

**Request for Applications (RFA)
USAID Energy Secure Philippines Activity (ESP Activity)
Energy Evolution Challenge**

**RFA# USAID ESP Activity-2022-01
“Portable Energy Solutions to Enhance the Logistics Chain for the Delivery of
Essential Goods”**

I. Purpose for Funding Opportunity

The USAID Energy Secure Philippines (ESP) Activity through its Energy Evolution Challenge grant facility seeks applications to fund, in the form of grants, qualified organizations/companies to demonstrate innovations in portable solutions to enhance the logistics chain for the delivery of essential goods.

The efficient and timely shipment of essential and temperature sensitive goods such as medicines and food, particularly during the pandemic is significantly hindered by limitations in the availability, portability, and flexibility of cold storage equipment, reliable energy sources, and other complementary support systems. Currently, the cold storage facilities in the country are owned by large companies but are fragmented and disconnected from local regions (Li, 2018)¹. Innovations in portable energy solutions with applications to the logistics chain can address the gaps in the effective delivery of essential goods to both rural and urban areas, where location, safety, congestion and route circumstances pose a challenge in making deliveries to the sites.

The purpose of the grant is to demonstrate innovations and to encourage investments in green energy applications in portable energy solutions in the logistics chain anywhere in the country, including the USAID CDI sites: Batangas, Cagayan de Oro, General Santos, Iloilo, Legazpi, Puerto Princesa, Tagbilaran and Zamboanga. The grant will support private entities that have a coherent plan to demonstrate any or a combination of the following:

- Innovations in utilizing portable energy solutions in the logistics chain such as delivery, storage, packaging and shipment-tracking of essential and temperature-sensitive goods
- Streamlined processes that result in a more sustainable, smarter, secure and more connected logistics chain;
- Multi-sectoral engagement and coordination in the effective delivery of temperature-sensitive goods to the end-users

The grant will be awarded in combination with technical assistance, training, and/or other inputs toward achievement of specific objectives that respond to expressed local needs and contributes to the achievement of stated expected results of the USAID ESP Activity objectives. Opportunities for cost sharing and leveraged funds, are preferred.

Issuance of this RFA does not constitute an award, a commitment on the part of RTI or USAID nor does it commit to pay for costs incurred in the submission of an application. In addition, this RFA is not intended to replace any current or future funding agreements organizations may have with any government department.

¹ Li, Richard. Baseline Data Analysis by National Expert Richard Li Cold Food Chain Report Summary. November 6, 2018.

II. Summary

1	Date of Announcement	January 10, 2022
2	Issuing Office	RTI International – USAID ESP Activity, Philippines
3	RFA to be submitted by email to:	grants@energysecure.ph
4	Submission deadline	February 18, 2022 - 5PM (Manila time)
5	Notification of Selection	July 2022
6	Submission Method	Documents must be submitted electronically in English. Email subject: "Application for RFA 2022-01_Name of Applicant"
7	Anticipated awards	One grant nationwide or in any of the USAID CDI sites
	Funding amount for each award (estimated maximum)	Up to PhP25,000,000
8	Duration of award	Twenty-four (24) months with potential for extension but not exceeding the Activity life-of-project ending on October 2025
9	RFA Q & A Due	January 21, 2022

III. Program Statement

The USAID-funded Energy Secure Philippines (ESP) Activity works nationwide including the selected CDI sites: Batangas City; Tagbilaran City; and General Santos City. For this award, USAID ESP Activity is seeking partners to engage directly with relevant LGUs and/or private sector stakeholders to improve efficiency and sustainability in the logistics chain of temperature-sensitive goods to both rural and urban populations.

IV. Background: The USAID ESP Activity

The \$34 million USAID-funded Energy Secure Philippines (ESP) Activity focuses on advancing inclusive economic growth and resilient development through increasing private investment in order to promote advanced technology deployment and boost the energy sector's resilience to shocks and stresses. To achieve this objective, ESP aims to mobilize \$750 million in private sector investment that will stimulate 500 megawatts in additional generation capacity. ESP's \$7.5 million grants program aims to catalyze and encourage private sector engagement and collaboration with local non-governmental entities in the implementation of complementary and reinforcing energy interventions.

Overall, the ESP Activity contributes to the achievement of the Philippines Energy Sector Strategic Directions 2017-2040 and to the goals of the U.S. Government's Asia Enhancing Development and Growth Through Energy (EDGE) Initiative, particularly in pursuing enhanced energy security through a transparent, market-driven, and resilient energy sector. Asia EDGE aims to expand access to affordable, reliable energy, including highly efficient conventional fuels, nuclear, and renewables, which reduces poverty, fosters inclusive economic growth, and promotes sustained prosperity.

IMPROVE ELECTRIC UTILITY PERFORMANCE

The ESP Activity introduces methodologies, tools, cutting-edge analytic systems, and other technology applications to upgrade performance standards, improve operational efficiencies, and strengthen the financial and operational position of power utilities. ESP's menu of technical assistance promotes integrated resource and resilience planning with comprehensive risk and vulnerability assessments, including a focus on countering cyber security threats.

INCREASE DEPLOYMENT OF ADVANCED ENERGY SOURCES AND SYSTEMS

The ESP Activity supports the operationalization of existing laws, regulations, and policies that support the extensive use of advanced energy systems, which will result in a more efficient and affordable electricity market with a variety of products and services. ESP will develop a customized capacity building assistance that will equip developers, distribution utilities, and local governments with the technical and financial facility to deploy and expand delivery of new and emerging technology innovations to improve business conditions for sustained private sector investment.

ENHANCE COMPETITION IN THE POWER SECTOR

The ESP Activity works to broaden the number of market participants to balance large firm dominance and lower the threshold for retail competition to reach the household level. ESP also supports the adoption of a minimum set of standards for quality equipment and services and to enforce transparent, competitive procurement processes to level the playing field for all vendors, suppliers, and service providers in the energy sector. Doing so enhances the benefits of competition and reduces electricity costs for consumers.

TARGETS BY THE NUMBERS



500 MW of new additional electricity generating capacity

\$750 MILLION of private sector investments leveraged



3 UTILITY IMPROVEMENT/RELIABILITY PLANS implemented

6 ADVANCED ENERGY SYSTEMS FRAMEWORKS developed and implemented



5 LOCAL ENERGY CODES adopted by LGUs

5 LGUS INTEGRATED under the **EVOSS ACT**

With the passing of RA No. 11285² and its Implementing Rules and Regulations, Energy Efficiency and Conservation, will form part of the energy management program and will be a key element of the country's energy transition path towards low-carbon and green energy development. It will likewise contribute to the more secure and resilient Philippines.

V. ESP Theory of Change

USAID has set forth a Theory of Change for the Energy Secure Philippines (ESP) project:

If the Philippines improves the performance of its energy utilities, increases utilization of advanced energy sources and systems, and adopts competitive and transparent opportunities for new energy investments; then the energy sector will be more secure and resilient, thus inclusive economic growth and self-reliance in the Philippines will advance.

An integrated implementation approach is being done to affect this Theory of Change. To help deliver the desired impact in its 5 years of activity life, USAID ESP is pursuing the following approaches:

- Scaling-Up Markets for Advanced Energy Systems,
- Fostering Inclusive Growth and Investment,
- Building Resilient Systems, and
- Empowering Consumer Choice.

These strategic approaches are anticipated to deliver at least 500 MW in new capacity, \$750 million in private investment, and increased demand for reliable, affordable electricity.

VI. Grant Program Objectives

To respond to the challenges in the efficient and timely delivery of temperature-sensitive goods in both rural and urban areas in the Philippines, USAID ESP Activity, through its Grants Under Contract, titled “Energy Evolution Challenge,” aims to encourage green energy investments in portable energy solutions to enhance the logistics chain. This grant is targeting organizations, as defined for this request, may help to achieve, at a minimum, **one** of the following objectives:

- Provide portable, decentralized and energy efficient cold storage solutions to strengthen the logistics chain.** Compact carriers, portable and decentralized cold storage units are currently some of the effective solutions in the fast delivery of essential goods to challenging sites in both urban and rural areas.
- Ensure uninterrupted power supply by integrating clean, alternative energy sources for portable energy solutions.** The effective and timely delivery of essential goods such as food and pharmaceuticals to end-users can be achieved through reliable and uninterrupted power supply from clean, alternative sources of energy.
- Streamline the delivery process to make it more energy-smart and sustainable.** Applicants may propose strategies to ensure the timely and efficient movement of perishable goods and may include logistics platforms for tracking systems for a seamless coordination, transparent and intelligent data-driven logistics.
- Reduce the carbon footprint of the cold chain logistics system.** Applicants may propose technological innovations with low global warming potential in the logistics chain process. This may include solutions for zero-emission distribution of goods, mobile cold

storage units, decentralized energy efficient systems, natural refrigerants, or equipment replacement.

Applicants may propose a holistic approach that incorporates any national or local plans in the use of clean energy, energy efficient and low carbon technologies as quick response solutions to current logistical challenges. A successful grantee is expected to deliver a clear technical approach of how they will use a combination of advocacy, coordination, strategic communications, and engagement across stakeholder groups to deploy green energy innovations to improve the logistics chain. The technical approach should clearly detail their strategy, with which demographics or populations the project will target, as well as the means of implementation. The following sections detail the specific eligibility and application requirements.

Potential applicants are also informed that, if successful in their application, they will be expected to participate in the USAID ESP Activity's communication advocacy approach, monitoring and evaluation program, reporting and capacity development activities. Furthermore, they will be eligible to receive capacity building support from the USAID ESP Activity.

VII. Expected Results and Performance Indicators

Anticipated results for this grant may include, but are not limited to;

1. The application of green energy technologies, particularly portable energy solutions, in the efficient and timely delivery of essential, temperature-sensitive goods
2. Process and/or systems development for a more efficient and sustainable logistics chain
3. A quantifiable carbon footprint reduction resulting from the deployment of green energy technologies in the logistics chain
4. Technical training and skills development in green energy applications in logistics chain management
5. Policy recommendations and/or policy enhancements in the use of green energy technology in the logistics chain
6. A combination of any of the anticipated results of this grant

Grant recipients will be expected to comply with USAID- ESP Activity reporting requirements, including the reporting of grant activities, numbers of individuals reached, documentation of lessons learned, and evidence of organizational networking. All projects will submit monthly and annual narrative and financial reports. RTI will provide feedback to grantees on reports submitted.

VIII. Minimum Eligibility Criteria

Applicants must meet the following minimum eligibility requirements to qualify for funding under this RFA:

USAID ESP Activity grant support may be extended to energy innovators, technology providers, enterprises, civil society organizations, community-based organizations, businesses, commercial establishments, academic institutions, and research institutions, that meet the following eligibility requirements:

- Demonstrated experience working in the energy industry in the Philippines

- Applications meet minimum evaluation criteria for:
 - a. Soundness of technical approach
 - b. Understanding of local context, and
 - c. Qualifications of proposed personnel
- Demonstrated financial capacity to manage USG grants
- Cost realism of the budget
- Past performance / proven track record

All Energy Secure Philippines grant support may not be extended to the following:

- Organizations that are not legally registered
- Any entity that has been found to have misused USAID funds in the past (unless specifically approved by USAID contracting officer)
- Political parties, groupings, or institutions or their subsidiaries and affiliates
- Any entity that will have conflict of interest by participating in the call for grants
- Any entity whose name appears on the List of Parties Excluded from Federal Procurement and Non-procurement Programs (<http://www.sam.gov/>)
- Any entity with a member that appears on the U.S. Department of Treasury Office of Foreign Assets Control (OFAC) Specially Designated Nationals (SDN) and Blocked Persons list
- Any entity with members directly or indirectly involved in money laundering, acts of terrorism, gambling, prostitution and child trafficking, drugs.

All Energy Secure Philippines grant funds cannot be utilized for the following activities;

- Purchases of restricted goods, such as agricultural commodities, motor vehicles, pharmaceuticals, contraceptive products, pesticides, used equipment and fertilizers without the previous approval by the USAID Contracting Officer through RTI.
- Prohibited goods under USAID regulations, including but not limited to: police or law enforcement equipment, abortion equipment and services, weather modification equipment, luxury goods, and gambling equipment.
- Purchases of goods or services restricted or prohibited under the prevailing USAID source/origin/ nationality and other regulations; or from countries or suppliers as may be identified by USAID's consolidated list of debarred, suspended, or ineligible subcontractors at <http://www.sam.gov>.
- Construction, infrastructure, renovation, and rehabilitation projects. Definition of "**Construction**" for purposes of this manual means: construction, alteration, or repair (including dredging and excavation) of buildings, structures, or other real property and includes, without limitation, improvements, renovation, alteration and refurbishment. The term includes, without limitation, roads, power plants, buildings, bridges, water treatment facilities, and vertical structures.

Application content must include:

- a. Completed Application Cover Sheet with project title; organization name and contact information including contact person, address, telephone, fax, and email address
- b. Executive Summary (not to exceed 1 page)
- c. Completed and signed Grant Application Form
- d. Program description. See instructions in the Grant Application Form (10 pages maximum)
- e. Implementation Plan. See Application Form. (2 pages)
- f. Monitoring and evaluation plan. See application Form (2 pages)

- g. Sustainability Plan. Describe how project activities will be sustained beyond USAID ESP Activity funding. (1 Page)
- h. Budget and Budget Narrative. See instructions on Grant Application Form. (Attachment A)
- i. Completed Organizational Control Environment Questionnaire (Attachment B)
- j. Past Performance. See instructions in the Grant Application Form.
- k. Anti-Terrorism Certification. See instructions on Grant Application Form. (Attachment C)
- l. Proof of registration in the Philippines.

IX. Selection Process

- a. Screening: This is the initial assessment of applications to eliminate the applications that do not meet the minimum eligibility criteria.
- b. Technical Evaluation: This is the in-depth review of applications by the technical evaluation committee
- c. Final approval by RTI International and USAID

X. Budget, Program Income, and Audit

In accordance with ADS 302 and ADS 303, the total value of any individual grant to a U.S. organization, if any, must not exceed \$100,000. This limitation does not apply to grant awards to non-U.S. organizations.

Grant Program Income generated or earned by the Grantee because of the Grant Award e.g., Fees for services performed and for the sales of services, use or rental of real or personal property acquired with grant funds, sale of commodities or items fabricated under the grant, payments of principal and interest on loans made with grant funds; and any donations that are solicited by the Grantee during a grant activity shall be reported to USAID ESP. Program Income earned under Grant Awards shall be applied and used in the following descending order:

1. Added to funds committed by USAID and the Grantee to the project or program, and used to further eligible project or program objectives;
2. Used to finance the non-Federal share of the project or program; and
3. Deducted from the total project or program allowable cost in determining the net allowable costs on which the federal share of costs is based.

If the terms and conditions of the Grant Award do not specify how Program Income is to be used, then number 2 above shall apply automatically. Grantees shall have no obligation to the US Government regarding Program Income earned after the end of the grant period. Costs incurred when generating Program Income may be deducted from gross income to determine program income if the costs have been charged to the Grant Award and comply with applicable rules for allowable costs under grants.

Upon completion of the project, the recipient will provide all required final progress, performance, and financial reports.

XI. Evaluation Criteria

All applications meeting the minimum eligibility requirements and conformance to the requirements of this RFA will be evaluated by a Technical Evaluation Committee (TEC). The following evaluation criteria and scoring will be used for review and weighted in favor of results-oriented programs. The evaluation criteria and the points to be awarded include:

Merit Review and Category	Points
Feasibility of technical approach	35
Extent of contribution to USAID ESP Activity objectives	20
Management and operational capacity	15
Commercial Sustainability/Financial self-reliance (replication, scale-up)	15
Cost efficiency/effectiveness	15
Overall Rating (out of 100 points)	100

These merit review criteria elements are described more fully below.

- A. Feasibility of technical approach. The quality and feasibility of the proposal in terms of the viability of the proposed technical approach, (i.e., the ability to produce intended outcomes), appropriateness of the proposed methodology, innovativeness, and the work plan for achieving project objectives to offer significant impact in the application of portable energy solutions in the logistics chain. Evaluation may either include approaches proven to be effective or new untried approaches with promise. (35 points)
- B. Extent of contribution to USAID objectives. The extent to which the proposed activity contributes to the stated USAID ESP Activity objectives and desired outcomes including energy security, resilience, and cross-cutting themes on gender, environmental, current pandemic considerations. (20 points)
- C. Management and operational capacity. Evidence of the capability to undertake and accomplish the proposed activities. The application should demonstrate the organizations' effectiveness in terms of internal structure, technical capacity, and personnel. In addition, the organization must demonstrate adequate financial management capability. The evaluation will be based principally on the background, qualifications, reputation, performance timeliness, appropriateness, and skills of its personnel; and the "track record," service quality, client satisfaction and achievements related/similar to the grant opportunity. (15 points)
- D. Commercial Sustainability/Financial Self-Reliance. The extent to which the funded activity will result in enhancing the logical chain through innovative green portable energy solutions and whether the activity itself is sustainable, replicable and scalable (15 points).



- E. Cost efficiency. The degree to which budgeting is clear and reasonable and reflects best use of organization and grant resources and demonstrates a clear commitment to real investment by the applicant. (15 points)

Grant Application Form

Instructions:

1. All Applicants are required to complete and submit this application form.
2. All the attachments (A to C) referenced in this application are required parts of the application and must be attached to the completed application form. Therefore, a complete application should consist of this form and all the attachments.
3. By signing and submitting this application, the Applicant attests to the Anti-Terrorism Certification in item 12.
4. Applicants must complete only Part I (items 1-12) and submit all the required attachments

Part I – Application – All Applicants must complete ALL of Part I.

1. Date of application:	
2. Name of Applicant:	
3. Address of Applicant:	
4. DUNS Number: (instruction attached)	
5. Names and titles of officer(s) authorized to represent the Applicant and his/her alternate: a. Authorized Officer: b. Alternate:	
6. Proposed period of performance:	
7. Proposed budget:	
Signature/Name/Title	

5. Executive Summary (No more than 1 Page) and a Program Description (No more than 10 pages, excluding required attachments detailed below) (Required). Applicants are required to submit the **Program Description** that includes **Implementation Plan**, **Sustainability Plan**, and **Monitoring and Evaluation Plans** as **Attachments** to this application.

The Applicant must describe in detail the program of activities proposed to be supported by the grant. The program description must be results-oriented and demonstrate likely success in achievement of the stated indicators. Result is a significant, intended, and measurable change in the condition of the beneficiary, or a change in the host country, institutions, or other entities that will affect the beneficiary directly or indirectly. Clear identification of the beneficiaries, their number, location, and anticipated benefits that they will receive. *What are the intended results (i.e., changes in conditions)?*

6. Implementation Plan (Required). An excellent implementation plan should show how the anticipated results would be achieved. What activities, processes, or strategies are essential to achieve the results? Why will the planned work lead to the intended results? What is the anticipated timetable for the achievement of the results?
7. Sustainability Plan (Required). Describe how project activities will be sustained beyond funding. (No more than 2 Pages)
8. Monitoring and Evaluation Plan (Required). An excellent Monitoring and Evaluation Plan should contain a set of indicators that would permit continuous measurement of progress toward targeted results. *For each result, what is the performance indicator? What is the baseline data? What is the performance target? What is the timetable for achieving results? For each performance indicator, what is the definition and what is the unit of measurement? What are the plans for reporting and using the performance information?*
9. Budget and Budget Narrative (Required). Each application must contain a **detailed line-item budget** presented in MS Excel accompanied by a **budget narrative** explaining all costs. Lump sum budgets will be considered non-responsive and will be rejected. An acceptable budget will have all costs broken out by unit costs and should clearly show the number of units used for each line item. Each line item should identify the type of cost, e.g., labor units, units of materials and/or equipment, travel, transportation, communications, etc. The narrative will describe how the Applicant arrived at each unit cost and the number of units for each line item.
 - **Direct Labor**. The Applicant must propose direct labor costs for each person providing direct support to the work requirements set forth in the Program Description. The budget must include the name of the person, position, direct salary rate and the number of direct labor hours that each person will perform in support of the solicitation requirements.
 - **Direct Costs** All travel estimates, material/equipment purchases, consultants and any other direct costs shall be separately identified, detailed, and reasonably supported by market rates and/or historical costs.
 - The budget must be in Philippine Peso.
 - Applicants are required to submit the [Budget and Budget Narrative](#) as **Attachment A** to this application.
10. Organizational Control Environment Questionnaire (Required). All Applicants are required to complete the questionnaire attached to this application. U.S. Agency for International Development (USAID) regulations require RTI International (RTI) to obtain information from all Applicants in order to determine an Applicant's ability to comply with prescribed standards for (a) financial management, (b) property management, (c) procurement, and (d) reports and records. Please answer all questions to the best of your ability; do not leave blanks. Failure to provide the necessary information may cause your application to be rejected.

Applicants are required to submit the completed [Organizational Control Environment Questionnaire](#) as **Attachment B** to this application.

11. **Past Performance References (Required).** All Applicants are subject to a past performance reference check. Applicant should provide the contact information for partners (international donor, government department, private donor, other organization) with whom the Applicant has worked in the last three (3) years, in the implementation of a similar program. The reference information shall include the procuring/financing organization, location, current telephone or e-mail information, points of contact, award number if available, dollar value of activity, and brief description of work and dates performed.

Contact Name/Organization	Award (Number, value, brief description).	Address	E-mail	Telephone
(1)				
(2)				
(3)				

12. **Anti-Terrorism Certification (Required).** It is **a mandatory requirement** by USAID and a condition of award that the Applicant must certify that it does not support terrorism. Applicants unable to submit this signed certification will not be eligible for an award.

Applicants are required to submit the signed [Required Anti-Terrorism Certification](#) as **Attachment C** to this application.

In Agreement to the terms and conditions above:

Name of Applicant Organization:	
Name and title of officer or his/her alternate authorized to represent the Applicant (either name that appears in Box 5 of this Application.	
Signature:	Date:

ORGANIZATION INSTRUCTIONS

PURPOSE OF THIS STEP:

The federal government has adopted the use of DUNS numbers to track how federal grant money is allocated. DUNS number identifies your organization.

This process should take no more than 2 business days.

WHAT IS A DUNS NUMBER & WHY DO I NEED TO OBTAIN ONE?

The **Data Universal Number System (DUNS)** number is a unique nine-character number that identifies your organization. It is a tool of the federal government to track how federal money is distributed. **Most large organizations, libraries, colleges and research universities already have DUNS numbers.**

Ask your grant administrator or chief financial officer to provide your organization's DUNS number. If your organization is based in the U.S., a DUNS number can be requested by phone or online. Webpage for phone number: http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp

If your organization is located **outside the United States**, you can request and register for a DUNS number through the following web site.

Webpage for registration: <http://fedgov.dnb.com/webform/displayHomePage.do>

This is the information you will need to have available in order to obtain the DUNS number. (If your organization does not already have one):

- Legal Name of organization
- Name of the organization CEO
- The primary type of business your company engages in (NCIA/SIC CODE)
 - To obtain this code please go to www.naics.com/search.htm
 - **(Also see list attached)**
- Any other name your business might be recognized by, i.e. doing business as (DBA)
- Physical organization address (city, state, and zip code)
- Mailing address if separate from headquarters
- Telephone number
- Name of the primary contact person and his or her title
- Number of employees at your location
- Is this a home-based business?

If your organization does not have a DUNS number, use this Dun & Bradstreet (D&B) online registration process to receive one free of charge.

NOTE: Obtaining a DUNS number places your organization on D&B's marketing list that is sold to other companies. You can request not to be added to this list during your application.

Restrictions

Grant funds provided under the terms of this RFA shall not be used to finance any of the following commodities as per ADS 312, Eligibility of Commodities:



Ineligible Commodities: Military equipment, surveillance equipment, commodities or equipment for the support of police or other law enforcement activities, abortion equipment and services, luxury goods, gambling equipment, weather modification equipment.

Restricted Commodities: Agricultural commodities, motor vehicles, pharmaceuticals, contraceptives and condoms, pesticides, used equipment, fertilizer.

Others: Purchases of goods or services restricted or prohibited under the prevailing USAID source and nationality and other regulations found under ADS 310 or from countries and suppliers as may be identified by USAID's consolidated list of debarred, suspended, or ineligible subcontractors at <http://www.epls.gov/>