

Question and Answer
RFA No: PAOP- RFA-2021-005
RFA Name: Healthcare Electrification to Improve Maternal and Child Health Services
Date: Monday, February 15th, 2021 (Round 1)

1. **Question:** Can application be submitted as a joint venture and, in this case, what are the requirements for it to be eligible.

PAOP Response: Applications may be submitted as a joint venture or partnership; however, the joint venture or partnership should meet all eligibility criteria stipulated in the request for applications.
2. **Question:** If the off-grid facilities are principally targeted, of which I acknowledge, will you consider grid connected facilities with an average electricity access of more than 8 hours per day? In Kenya and Uganda, power outages are irregularly too often but the daily average access is above 8 hours. Perhaps around 15-18 hours average over one year where between 0 and 24 hours are observed.

PAOP Response: Only facilities with an average of less than 8 hours per day of electricity service should be included in applications.
3. **Question:** Are there any restrictions on the type of hospital - for instance public/private. One of our connections has a weak-grid hospital and they are a Charity subsidiary of the Catholic Church so technically privately-owned. Would private organizations be eligible?

PAOP Response: There are no restrictions on category of facility or facility ownership. All facilities must:

 - Currently provide maternal and child healthcare services,
 - receive an average of less than 8 hours per day of electricity service,
 - And be located in Kenya, Malawi, Nigeria, Senegal, or Uganda.
4. **Question:** One potential project is a government hospital but is weak-grid and under-funded, can government run institutions apply?

PAOP Response: Applicants must be a registered company/enterprise (including micro-enterprises or groups of micro-enterprises), associations, cooperatives, and cooperative unions in the country/ies they are proposing to work.
5. **Question:** Does the hospital/clinic need to be a physical building with infrastructure, or could it be a mobile maternity vehicle unit? If a potential partner performs mobile maternity services and has been given a portable solar panel + battery to set up at her patient's homes so that she can perform clean and safe delivery in good lighting with proper electric medical equipment as needed. Would this type of project be eligible for this grant?

PAOP Response: Mobile health facilities will not be considered under this grant window. Grant activities may be conducted in Kenya, Malawi, Nigeria, Senegal, and Uganda.
6. **Question:** Do all project partners need to have a presence in the country chosen, or just the main applicant?

PAOP Response: Applications may be submitted as a joint venture or partnership; however, the joint venture or partnership should meet all eligibility criteria stipulated in the request for applications.

7. **Question:** Is there a limit on the number of applications a team provides?

PAOP Response: Individual companies may only apply once for up to 225,000 USD, however if a company is part of a consortium or a company has subsidiaries in different countries, the subsidiary may appear on multiple applications or the company may appear in multiple consortium applications.

8. **Question:** What is the "pot" size of this grant? For example, would two, \$200,000 grant applications be approved or is the maximum amount of money being granted for this application \$225K overall (meaning five, \$40,000 grants would be given and that is all?)

PAOP Response: Individual grants awarded as a result of this RFA and submission of a final application are intended to be for a maximum of 225,000 USD. 225,000 USD is the maximum value of an individual grant award, not the maximum value of combined grant awards. Final funding levels will depend on the content and quality of applications received, needs, availability of funding, and competing priorities.

9. **Question:** Is preference given to lower funding limits?

PAOP Response: The application merit review includes a number of financial categories including "Leveraging of other funds/resources to increase the impact of the proposed intervention", "Commercial Sustainability/Financial self-reliance beyond the 1-year grant period" and "Cost efficiency". Effective use of funding sought is preferred, but this does not explicitly mean that there is a preference to applications seeking lesser funding.

10. **Question:** Does the applicant have to enter formal partnerships with the proposed healthcare facilities prior to the application?

PAOP Response: Healthcare facilities must be identified at time of application. No exceptions will be allowed. A technical description of the solution is required including justification for system sizing. Regarding documentation from partnering health facilities, applicants must submit copies of MOUs and/or agreements. At a minimum, an MoU must be in place with the managing entity of the facilities (e.g., Ministry of Health, Christian Health Association, etc.). Evidence of ongoing discussions/business plans may be submitted however these must be finalized by the time of award.

11. **Question:** Is the grant open to joint venture partnership between an international company with experience implementing such kind of grant and a local company in the proposed country/ies?

PAOP Response: Applications may be submitted as a joint venture or partnership; however, the joint venture or partnership should meet all eligibility criteria stipulated in the request for applications.

12. **Question:** The RFA states "*Grant activities may be conducted in Kenya, Malawi, Nigeria, Senegal, and Uganda. PAOP will partner directly with organizations based in these countries*". Does that imply that the grant activities may not include Ghana but solely the countries listed above?

PAOP Response: Grant activities may not be conducted in Ghana. This grant funding call is open to Kenya, Malawi, Nigeria, Senegal, and Uganda only.

13. **Question:** To be eligible, does the applicant have to be registered in the country of implementation? Or is it sufficient for an international applicant to have confirmed, local partners?

PAOP Response: Applications may be submitted as a joint venture or partnership; however, the joint venture or partnership should meet all eligibility criteria stipulated in the request for applications.

14. **Question:** Would at least one year of experience from another country be sufficient for an applicant to be eligible, given that the local partner has more than one year of experience from the proposed country?

PAOP Response: Applications may be submitted as a joint venture or partnership; however, the joint venture or partnership should meet all eligibility criteria stipulated in the request for applications.

15. **Question:** Given sufficient bandwidth within the company, can one applicant submit proposals to more than one country?

PAOP Response: Individual companies may only apply once for up to 225,000 USD, however if a company is part of a consortium or a company has subsidiaries in different countries, the subsidiary may appear on multiple applications or the company may appear in multiple consortium applications. Additionally, a company's application may include grant activities in more than one of the target countries.

16. **Question:** Is it correct to assume that the impact that can be achieved through scale up of the business after the year of PAOP support will give a higher score than the actual impact during the year of PAOP grant?

PAOP Response: Both the direct impact of PAOP grant support and indirect impact of PAOP grant support (e.g., scaling up for future activities) will be considered. Greater emphasis will be placed on the direct impacts to be achieved during the grant's period of performance of 12 months, but both sets of impacts will be considered.

17. **Question:** We need a clarification about the 225,000 USD cap. Is it the cap for the project proposal or for the grant component? Is a proposal of 400,000 USD eligible (225,000 grant + co-financing)?

PAOP Response: The \$225,000 USD cap is for the grant component only. Proposed solutions with co-financing are highly encouraged but not a requirement.