is open to countries in sub-Saharan Africa however final award is subject to USAID/Power Africa approval. The company must be eligible to work in the country (legal registration) and the company should be in operation for at least one-year (although the...
138. **Question:** Past performance letters – do you have templates for that?
   **PAOP Response:** No, there is no template for past performance letters.

139. **Question:** Page 2, what does one or multiple award mean?
   **PAOP Response:** Final funding levels will depend on content and quality, number of applications received, needs, availability of funding, and competing priorities.

140. **Question:** Page 8, 2.E. Is there a template for the budget spreadsheet? what level of detail does it need to have?
   **PAOP Response:** Yes, there is a template, refer to Annex D: Detailed Budget and Budget Justification.

141. **Question:** Page 8, 1.E. Does equipment such as batteries, solar panels fall into category 2nd bullet point “Cost directly related” or 3rd bullet point “Material production”
   **PAOP Response:** Classification of cost will be informed by applicants proposed activities.

142. **Question:** In Annex A. Point C. 2. What are the required documents to "Demonstrate government buy-in if the healthcare facilities are public or other agreements with relevant stakeholders “Is an MoU needed for each clinic or health center?
   **PAOP Response:** Yes, MOUs can be used to demonstrate government buy-in.

143. **Question:** Do we need to have an off-taker agreement or client agreement for our proposed power solutions as a condition for receiving the grant?
   **PAOP Response:** Applicants must demonstrate buy-in by government or relevant stakeholders.

144. **Question:** Is it mandatory to have a demonstrated government buy-in if the healthcare facilities are public or other agreements with relevant stakeholders (e.g. of the facilities are funded by charities, partnerships or agreements with the charity to implement the proposed solution)?
   **PAOP Response:** Applicants must demonstrate buy-in by government or relevant stakeholders.

145. **Question:** Do projects implemented with partners qualify as examples?
   **PAOP Response:** Only if they are part of a consortium applications.

146. **Question:** Must the examples be within the same field as the RFA?
   **PAOP Response:** Yes, activities must be similar to RFA objectives.

147. **Question:** Size Limit - Is there a minimum size limit to the project?
   **PAOP Response:** There is no minimum size limit.

148. **Question:** Is the DUNS Number referred to in the sample application form similar to registration number of the company or will it be given?
PAOP Response: No, the numbers are different. A DUNS number, which stands for Data Universal Numbering System, is a free, unique nine-digit number issued by Dun & Bradstreet to a single business entity. Applicants are required to provide a DUNS number prior to an award.

149. **Question:** Does The 10-page limit refer to the document that will be attached to the application form that answers the listed questions? If not, what does it entail?

   **PAOP Response:** The technical application should be submitted using “Annex A – Technical Application Form” and should not exceed 10 pages excluding cover page, executive summary and annexes B – E.

150. **Question:** Are equipment costs (e.g. purchase of SHS, digital devices) covered by the grant?

   **PAOP Response:** Yes, these are eligible costs.

151. **Question:** Will there be a limit of the total available grant funds $2,000,000 by country?

   **PAOP Response:** No country funding limit has been set.

152. **Question:** Will grant-seekers that do NOT YET have a direct operating presence in a proposed project country be considered?

   **PAOP Response:** The company must be eligible to work in the country (legal registration) and the company should be in operation for at least one-year (not necessarily in the country of implementation). The company must also demonstrate the necessary buy-in from stakeholders or government authorities in the country proposed for project implementation.

153. **Question:** Can you please provide further clarification on the difference between the Fixed Amount Award (FAA) and the cost reimbursable award, particularly regarding assumption of cost risk?

   **PAOP Response:** 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, disbursement will be done only with the 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.

154. **Question:** Medical record keeping, what standard of privacy is expected? The US or the local country’s? Is this something PAOP would assist with to ensure compliance?

   **PAOP Response:** PAOP will not be responsible for complying with local privacy regulations related to the implementation of a medical record keeping solution, this will be on the applicant to demonstrate and ensure compliance.
155. **Question:** In submitting, our cost, do we have to stipulate how much profit or the PAOP has already determined that? Will submission have total cost-plus profit and the applicant benefit is only the profit?

**PAOP Response:** The granting cost structure will be determined by the pre-award assessment results of the chosen company.

156. **Question:** Will we be given lump sum funds for so many healthcare centers, upon which we will determine cost and profit? If this is the case, we suggest proper and stringent guidelines to ensure funds are spent on what it’s intended for.

**PAOP Response:** The granting mechanism will be determined by the pre-award assessment results of the selected company.

157. **Question:** If we get healthcare combined with a school, can we quote including the school or just the healthcare center?

**PAOP Response:** No, this RFA is only for electrification of health care facilities.

158. **Question:** Will our organization get the maintenance contract, as well? Who will pay for this maintenance in future? This would apply to all clinics which do not have funding.

**PAOP Response:** The applicant will develop their own business model. PAOP funds can only be used during the 12-month period of performance of the grant and will only cover costs that are approved in the initial award.

159. **Question:** Is the emphasis on public and private clinics or just public or private clinics only?

**PAOP Response:** There is no emphasis on type of health facilities. Companies may work with either public or private or both.

160. **Question:** Do we need to have an off-taker agreement or client agreement for our proposed power solutions as a condition for receiving the grant?

**PAOP Response:** If the applicant is proposing to implement a solution in a public or private healthcare facility then buy-in must be demonstrated from the relevant authorities and stakeholders.

161. **Question:** Can grant finances be spent on hardware/CAPEX?

**PAOP Response:** Yes.

162. **Question:** Is the call restricted or open to organization only or profits company are also eligible?

**PAOP Response:** The call is open to any organization (for profit and non-profit) that meets the “Applicant Eligibility” criteria stipulated in the RFA.

163. **Question:** Will an EIA be required as per 22CFR216?
PAOP Response: EIAs will only be required if the local/national government requires them. 22CFR216 does not require EIAs for all activities, depending on the size and type of activities, they may be excluded from this. PAOP will not fund EIAs.

164. Question: How will exchange rate be determined. Will direct USD payments be an option from grantee to suppliers to avoid currency exchange losses?
PAOP Response: This will be informed by the type of grant mechanism.

165. Question: When is programming anticipated to begin?
PAOP Response: Estimated award start date is July 1, 2020.

166. Question: Is it an absolute requirement that the main applicant must registered in the African country of implementation? Or is it sufficient to have project partners that are registered in the African country of implementation?
PAOP Response: Applications may be submitted as a consortium. However at least one consortium partner should meet the eligibility criteria stipulated in the request for applications. At least one consortia member must be eligible to work in the country (legal registration) and the company/ies should be in operation for at least one-year, even if not in the country of implementation.

167. Question: Would O&M costs set aside for after the 12-month period be eligible costs?
PAOP Response: Any funding awarded must be spent during the 12-month period of performance for the award.

168. Question: Does the grant include product supply, installation, testing and commissioning work?
PAOP Response: It could if this is part of the proposed solution.

169. Question: The ban on the financing of certain equipment: Concerning prohibited products, it is clearly mentioned "surveillance equipment". Are surveillance cameras, for example to monitor equipment installed for the purpose of fighting theft, also affected by this prohibition measure?
PAOP Response: The example sighted above is classified a security function and is an allowable cost.