



Partnering for Innovation

PI-SNAP-BFS-01: Questions and Answers

UPDATED: September 15, 2018

Question: Is a company in Central African Republic eligible?

Answer: No. A complete list of eligible countries can be found on page 4 of the [RFA](#).

Question: The request for applications states: "Overall funding from Partnering for Innovation for this solicitation is up to \$3 million with up to five partnerships anticipated." Will each partnership selected receive up to \$3 million or does this mean up to \$3 million will be distributed across the five partnerships?

Answer: Up to \$3 million will be distributed across the partnerships.

Question: Can an international NGO be part of the consortium that a private sector lead applicant sets up?

Answer: Yes, a NGO can be part of a consortium but a private sector company must lead the application and manage implementation.

Question: Can an international NGO subcontracted with a private sector apply for this grant opportunity? Is it by any chance, or in any way discouraged?

Answer: NGOs can be part of a consortium but a private sector company must lead the application and manage implementation.

Question: Are the 5 partnerships specific to Bangladesh, or all countries combined.

Answer: The solicitation and selection are open to all countries identified on page 4 of the [RFA](#). A total of up to five partnerships will be selected from across these countries.

Question: How many companies will be selected? How many countries or partners is the \$3 million in funding for?

Answer: It is anticipated that up to five companies will be selected. There is a total of \$3 million in funding available to be distributed among the partnerships.

Question: If a NGO partners with a profit making company, which traditionally operates on 100% grant funding, is the NGO's budget also required in the calculation for the match? In other words, are subcontractors/NGOs required to match on a 1:1 basis? Or given the exceptional situation, could a NGO submit for its portion of the match a 100% in kind contribution?

Answer: Each consortium member does not need to leverage a 1:1 ratio, but the total of the leveraged funds for the entire consortium must be at least equal to the funding amount requested.

Question: Concerning the issue of 1:1 match funding, what will be the calculation for a NGO partnering with a profit making company?

Answer: Each consortium member does not need to leverage a 1:1 ratio, but the total of the leveraged funds for the entire consortium must be at least equal to the funding amount requested

Question: Will the contract be made between the lead firm and USAID directly or is Partnering for Innovation a "fund manager" for USAID's investment in this programme, and as such will the contract be made with Partnering for Innovation instead?

Answer: Agreements will be made between the private sector applicant and Partnering for Innovation. Partnering for Innovation is also responsible for all review and payments of deliverables.

Question: As an NGO, would we be eligible to participate in this initiative as a sub-contractor to a for-profit lead agency? If so, are there any conditions and/or requirements that we must be aware of?

Answer: Yes, a NGO may be included as part of a consortium. In this case, the for-profit must lead the application and be responsible for managing activity implementation.

Question: From my understanding, we are ineligible to apply to the Public Private Partnerships to Address Emerging Threats to Smallholder Farmers Food Security grant as the lead applicant since we are not legally registered in the countries we operate in. Is this correct?

Answer: Yes, to be considered for funding companies must be legally registered in the country of operation.

Question: What if I submit the grant and if we receive acceptance, we will open an office within one of the specified countries? Will we then be eligible to be a lead applicant?

Answer: Companies must be legally registered in the country of operation at the time of application submission.

Question: What is the minimum amount of partners needed to apply for this grant opportunity?

Answer: There is no minimum or maximum number of partners needed to apply.

Question: Is there a maximum grant size applicants can apply for under PI-SNAP-BFS-01, “Solicitation for New Agricultural Partnerships (SNAP) in Risk Management and Resilience?”

Answer: There is no minimum or maximum grant amount, but it is anticipated that the \$3 million in funding will be distributed among up to five partnerships.

Question: Is apiculture among the focus commodity for the project?

Answer: Yes, assuming the activities strengthen resilience capacities and improve risk management in the agricultural sector for smallholder farmers.

Question: Emerging threats may vary from one locality to the other, we understood pest, diseases, weather related threats, access to finance and resource, training, market challenges were the few mentioned. Can other prevailing threats to food security and weaknesses of smallholder apiculture farmer be considered?

Answer: Other threats and weaknesses may be considered, but the applicant must clearly explain the threat and how it jeopardizes smallholder resilience and risk management.

Question: The phrase “existing and proven solutions” what does this denote?

Answer: Partnering for Innovation does not fund technologies or activities still in the research and development phase.

Question: Please expatiate fully what “up to five partnerships” means.

Answer: There is opportunity for up to five applicants to be selected for funding.

Question: Were budget template and budget cost notes included in the application form or do we have to put in an application for them?

Answer: Templates for budgets and costs notes can be found on the funding page of our website. <https://www.partneringforinnovation.org/funding-opportunities-1/>

Question: Can a UN agency be part of the consortium that a private sector lead applicant sets up?

Answer: International organizations may be included as part of a consortium. In this case, the for-profit must lead the application and be responsible for managing activity implementation.

Question: I am curious about the percentage of funding that needs to be dedicated to M&E. Is digital commercial data suitable? Or do we need to hire a full time USAID M&E specialist?

Answer: Partnering for Innovation does not require funding or staff time to be dedicated to M&E. Impact will be measured based on existing production and sales data.

Question: Is a company still eligible for this partnership if they have had a partnership with Partnering for Innovation in the past?

Answer: The RFA does not restrict previous partners from applying.

Question: To ensure it is a holistic and successful project, we would also need to include some activities that were included in the previous partnership. Is this OK?

Answer: Partnering for Innovation cannot fund activities that have been funded under past partnerships. Proposed activities must be significantly different from any previously funded activities and must contribute to increased smallholder resilience or risk management while demonstrating commercial viability for the applicant.

Question: Do activities or geographical locations or both need to be different from previously funded partnerships?

Answer: Applicants may propose to introduce previously funded activities in a new region; however, they will need to explain in detail why their company cannot support this growth without external funding.

Question: Can USAID clarify if a Lead Applicant may also be an organization other than a for-profit (i.e. such as an International NGO)? If not, then could USAID further clarify if the section entitled “This organization is a non-profit, cooperative, educational, government, or other community based entity” is necessary or not?

Answer: No. Lead applicants may not be organizations other than for-profit companies. Please answer all questions in the application.

Question: We are an International NGO. Since we presume that we cannot apply as the Lead Applicant, can USAID confirm that an international NGO may be a member of the Consortium as a Sub to the for-profit Lead?

Answer: Yes, a NGO may be included as part of a consortium. In this case, the for-profit must lead the application and be responsible for managing activity implementation.

Question: May our FPOs apply independently as a member of a For-Profit’s consortium or must they be represented as a ‘national level’ organization (federated) and apply in this manner? Does USAID have a preference?

Answer: Legally registered, for-profit companies of any size may apply.

Question: A consortium between two for profit companies could be eligible for application?

Answer: Yes, two for-profit companies may apply as a consortium.

Question: Is a private sector company able to submit more than one application, as the lead organization and/or a sub-partnering organization?

Answer: Yes.

Question: Can some part of the grant funds be used by a qualified lender as loan capital for farmers in the program?

Answer: No, but these funds could be included as in-kind leverage.

Question: Our project scale-up model is a joint venture among two registered for-profit companies in one of the focus countries and a US registered for-profit company with a DUNS number but no official registered presence in that same focus country. Is the US registered company permitted to be the proposal's submitting organization, for instance by including proof of focus country registration for the partner companies, or other documentation?

Answer: Lead applicants must be a for-profit business with a registered, legal presence in at least one of the target countries. Companies without a registered, legal presence in country may be included as part of a consortium.