

Question and Answer
RFA No: PAOP- RFA-2021-007
RFA Name: Scaling Healthcare Facility Electrification
Date: Friday, December 3rd, 2021

1. **Question:** Are there limitations in applying for a company/consortium rewarded in the previous call that are eligible or on the contrary are in a "better" position to apply?

PAOP Response: There are no restrictions on applications by past awardees, nor is any preference given to past awardees. All applications will be reviewed on merit.

2. **Question:** Is a project implemented in two countries eligible under the grant? We are a solar company based in Europe, we would like to partner with an NGO working in health sector in Niger and Senegal, and we have two different companies to partner with in each of these countries (one in Niger and the other one in Senegal). Would it be possible to present a project with a Joint Venture between us, a European based solar company, and an international NGO working in health sector in both Niger and Senegal, and two companies, one in Niger and another one in Senegal, but with no relations each other? In case yes, who should be the lead applicant of the project, being that the two local companies are working in their countries respectively and are registered each in its own country? Moreover, in terms of budget, shall the project in this case stay within the 500,000 USD budget or could be doubled the amount up to 1,000,000 USD, since the project would target two countries? Lastly, the limit of 3 JV members is inclusive of the lead applicant or the lead applicant is outside this number?

PAOP Response:

 - Grant activities may be conducted in any or multiple of Kenya, Malawi, Niger, Nigeria, Senegal, Sierra Leone, and Uganda.
 - Joint ventures of up to 3 members including the lead applicant are permitted.
 - Lead applicants for successful applications will enter into a grant agreement with RTI, be contractually responsible for all reporting and be the sole recipient of funds from RTI. The choice of lead applicant is left to joint venture applicants to decide, but it should be noted that the lead applicant cannot be modified after submission.
 - The maximum individual award is US\$500,000, meaning that no application can be awarded more than US\$500,000, even if covering multiple countries. Organizations can be lead applicant on a single application only, but there are no restrictions on the number of applications an organization participates in as a non-lead applicant JV member.

3. **Question:** Is it possible for USAID/PAOP to provide a list of relevant licenses required for undertaking of the project in the 7 target countries as a resource for applicants?

PAOP Response: As licensing requirements vary from country to country, applicants are expected to have working knowledge of applicable licensing requirements in-country and must hold relevant licenses.

4. **Question:** If capacity to deliver, financial resources, and other project elements demonstrate capability of an applicant to undertake the project in at least 2 countries?

PAOP Response: Grant activities may be conducted in any or a multiple of Kenya, Malawi, Niger, Nigeria, Senegal, Sierra Leone, and Uganda. However, an individual organization can only be the lead applicant for a single application. Multiple countries in a single application are allowed.

5. **Question:** As an on-site cold storage technology provider, will we be able to profile our refrigerator products to applicants seeking to include these technologies as part of their proposed projects e.g through the off-grid productive use catalogs - <https://www.usaid.gov/powerafrica/beyondthegrid/off-grid-solar-market-assessments>
PAOP Response: We welcome collaborations between appliance or medical equipment providers and potential applicants. However, in relation to this RFA, we will not be providing a preferred list of equipment providers.
6. **Question:** We note that the RFA states “final funding levels will depend on the content and quality of applications received...” and “individual grants awarded...are intended to be for a maximum of USD500,000”. What is the total pool of grant funding available for grants awarded under this RFA?
PAOP Response: We expect to have multiple awards across the portfolio of eligible countries. However, the final award amounts and number of awardees will depend on the content and quality of applications received, needs, availability of funding, and competing priorities.
7. **Question:** We note that the RFA allows applications from joint ventures (JVs) with a maximum of 3 JV members. For the purposes of submission of an application under this RFA, what are the requirements, if any, pertaining to the nature of the JV agreement between JV members?
PAOP Response: Joint venture applications will be requested to provide any memoranda of understanding, partnership agreements or other documentation governing the relationship between the joint venture members prior to award. PAOP does not have specific requirements on the form or content of any such agreements though, simply that some form of agreements are in place prior to award and that they align with proposed activities.
8. **Question:** On one of the criteria stated that the proof of eligibility to undertake renewable energy installations in target country(ies), for example (as required by local regulations): Electrical installation permit. My question is that we develop and operate mini-grids in Nigeria but make use of contractors (for the construction) that possesses the license. Does it stand for us for the application?
PAOP Response: The use of licensed/permitted subcontractors in lieu of possessing any required licenses/permits is permissible. In this case, any licenses/permits held by the expected or indicative subcontractor should be included in the submission.
9. **Question:** Our company is a private renewable energy company located in Uganda; is it possible to operate as an independent company during project activities?
PAOP Response: Applications may be submitted by individual organizations or joint ventures including private companies, non-governmental organizations, etc. as long as they fulfil the eligibility requirements.
- Coordination with local authorities for any public healthcare facilities is expected, but government authorities should not be included as JV members.
10. **Question:** Is it mandatory to partner with other local NGO?
PAOP Response: Applicants are not required to partner with a local non-governmental organization (NGO).

11. **Question:** What is the relevance of partnering with local authorities during project activities?
PAOP Response: Coordination with local authorities for any public healthcare facilities is expected, but government authorities should not be included as JV members.
12. **Question:** We are requesting for a highlight on the grant size in USD?
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 500,000 USD. 500,000 USD is the maximum value of an individual grant award, not the maximum value of combined grant awards. Final funding levels and number of awards will depend on the content and quality of applications received, needs, availability of funding, and competing priorities.
13. **Question:** How is a zipped folder formed? Is there any difference from the “common ones?”
PAOP Response: ZIP is a common file format that is used to compress one or more files together into a single folder. This reduces file size and makes it easier to email faster. Applicants should look up ways of compressing files according to their laptop/desktop operating systems such Windows or IOS.
14. **Question:** What could be the consequences of not having “the renewable energy importation license” as a requirement?
PAOP Response: Specific licensing requirements are dependent on the applicant’s focus country(ies). We expect the applicant to have a working knowledge of licensing requirements for their specific country and be in compliance of those licensing requirements.
15. **Question:** What happens if the company percentage revenue is less than 50%?
PAOP Response: Applications that do not meet the eligibility criteria stated in the RFA will not be considered for award.
16. **Question:** What are DUNS number and its importance?
PAOP Response: 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.
17. **Question:** Please clarify on the “solicitation instructions of this application?”
PAOP Response: All solicitation instructions are across the RFA and annex documents. Similarly, any clarifications and responses to submitted questions will be published by the dates detailed in the RFA. These clarifications and responses are considered part of the solicitation instructions.
18. **Question:** Company/consortium awarded during last PAOP call and only recently project implementation started, are eligible for this competition also if the business model isn't proved yet?
PAOP Response: All previous awardees are eligible, and we encourage them to apply. However, previous award does not guarantee future award. All applicants, regardless of previous award, will be scored based on the merit review criteria detailed in the RFA.
19. **Question:** Regarding remote monitoring what data/information should we be able to monitor remotely?

PAOP Response: We have no explicit requirements of the values to be monitored, but we would reasonably expect that any remote monitoring solutions utilized can report generation, consumption, and battery state of charge.

20. **Question:** Due to the proximity of the deadline with the Christmas/vacation period a week extension can be possible?

PAOP Response: Unfortunately, we cannot extend the RFA window.

21. **Question:** Is this applicable to all hospitals in urban or in rural centers?

PAOP Response: Any healthcare facility that is currently off-grid or has less than 8 hours of electricity access a day is eligible. We do not make a distinction between rural vs. urban. Please keep in mind, our intent is to focus on impact and sustainability as detailed in the merit review criteria in the RFA.

22. **Question:** Will a recording be provided to all after this session?

PAOP Response: Yes, as well as a copy of the webinar slides and a document of all the questions and answers provided will be posted on <https://www.rti.org/current-opportunities>

23. **Question:** What specific licenses or certificates would I need to show, where can I find what, in this case, in Senegal is required?

PAOP Response: As licensing requirements vary from country to country, applicants are expected to have working-knowledge of applicable licensing requirements in-country and must hold relevant licenses.

24. **Question:** How is the company's 50% annual turnover will be measured because my 50% could be another one's 70% according to annual sales.

PAOP Response: The line in the RFA states, "Have realized revenues of at least 50% of the grant funding sought within the calendar year 2019 or 2020" For example, if I am requesting \$400,000 in grant funding then I must have realized revenues in calendar year 2019 or 2020 of at least \$200,000.

25. **Question:** With respect to company registration in country - if the entity is a registered branch office of an international parent company, does that satisfy the requirement for this RFA?

PAOP Response: Yes, as long as the entity is registered and is legally able to conduct business within the country of application.

26. **Question:** What are the major points of failure of previous applications?

PAOP Response: We will provide a more detailed presentation of failures in the second webinar but just at a high-level here are a few key points to keep in mind:

1. All eligibility criteria, required forms, and submission due date are strict. We cannot provide any flexibility here.
2. We score based on the merit review criteria detailed in the RFA. Low scoring applications in the previous windows have not followed this scoring criteria closely and/or did not provide complete answers.
3. The burden is on the applicant to provide sufficient evidence in their application. The application is all we can review and use for final selection. For example, we have had

applicants in the past make overarching claims about potential impact and/or sustainability plans but not provide how they have reached those conclusions.

27. **Question:** Please clarify if a DUNS number required at award or RFP stage.
PAOP Response: A DUNS number does not need to be included in initial application, but will need to be submitted later in the process if an application advances to negotiation or award.
28. **Question:** We are considering submitting our response as a consortium. Do all of the partners in the consortium need to provide proof of having a Renewable energy license, Electrical installation permit and Renewable energy importation license in the target countries? Or does only the organization in the consortium responsible for and tasked with actual installation of PV systems in that country have to have the appropriate licenses/permits?
PAOP Response: At least one JV member must meet each of the eligibility requirements, not all JV members must meet every criteria, including the requirement for relevant licenses/permits. As such, as long as at least one JV member holds the required licenses/permits, then this is acceptable.
29. **Question:** Is Djibouti eligible for this project?
PAOP Response: The eligible project countries are Kenya, Malawi, Niger, Nigeria, Senegal, Sierra Leone and Uganda. Djibouti is not an eligible project country.
30. **Question:** If we apply for a new grant how do we pitch our upcoming model as “proven” (since we’re still in implementation)? Are there case studies in the industry literature that we can point to in order to say this is “proven” (albeit elsewhere)?
PAOP Response: This funding opportunity is looking to support the scaling of an organization’s already piloted business model/s and/or technologies; therefore “upcoming” models will not be considered. In addition, we cannot refer applicants to any case studies.
31. **Question:** How many companies are expected to win in a country?
PAOP Response: There is currently no predetermined number of awardees per country or for the window as a whole. Final award amounts and number of awardees will depend on the content and quality of applications received, needs, availability of funding, and competing priorities.
32. **Question:** Can it be private health center too?
PAOP Response: Any healthcare facility that is currently off-grid or has less than 8 hours of electricity access a day is eligible. We do not make a distinction between public vs. private.
33. **Question:** In case of a Consortium or group between a local company and an international company, is it compulsory to form a special legal company in the targeted country?
PAOP Response: We do not have specific requirements on the form or content of any such agreements though, simply that some form of agreements are in place prior to award and that they align with proposed activities.
34. **Question:** In the case of a grouping, do both companies have to have a seat in the designated country?
PAOP Response: At least one member of the Joint Venture should satisfy each component within the eligibility criteria

35. **Question:** Any other grants for Zambian youths?
PAOP Response: Unfortunately, only applicants from the seven countries (Kenya, Malawi, Niger, Nigeria, Senegal, Sierra Leone, and Uganda) listed in the RFA are eligible.
36. **Question:** Where can I find the information on how to get a DUNS number?
PAOP Response: <https://www.dnb.com>
37. **Question:** Do we count the project period from January or March 22 which is the anticipated award date?
PAOP Response: The project start date will be the date that the grant agreement is fully executed, signed by both parties so now our award date is tentative. It will be dependent on the number of applications received and how quickly we can move through the review process and then most importantly the negotiation process.
38. **Question:** Related to your criteria of implementation experience in renewable electrification, are you taking in account that in some countries, very few projects have been already financed and implemented? Some local companies have little experience.
PAOP Response: Yes, we do understand markets differ in terms of maturity and we will be accounting for country context.
39. **Question:** The RFA mentions that the maximum award per grantee is USD500k. Is there an aggregate or total grant amount which has been ear-marked for this round? If so, can you share that figure?
PAOP Response: PAOP is unable at this stage to disclose the total grant amount earmarked for this round. We do expect to have awards across most if not all of the seven countries, but this will be highly dependent on the quality of the applications we receive.
40. **Question:** Will you look at the criteria that the applicants use to map the health facilities to include in the project?
PAOP Response: There is no explicit mention of this in the review criteria. This would be suitable for the impact criteria. As part of the impact criteria, applicants are expected to list the facilities they have chosen and include justification of why they have chosen those particular facilities.
41. **Question:** Do you expect the applicants to find alternative source of funding, in addition to the funding of what under this project?
PAOP Response: Alternate sources of funding are not explicitly required; however, applications are expected to have some additional sources of funding.

Round 2

Date: December 20th, 2021

42. **Question:** If Joint Ventures (JVs) are able to secure tax exemption status for equipment imported and deployed as part of project activities, can this \$ amount be counted towards the cost-share contribution?
PAOP Response: Exempted duties and/or taxes will not be counted towards the cost-share contribution.
43. **Question:** With regards to the two types of awards indicated in Section IV, b. iii, page 13: Fixed Amount Award Grant (FAA) and Cost-Reimbursable Grant, is USAID/RTI expecting the bidder to indicate what type of Award is their preferred option in their cost narrative?
PAOP Response: Type of award will be negotiated should the applicant successfully make it to the shortlisting stage. Applicants do not have to indicate a preferred option.
44. **Question:** Should either type of award be selected, will an advanced payment be possible to cover the cost of large upfront expenditure such as non-expendable equipment and mobilisation costs?
PAOP Response: The applicant should propose a milestone structure that fits their needs. Final milestone structure will be mutually agreed upon after successful negotiations, should the applicant make it to that stage.
45. **Question:** Can we hand in our grant in a PDF format with nice graphics?
PAOP Response: All application documents must be completed in the same file format provided by PAOP. Application documents submitted in alternate formats will not be accepted.
46. **Question:** Do Annex A and Annex C need to be completed in the PDF template sent to us or can we submit as Word documents, following the same sections as in the PDF templates?
PAOP Response: All application documents must be completed in the same file format provided by PAOP. Application documents submitted in alternate formats will not be accepted.
47. **Question:** Systems are required to have integrated remote monitoring capacity. While this is possible with our system it has an additional cost. How sophisticated does the remote monitoring feature need to be? The more sophisticated, the less impact we can make (f.e. in terms of number of health clinics that can be electrified). How will this be evaluated?
PAOP Response: At a minimum, any remote monitoring system should be able to report: daily generation (kWh/day), daily consumption (kWh/day) and battery state of charge (% preferably hourly).
48. **Question:** The RFA urges bidders to include a 5-year maintenance/servicing component, something that we highly encourage. Is it allowed to reserve a budget for a post contract servicing component?
PAOP Response: No, reserve budget for post contract servicing components is not allowable
49. **Question:** What is the cost/share contribution for this project?
PAOP Response: While leveraging of other funds and resources is encouraged and forms a key part of the merit review, it is not required.

50. **Question:** Is the application weighted in terms of scoring? If so, what is the breakdown on points per section?
PAOP Response: All applications will be reviewed against 6 merit review categories, described in detail in the Request for Applications. The weighting of these categories is also included in the Request for Applications, refer to RFA “SECTION III. APPLICATION MERIT REVIEW CRITERIA”, and is:
A. Impact 20%
B. Viable and Scalable Solution 20%
C. Leveraging of Other Funds/Resources 10%
D. Management & Operational Capacity 20%
E. Commercial Sustainability 20%
F. Cost Efficiency 10%
51. **Question:** What percentage of the project will be monitoring and evaluation? Similarly, what long term aspects of the project are important?
PAOP Response: Monitoring and evaluation will be ongoing and contractually obligated for the period of performance for any awards. There will be no contractual obligation to report after the period of performance, however voluntary reporting after the period of performance may be possible.
52. **Question:** Can we include an attachment (to the PDF template) to substantiate past performance, relevant track, and business references? Can we include attachments to substantiate our company details, including evidence that we meet the minimum financial resource requirements? Can we include attachments to evidence endorsements from stakeholders (such as Ministries of Health)?
PAOP Response: Yes, all the above may be submitted as attachments in the email submission of the application.
53. **Question:** If we are applying as a consortium, where in the application forms do we include company descriptions of our partner organizations, including their relevant experience?
PAOP Response: Applicants should include descriptions for all JV partners within the allocated sections of Annex A Technical Application Form. The length of the relevant sections should be sufficient for up to the maximum allowable 3 JV partners.
54. **Question:** Do we need to provide business references for all partners (if jointly applying) or just for the lead partner?
PAOP Response: Business references must be provided for the lead applicant only at time of initial application. PAOP may request business references for JV partners at a later stage if an application progresses.
55. **Question:** For how many years will POAP run for?
PAOP Response: PAOP is currently set to end November 2022, however the final period of performance for this grant window will be determined at time of negotiations. Currently, we are expecting a 7-month period of performance.

56. **Question:** Please clarify if the 500K USD cap is per application or per health care site proposed.
PAOP Response: The maximum individual award cap of \$500k is per grant award and not per facility.
57. **Question:** What constitutes a business reference?
PAOP Response: A business reference may be but not limited to a letter from organizations not directly involved in the application, but who are familiar with the applicant's qualifications, training, and interests and have dealt with the lead applicant directly.
58. **Question:** Do we need to look for the healthcare facilities by ourselves or you do have a list of the target facilities?
PAOP Response: Applicants are expected to identify healthcare facilities as part of preparing their application. PAOP does not have lists of eligible facilities to share.
59. **Question:** On the renewable energy licenses, if it happens that one's license has expired and has renewed, but the new license hasn't been processed yet by the deadline of application submission. Can one go ahead and attach a copy of the expired license? knowing that the new one will be out before the project starts?, if not, what do you suggest the applicant do?
PAOP Response: We do understand that licensing processes can sometimes take time. As such, at time of application submission, we will accept proof of submitted license renewal documentation.
60. **Question:** Is this exactly the same presentation as the first one?
PAOP Response: The front-end of the presentations made during the first and second webinars were the same. 2 slides discussing past applications and why applicants either failed or succeeded were added to the end of the presentation of the second webinar following feedback from prospective applicants.
61. **Question:** PAOP Grant ends 2022. Given the important catalytic function of PAOP throughout Africa, will there be an extension of the PAOP Project? A follow-up facility that will help awardees to further scale?
PAOP Response: Unfortunately, we do not have any information on post-PAOP activities.
62. **Question:** So, in that case, there won't be POAP in 2022 to run in 2023?
PAOP Response: Unfortunately, at this time, we must operate with the November 2022 end date. However, please note that if this does change, the grant period of performance may be adjusted accordingly.
63. **Question:** In case of joint venture, does realized revenue of 50% of grant funding need to be from proposed country?
PAOP Response: Realized revenue is not restricted to the target country.
64. **Question:** Has the project end of PAOP somehow informed the rather tight project implementation window (March-September 2022) or is this based on learnings of the first RFA?
PAOP Response: The short implementation window is based on our current project time constraints. If this constraint changes, the implementation window will adjust accordingly. In our previous experience, the 7-month implementation window is feasible.

65. **Question:** On Page 14 Section C second bullet point, does “All Applicants” and “Applicants” refer to the JV as a collective, or every member of the JV? Asking this because some of the criteria may not be easily met for not-for-profit organizations. If one member of the JV meets the 50% revenue threshold, will the application still be considered?
PAOP Response: Yes, it refers to the JV as a collective. No one member of the JV must meet all criteria on their own. For each bullet, as long as one member meets the criteria, the application will be considered.
66. **Question:** Criteria E 'commercial sustainability' - what does good look like in this regard?
PAOP Response: In short, strong applications should include sufficient calculations and data to show that their proposed solution is commercially viable and sustainable.
67. **Question:** With regards to the two types of awards indicated in Section IV, b. iii, page 13: Fixed Amount Award Grant (FAA) and Cost-Reimbursable Grant, is USAID/RTI expecting the bidder to indicate what type of Award is their preferred option in their cost narrative?
PAOP Response: The bidder is not expected to indicate the preferred option.
68. **Question:** The RFA says that 'Past performance business referral letters' and 'Formal agreement or Memorandum of Understanding (MoU)' are only required prior to contracting. Does this mean that these docs do not have to be included at submission on January 7? Or will proposals with such documents be favored?
PAOP Response: We understand that sometimes these documents can take time to compile. As such, we will require these to be submitted prior to award. At time of application, we do expect any discussions that would lead to an MoU to already be underway.
69. **Question:** With respect to the types of awards (FAA and Cost-Reimbursable Grant) can we include an advance payment in our budget to cover mobilization costs and down-payments on the procurement of equipment?
PAOP Response: Please see the milestone schedule documentation within the application, Annex D - Detailed Budget. Propose the milestone schedule that best fits the context of your proposed solution.
70. **Question:** Please advise more regarding the required certifications, like Verasol? GOGLA membership is required for the lead or all the consortium members?
PAOP Response: GOGLA membership is not required, however adherence to the GOGLA Consumer Protection Code is.
71. **Question:** I did notice when reviewing the Annex A was that the formatting is good when the source file is on the RTI domain. As soon as it is not hosted by RTI, the formatting goes wonky. - So, entering data on the form online is good, then when saving it goes to local drive, those nice fields disappear; - Downloaded the file to fill in, same issue. I am using Adobe DC. To be clear, the fields are there, just that the visibility of them is very impacted."
PAOP Response: Thank you for raising. We will raise this issue immediately with our IT and revert. If you can please send an email to paopgrants@powerafrica-offgrid.org with the issue so we can review and potentially escalate.

72. **Question:** It was mentioned that the projects should not be a "one off"; will additional funds be provided at a later date for rolling forward or scale up the initial project proposed? Or do we have to provide evidence of future growth without USAID funding?
PAOP Response: There are currently no plans for additional funding under this facility. Any scaling plans should rely on other sources of funding.
73. **Question:** Is preference given to "many sites/with smaller sized systems" or "qualitative solution on a single or few sites"?
PAOP Response: Our aim is "impact" and "sustainability". We understand that the best proposed solutions will depend on context and that some of the shortlisted applications may have just a few large facilities while others may have a 100+ small facilities within their proposed solution. If the application is for a handful of rural hospitals, then a successful applicant should be able to provide sufficient evidence that shows the respective impact of those handful of rural hospitals and strategy to keep the systems running. Likewise, for applications that aim to electrify 100+ facilities with small systems.
74. **Question:** With respect to the third indicator in the MEL plan (sale of productive use equipment (PUE)) - does this imply that sale of PUEs is a mandatory element of a compliant solution (i.e. do we have to include PUE in our solution)?
PAOP Response: The sale or supply of PUE equipment is not required. If a proposed project does not include PUE equipment, then the applicant should specify a target value of zero for this indicator.
75. **Question:** Can SHS companies with a track record of powering health centers apply for the grant? Or is this strictly for mini-grid and solar/ diesel hybrid solution providers?
PAOP Response: SHS and standalone systems are eligible and encouraged to apply if they meet the minimum criteria and qualifications. Please see some of our prior HFE grantees for the types of technologies we have funded prior.
76. **Question:** Can an organization work on a government health facility? What are fringe benefits?
PAOP Response: An applicant may, and many awarded likely will electrify government healthcare facilities. Fringe benefits are employee benefits offered by your organization beyond the base salary such as pension and medical insurance among others.
77. **Question:** Why is it highlighted that this RFA might be cancelled. Are there already signs for that presently?
PAOP Response: Not at all, these are just general disclaimers. We currently do not have an expectation that this grant window will be cancelled.
78. **Question:** Where can we see or find a list of prior HFE grantees?
PAOP Response: Public details on past HFE awards are available at the following two links:
- <https://powerafrica.medium.com/usaid-power-africa-announces-2-6-c003fa75f004>
 - <https://powerafrica.medium.com/usaid-power-africa-strengthens-maternal-and-child-health-services-in-sub-saharan-africa-with-8abf4a46160>

79. **Question:** You mentioned the applicant is expected to have generated revenue of 50% of the grant funding. Can an applicant show revenue from a sister company from a country that is not presently listed among the beneficiary countries?
PAOP Response: Assuming that sister company is part of the same group and are not just loosely affiliated, but they are formally affiliated then that would be acceptable. Any sister company needs to be formally affiliated, or they should have the exact same ownership.
80. **Question:** Most of the forms requests for application number, would the number be stated in the forms?
PAOP Response: Many of the annexes include a prefilled Request for Application Number. For any annexes that do not, please use "PAOP-RFA-2021-007" as the Request for Application Number.
81. **Question:** Can you upload this presentation on YouTube so that we can go through it on a self-paced basis.
PAOP Response: Both the presentation slides and a recording will be posted to <https://www.rti.org/rfp> by 20 December. Slides and recording from the first webinar are already published to the same location.
82. **Question:** Can the applicant share the relevant experience of a sister company from a country that is not presently listed among the beneficiary countries?
PAOP Response: Assuming that sister company is part of the same group and are not just loosely affiliated, but they are formally affiliated then that would be acceptable. Any sister company needs to be formally affiliated, or they should have the exact same ownership.
83. **Question:** From the look of things, this is not open for startups even if they were to get a JV in their country of operations – confirm.
PAOP Response: There are no restrictions in terms of how many years of operation; however, it would be expected that to meet the revenue eligibility criteria, the company or one member of the JV would have to have at least one year of operation. There are no restrictions in terms of how long a company or organization has been operating.
84. **Question:** Are there templates for successful applications that we can view to prepare our applications?
PAOP Response: We don't have any sample applications that we can share. The guidance we've provided during the 2 webinars is, unfortunately, all we can provide in terms of what we're expecting. It is not possible for us to provide past applications as they're protected, and we also have not generated any sample applications.
85. **Question:** Is it possible to get the list of the previous winners of PAOP grant?
PAOP Response: Yes, please follow these links for the previous windows:
- <https://powerafrica.medium.com/usaids-power-africa-announces-2-6-c003fa75f004>
 - <https://powerafrica.medium.com/usaids-power-africa-strengthens-maternal-and-child-health-services-in-sub-saharan-africa-with-8abf4a46160>
86. **Question:** I may have missed this but is there a maximum level of funding per applicant?

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 500,000 USD. 500,000 USD is the maximum value of an individual grant award, not the maximum value of combined grant awards. Final funding levels and number of awards will depend on the content and quality of applications received, needs, availability of funding, and competing priorities.

87. **Question:** Will proposals of innovative new technologies be considered a disadvantage or a strength in the application?

PAOP Response: So long as the new technology has been piloted there will be no disadvantage. This window is not designed for piloting of new technologies or business models. So, if the technology being considered or proposed has not previously been piloted that will be considered a disadvantage and may even disqualify the application. If it is a technology that has been piloted, and you can point to past pilots, a pilot that is under way; then that will be considered. The key part being that it must be a technology that has been piloted or piloting is already under way.

88. **Question:** You might want to check the amount stated on the application form/guide. It showed \$250,000.

PAOP Response: Upon review of the English and French language versions of the Request for Applications, we were not able to locate any reference to \$250,000. Individual grants awarded as a result of this RFA, and submission of a final application are intended to be for a maximum of 500,000 USD.

89. **Question:** From the presentation - it say 2018 – 2022, meaning no similar calls in the future? Confirm if I got it right

PAOP Response: Currently there are no future similar calls planned.

90. **Question:** Can we use long duration energy storage?

PAOP Response: We are technology agnostic in terms of energy storage we don't have restrictions on specific battery chemistry etc. Past award ease of use the mixture of lithium and lead acid batteries, we have received applications that included supercapacitors, for example. The one caveat is that we are looking for proven technologies and not looking for testing of brand-new technologies that are not previously tested.

91. **Question:** Please give an example of a commercial sustainable project from the past

PAOP Response: One example is one of our prior grantees entered into a long-term contract with the facility and the relevant government stakeholders. They were able to show that the contract they were entering into already fit within the facilities budgets and their current expenditures for energy and provided sufficient evidence to make the case that the facility would be able to pay, and the facility was willing to pay. And then, they also provided sufficient or additional documentation from the state government that stated that they wanted to enter into this sort of long-term arrangement.

92. **Question:** Energy storage is more expensive than regular lithium iron or regular flow battery, is that going to be a disadvantage

PAOP Response: We do not have technology preferences; however, we would expect a justification by the applicant of why they chose specific technologies. If there is a higher upfront

cost with a specific technology, then the applicant could justify that by the reduced maintenance or the longer service life, for example. Any justification of why a specific technology was chosen should ideally be from both a commercial perspective and an operational perspective.

93. **Question:** I hope the presentation copy will be shared later with attendees for reference and all.
PAOP Response: Yes, a recording of the webinar, copy of the presentation, and written answers to the questions will be provided in the coming days. A copy of the webinar slides and a document of all the questions and answers provided will be posted on <https://www.rti.org/current-opportunities>
94. **Question:** What did you mean by average of less than 8 hours a day of electricity?
PAOP Response: We recognize that electricity supply can be highly intermittent and inconsistent, so we are utilising a maximum annualised average hours per day of electricity service to define what we mean by off-grid or weak-grid healthcare facilities. The definition does not apply only to grid electricity service, but any other electricity source including but not limited to diesel generators and solar PV. Eligible facilities must have combined electricity service of no more than 8 hours per day when averaged over a year. In most cases, facilities will not have records of electricity service hours, in which case an estimate average provided by facility staff is appropriate.
95. **Question:** What is a sustainable ownership structure that PAOP has found to work between facility owner and developer? If facility has 100% ownership how does developer ensure needed equipment replacement and effective O&M?
PAOP Response: A lot of exciting testing of sustainable business models is underway, including our own past grants. However, the amount of time that's elapsed since those systems were installed and the long-term O&M has started is not sufficient to draw any concrete conclusions. So, while we may have some early indicators of which models may work slightly better in a particular context, or may be more promising, we really don't have concrete evidence yet and we expect applicants to provide evidence of why their proposed should be sustainable.
96. **Question:** Is the financial criteria "realized revenues of at least 50% of the grant funding sought within the calendar year 2019 or 2020" applicable to the lead applicant only or to any of the members of the consortium?
PAOP Response: Any member of the consortium, so long as one member within a JV or the consortium satisfies each of the eligibility criteria.
97. **Question:** Would an electrical chargeable bike - allowing increased reach be considered a restricted good (b. motor vehicle)?
PAOP Response: Yes, automobiles including bikes are considered restricted goods.
98. **Question:** The Monitoring plan has this indicator: 'Amount Mobilized: Amount of investment mobilized for energy projects' Is it mandatory for the applicant to mobilize other funds?
PAOP Response: This will be the any crowdfunding or financing which is brought in or happens during the life of the grants. Some previous awardees were able to secure co-funding or financing prior to time of award and some grantees have secured follow-on co-funding or financing during the grant implementation. In both of those scenarios that could be in-kind or actual external financing.

99. **Question:** Can you provide more clarity on cost reimbursements on the grant as well as the frequency of payment? What qualifies for large disbursement under the grant?
PAOP Response: Historically, past grant agreements have been fixed award amount, and there is a milestone schedule or payment schedule linked to milestones achieved that dictates fund disbursement. We asked that applicant propose a milestone schedule with the Detailed Budget (Annex D). Put forth your best in terms of the milestones schedules and we obviously take into account, given context within the country, and we also like to see results before disbursements. Final milestone schedules will be negotiated, should your application progress to that stage.
100. **Question:** Is there a geographic limitation on the source of equipment in addition to qualifying technical specifications for this call?
PAOP Response: There are no geographical preferences for equipment origin, however there are some restricted countries, refer to List of Prohibited Source Countries (<https://www.usaid.gov/sites/default/files/documents/1864/310mac.pdf>)
101. **Question:** Please advise on what basis the applicants are to allocate the milestone budgets
PAOP Response: Applicants should propose a milestone schedule that provides appropriate cashflows for the delivery of the proposed project, while also ensuring that they are incentivised to deliver all proposed outcomes.
102. **Question:** Is there a small installation capacity this grant would not cover regarding the size of healthcare facility? For example, 5 KW. what is the best installation capacity would you consider?
PAOP Response: We have no restrictions in terms of the size of installation per facility. To give you an idea of the range of previous awardees, the smallest system size that was installed was approximately 700 watt peak and the largest is around 8 kilowatt peak. There is no specific restriction or acceptable range for system sizes. The impetus is on proving that you are meeting demand in an impactful and sustainable manner.
103. **Question:** Is possible for the applicants to support the Healthcare electrification on a matching funding basis through the PAOP grant?
PAOP Response: Leveraging of funds/resources is one of the merit review categories, with applications that leverage other funding or in-kind contributions being reviewed more favourably in this category.
104. **Question:** Is it limited to one facility?
PAOP Response: There are no limitations on the number of facilities.
105. **Question:** How much of the grant funding should the business model be looking to recover?
PAOP Response: Leveraging of funds/resources is one of the merit review categories, with applications that leverage other funding or in-kind contributions being reviewed more favourably in this category. There are no defined targets or thresholds for the amount of funds/resources to be leveraged.
106. **Question:** Can we have access to the recorded webinars?
PAOP Response: The recording of the previous webinar is available at www.rti.org/rfp. The recording of this webinar will be made available on the same webpage by 20 December.

107. **Question:** What is the minimum number of health facilities are we supposed to show evidence of discussion for when we are applying?
PAOP Response: There are no upper or lower limits for the number of proposed healthcare facilities.
108. **Question:** If a consortium is not a formal "JV" is it expected that the lead partner (if successful) will contract with PAOP and then the lead partner will sub-contract the other partners? If this is not necessarily PAOP's expectations, is this an acceptable arrangement?
PAOP Response: There are no requirements for a formal relationship. The structure and formality of the relationship between JV members is left to the applicant to be decided. PAOP will require documentation on the relationship prior to award as part of due diligence.
109. **Question:** Is the grant applicable to Government health facilities
PAOP Response: An applicant may, and many awarded likely will, electrify government healthcare facilities.
110. **Question:** How competitive have past windows been (i.e., number of applicants vs number of awards)?
PAOP Response: The ratio of applications received to awards made was relatively consistent for past PAOP healthcare facility electrification grant windows at approximately 30 applications per award granted.
111. **Question:** Should we focus on critical loads or full load?
PAOP Response: The specific equipment within the healthcare facilities to be electrified is left to the applicant to decide and provide justification for in their application.