REGIONAL OFFICE OF ACQUISITION & ASSISTANCE

Issue Date: March 25, 2021
Closing Date: March 24, 2022

Subject: USAID/Peru – Peru New Partnerships and Private Sector Engagement Initiative - Notice of Funding Opportunity/Annual Program Statement Number 72052721APS00001

Program Title: Peru New Partnerships and Private Sector Engagement Initiative

The United States Agency for International Development in Peru (USAID/Peru) seeks applications from non- and for-profit organizations to participate in USAID/Peru's New Partnerships and Private Sector Engagement Initiative - Notice of Funding Opportunity (NOFO)/ Annual Program Statement (APS). We are also seeking information from entities who may wish to help us assist these organizations with financial or in-kind support.

Peru New Partnerships and Private Sector Engagement Initiative seeks to engage the private and civil sectors in priority areas, as defined by the Government of Peru (GOP) and the United States Government (USG). The Peru New Partnerships and Private Sector Engagement Initiative is designed to increase the sustainability and impact in the following areas: Alternative Development (AD), Environmental & Sustainable Growth (ESG), South America Regional/Amazon Regional Environment Program (SAR/AREP), Democracy, Human Rights and Governance (DRG), Regional Migration and Health Office, and the COVID-19 pandemic as outlined in Sections H - Other Information, A - Program Funding Areas. USAID/Peru is interested in providing both financial and non-financial support in these areas.

For entities who wish to seek funding (Implementing Partners), this NOFO/APS requires a 2-page concept paper and matching funds. It is desirable that there be at least a 1:1 match (for every $1 of USAID money, there is a match of $1 of outside funding) of the activity's overall cost (matches of less than 1:1 will be reviewed on a case by case basis).

For entities who wish to provide funding (Resource Partners), please review the "Getting Started" section - Resource Partners) on page 6.

Interested organizations must read this document in its entirety and follow the instructions to become involved in this NOFO/APS.

Please note the following definitions:

1. **Resource Partner** - non-profit or for-profit organization that will contribute resources.
2. **Implementing Partner** - non-profit or for-profit organization that requests to receive resources.
3. **Resource/Implementing Partner** - non-profit or for-profit organization that contributes and receives resources.

Questions about this NOFO/APS can be submitted by email to: limasolicitations@usaid.gov. Questions will be responded to at least two (2) weeks before each submission and review windows found in Section D. All responses to questions will be posted as an amendment to this NOFO/APS. Depending on the response, USAID/Peru may make multiple awards or, if there are not sufficiently suitable awards, none.

This is an exciting opportunity to make a difference, and I sincerely thank you for your interest in Peru New Partnerships and Private Sector Engagement Initiative. We look forward to working with you!

Sincerely,

Mike Junge Digitally signed by Mike Junge Date: 2021.03.25 15:16:47 -05'00'

G. Michael Junge
Agreement Officer
USAID/Peru

Peru New Partnerships and Private Sector Engagement Initiative

72052721APS00001

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SECTION A: PROGRAM DESCRIPTION

This Notice of Funding Opportunity (NOFO)/Annual Program Statement (APS) is authorized in accordance with the Foreign Assistance Act of 1961, as amended, and is intended to increase the sustainability and impact of USAID/Peru's development assistance through the private sector and related partnerships in the following areas:

1. Alternative Development (AD)
2. Environmental and Sustainable Growth (ESG)
3. South America Regional/Amazon Regional Environment Program (SAR/AREP)
4. Democracy, Human Rights and Governance (DRG)
5. Regional Migration and Health Office (RMHO)
6. COVID-19 Pandemic (COVID)

These areas are further elaborated in Section H - Other Information, A - Program Funding Areas.

Background

USAID/Peru is committed to supporting Peruvian leadership by prioritizing programs that incentivize reforms, strengthen country capacity, and mobilize domestic resources. "External development aid is more likely to catalyze sustained development processes when they reinforce a country's internally determined development priorities (country ownership) and arrangements (local systems) (*Source*: https://www.usaid.gov/sites/default/files/documents/1870/LocalSystemsFramework.pdf). This frames the need for Local Ownership. Furthermore, for results to sustain, one needs to engage the local system as a whole - government, civil society, and the private sector - focusing on local actors, their interrelationship, and the incentives that guide them (*Ibid*., p. 4). Local ownership and local systems are the foundation for sustainable development and hence, self-reliance.

To advance strategic transition and new models of bilateral engagement, spur innovation, and align with the private and civil sector's interests and opportunities, USAID/Peru has launched the Peru New Partnerships and Private Sector Engagement Initiative. Experience has shown that engaging the private and civil sectors can be a force multiplier for transformational change. These sectors bring expertise, markets, assets, and innovation. Furthermore, the flow of potential partner resources far surpasses the level of official development assistance dollars. It is not just about dollars, though; local actors can help solve critical development problems and promote effective, sustainable development through market-led solutions or public pathways with the desired goal that the Peru New Partnerships and Private Sector Engagement Initiative will create links between the private sector and development partners that will continue once USAID funding ends. Recognizing and capitalizing on these opportunities, Peru New Partnerships and Private Sector Engagement Initiative will catalyze, facilitate, and support such collaboration.

The Peru New Partnerships and Private Sector Engagement Initiative provides a non-traditional approach for achieving these objectives. Within this context, USAID/Peru will prioritize private and civil sector-driven solutions, multi-stakeholder partnerships for shared value, and innovation. USAID/Peru encourages forging partnerships that promote collaboration with the private sector and civil society in the joint definition of development challenges; identification of the most promising, impactful solutions; and mutual contribution of resources. Focus is placed on local solutions that bring multiple stakeholders to the table to collaborate and systemically change how assistance is transacted, and results are achieved to build a sustainable model that will hopefully continue well into the future. Ideally, solutions will involve building the capacity of the Government of Peru (GOP) so that it will be able to tackle development problems as they arise.

USAID defines innovations as those interventions that introduce novel business or organizational models, operational or production processes; financing; or products or services that lead to dramatic improvements (not incremental) in addressing development challenges. Innovation may incorporate science and technology, but this integration is not required. Innovation should help produce significant development outcomes more effectively and sustainably to reach more beneficiaries in a shorter period. As relevant, Peru New Partnerships and Private Sector Engagement Initiative may focus on identifying, testing, sharing, and scaling such game-changing interventions.

An Invitation for Co-Creation and Impact

The Peru New Partnerships and Private Sector Engagement Initiative is USAID/Peru's invitation to the private sector and civil society to work with USAID as **Resource Partners** to determine how our respective interests and objectives align and jointly identify and define problems, challenges, and opportunities that can most effectively be addressed by working together. Peru New Partnerships and Private Sector Engagement Initiative also provides a process through which USAID, the private sector, and other prospective partners can jointly examine and leverage our respective expertise, resources, and capabilities to scope, develop and implement effective solutions to the problems and challenges identified. As referenced earlier, mobilizing domestic public and private resources, especially from the private and civil sectors, is a priority of the Peru New Partnerships and Private Sector Engagement Initiative. These partnerships help achieve core objectives in ways that could not be done alone. By engaging with these sectors, USAID hopes to increase the reach, efficiency, effectiveness, and sustainable impact of development investments and as relevant, advance market-based solutions, as well as public pathways for scale.

Peru New Partnerships and Private Sector Engagement Initiative is also USAID/Peru's invitation to prospective **Implementing Partners** (e.g., NGOs, private sector concerns, and others) to engage and work with Resource Partners (e.g., corporations, local businesses, foundations, and others). USAID/Peru is specifically seeking implementing organizations (for-profit and not-for-profit) and non-traditional development partners to reach out to Resource Partners and explore ways in which collaboration with USAID/Peru might help each partner – private sector, NGO, and public sector contributors – to more effectively address key issues, advance shared development goals, and achieve exceptional development results and impacts in Peru.

By inviting private and civil sector resource partners, prospective implementers, and other public sector contributors to identify ways we can collaborate, USAID/Peru seeks to foster a diverse array of high-impact partnerships to obtain significant results.

Many successful partnerships are grounded at the intersection between core business and shared interests and one or more of USAID/Peru's development objectives. To determine the intersection of business and philanthropic interests with USAID's development goals, USAID encourages prospective partners to study information available online about USAID's development objectives, including USAID/Peru's Country Development Cooperation Strategies https://www.usaid.gov/peru/cdcs. USAID will encourage extensive communications with prospective partners during the full design phase once a concept paper has received a positive response from USAID.

Getting Started

The most promising partnerships emerge from a solid understanding of Government of Peru priorities, private sector interests, civil society considerations, and USAID's development objectives.

Resource Partner: Resource Partners must read this requirement in its entirety. If you are a Resource Partner that is interested in the Peru New Partnerships and Private Sector Engagement Initiative but does not have an implementer to work with, please contact LIMAPSE@usaid.gov with information on your sector(s) of interest and desired outcomes. This email address is only for interested Resource Partners, in other words, those entities who are willing to contribute funds or in-kind resources.

Implementing Partners: If your organization would like to work with USAID/Peru and a Resource Partner to solve development challenges jointly, start with these steps:

- Follow the guidance in this NOFO;
- Review USAID/Peru's development objectives and priorities outlined in Section H - Other Information, A - Program Funding Areas.
- Identify and begin to engage prospective Resource Partners to understand their interests and priorities and explore potential alliance ideas; and
- Connect the Resource Partner(s) with USAID as soon as possible (only the Resource Partner should use LIMAPSE@usaid.gov).
- When you write your concept paper, clearly demonstrate what you envision the partnership you will have with the Resource Partner will be, i.e., what are their interests in your partnership?

What is the new Peru New Partnerships and Private Sector Engagement Initiative:

The Peru New Partnerships and Private Sector Engagement Initiative is a public-private sector collaboration leading to sustained, measurable improvements in development outcomes. USAID/Peru welcomes innovation and creative ideas that can be rigorously tested, shared, and potentially scaled in Peru within this context. Partnerships may include non-Peruvian entities that have expertise not available in Peru to support the

implementer. Through Peru New Partnerships and Private Sector Engagement Initiative, USAID/Peru is open to considering a wide range of approaches to achieve its development objectives. It is understood that all partners will share risks and responsibilities.

Awards under the Peru New Partnerships and Private Sector Engagement Initiative may be structured in various ways.

In what areas is USAID/Peru seeking to form partnerships?

Partnerships developed under this Peru New Partnerships and Private Sector Engagement Initiative must contribute to achieving one or more of USAID/Peru's core development objectives (see Section H - Other Information, A - Program Funding Areas):

What are the basic requirements of a Strategic Alliance?

Strategic Partnerships must engage the civil or private sector, aligning interests and opportunities and bringing ideas, innovations, experience, or expertise to realize solutions. Ideally, partnerships should bring at least a 1:1 ratio of private sector resources with a minimum of 50 percent of the private sector resources in cash (lower ratios are possible but might not be as competitive).
Accordingly, an ideal partnership will:

- Ally a range of actors, with, as relevant, a backbone organization, around one of the focus areas (Section H - Other Information, A - Program Funding Areas);
- Define a measurable development impact;
- Ideally include leverage of 1:1 contribution of new, non-USG resources;
- Have an initial period of performance of no more than 60 months; and
- If focused on innovation, follow venture financing stages with proof of concept, commercialization, and scale based on evidence-based monitoring and evaluation.

A. <u>Funding Priorities</u>

Please see Section H - Other Information, A - Program Funding Areas.

B. What is the evaluation process?

USAID/Peru has outlined the process for submission, evaluation, development, and selection of concept papers throughout Peru New Partnerships and Private Sector Engagement Initiative, specifically in Section D.

[END OF SECTION A]

SECTION B: FEDERAL AWARD INFORMATION

A. Estimate of Funds Available and Number of Awards Contemplated

The total amount of funding to be awarded will depend on the variety and quality of the concepts USAID/Peru receives but is estimated at approximately $20 million US Dollars with an envisioned about 5-10 individual awards. USAID/Peru reserves the right to fund any, or none, of the concept papers submitted.

Concept Papers should have a request of at least USD $250,000. This includes both USAID funding and the match by the Resource Partner. However, it is not always true that more funding achieves better results; therefore, USAID reserves the right to fund concept notes that fall below this amount.

Please note that certain areas have limited funding or that funding does not currently exist (such as for COVID-19). As funding may be limited, we have tried to reduce submission requirements to a bare minimum (i.e., a two-page concept note). Please keep this in mind when deciding whether you would like to submit under this NOFO/APS.

B. Start Date and Period of Performance for Federal Awards

Applications must state a period of performance. The period of performance must be 60 months or less.

C. Type of Award

Subject to funding availability, USAID/Peru may make multiple awards. Various award types are possible (Cooperative Agreements, Grants, Cost type awards to Public International Organizations). Award type will be discussed once the concept paper is accepted. Assistance awards cannot include profit. Due to the nature of the collaboration implicit in the Peru New Partnerships and Private Sector Engagement Initiative, USAID/Peru expects that under Assistance, we will primarily use cooperative agreements that will include substantial involvement such as approval of Implementation Plans, Key Personnel, and Agency and Recipient Collaboration or Joint Participation. The actual award type or engagement will depend upon the most appropriate mechanism or approach for the intended results.

[END OF SECTION B]

SECTION C: ELIGIBILITY INFORMATION

A. Eligible Applicants

USAID/Peru is targeting both potential **Resource Partners** and **Implementing Partners or a combination of the two** for Peru New Partnerships and Private Sector Engagement Initiative.

- **Resource Partners** can be either U.S. or non-U.S. private sector businesses, foundations, financial institutions, entrepreneurs, investors, philanthropists, and others who can identify and suggest ways to use their financial or other resources to collaborate with USAID/Peru.

- **Implementing Partners** are non-governmental or private sector entities (for- and non-profit) that can engage and work with Resource Partners. Implementing Partners may provide the leverage themselves (which cannot include USG funding from other sources). Still, the preference is that they secure outside funding from a Resource Partner for the projects they propose to implement.

Implementing Partners applying for USAID funding should fall under the definition of USAID's New Partner Initiative, i.e., they need to be either a "**New Partner":** An individual or organization that has not received any funding from USAID as a prime partner over the last five years, or they must be an **"Underutilized Partner"**: An organization that has received less than $25 million in direct or indirect awards from USAID over the past five years. USAID/Peru will accept Concept Notes from implementers who do not meet this criterion, but the evaluation criteria will give preference to "New" and "Underutilized" partners.

USAID/Peru, in particular, is interested in working with Resource Partners from the private sector and civil society that will mobilize domestic resources for development. This includes non-traditional development partners such as private businesses, business and trade associations, foundations, financial institutions, non-profit NGOs and for-profit development firms, and private educational institutions.

Concept papers must follow all instructions in this NOFO/APS and should address the Merit Review criteria in Section E.

B. Leveraging

USAID/Peru looks to develop strategic Partnerships where the relationship between business interests and development objectives provides a promising opportunity for:

- the civil and private sector to leverage USAID's objectives, assets, and expertise to address key challenges and opportunities; and

- USAID to leverage private sector interests, assets, expertise, innovative financing, and markets in a manner that fosters or accelerates sustainable and transformational development impact.

Under the Peru New Partnerships and Private Sector Engagement Initiative, the preference is that there be a 1:1 match (for every dollar that USAID provides, the implementer finds a matching dollar) with 50 percent of that in cash. (That said, USAID/Peru will consider lessor matches, but they may not be as competitive.)

[END OF SECTION C]

SECTION D: APPLICATION AND SUBMISSION INFORMATION

A. Agency Point of Contact

Mr. G. Michael Junge, Agreement Officer via e-mail at gjunge@usaid.gov (only for specific concerns about this solicitation - not for general questions).

For questions regarding Peru New Partnerships and Private Sector Engagement Initiative, please send via e-mail to the limasolicitations@usaid.gov. The subject line must state "Questions Peru New Partnerships and Private Sector Engagement Initiative and this NOFO/APS number 72052721APS00001. Questions can be submitted at any time during which the Peru New Partnerships and Private Sector Engagement Initiative is active, but responses will be provided as an amendment to this NOFO only when there are a sufficient number of questions, or a question is particularly important to understanding the NOFO.

Concept Paper submissions must also be submitted to limasolicitations@usaid.gov during the submission windows found in Section B – Application Process. In the subject line, you must include the NOFO number 72052721APS00001, the name of the organization requesting funding, and which of USAID/Peru's Development Objective (s) you will be addressing:

1. Alternative Development (AD)
2. Environmental and Sustainable Growth (ESG)
3. South America Regional/Amazon Regional Environment Program (SAR/AREP)
4. Democracy, Human Rights and Governance (DRG)
5. Regional Migration and Health Office (RMHO)
6. COVID-19 Pandemic (COVID)

B. Application Process For Implementers Seeking Funding

USAID/Peru will use the following process:

Phase 1: Concept Paper submission.

A Concept Paper is a short (2 pages maximum) document wherein the Applicant provides an overview of their idea. USAID/Peru has provided a template in Section C below. The Concept Paper must be accompanied by a letter(s) of support from the potential Resource Partner(s) (not included in the 2 page limit), including a description of the resource partner's interest and role in the alliance and the contributions (monetary or in-kind) each resource partner will make to the activity.

With the exception of COVID-19 related Concept Papers, all other applicants must submit their Concept Papers during the following submission and review windows:

1. May 24 – May 28, 2021
2. June 28 – July 2, 2021
3. August 30 – September 3, 2021
4. October 25 – October 29, 2021
5. January 24 – January 28, 2022
6. March 21 – March 25, 2022

All non-COVID related Concept Papers must be submitted during one of the 6th submission windows presented in this section.

USAID/Peru will neither respond nor consider any Concept Notes submitted outside of the submission windows.

COVID-19 Concept Papers can be submitted at any moment during the life of the APS.

USAID/Peru reserves the right to review COVID-19 related Concept Papers as they are received.

Please note that each of the areas covered by this NOFO/APS have different funding sources. Some areas are more restricted in the amount of funding available (In particular, there is minimal funding available for COVID and Venezuelan migration). Although there are very limited funds in some areas, you are still encouraged to submit a Concept Note. In very limited circumstances, if there is a particular Concept of note, USAID/Peru could try to advocate for additional funds.

USAID/Peru will review Concept Papers against the merit review criteria – see Section E.

USAID/Peru anticipates two possible results from the Concept Paper merit review process:

1. Conditional Acceptance whereby competition requirements have been met - Invitation for Co-Design: Concept Paper meets Peru New Partnerships and Private Sector Engagement Initiative objectives and receives sufficient ratings against the merit review criteria. USAID/Peru invites the Applicant to engage in Co-Design to address any uncertainties identified by USAID/Peru in its Invitation for Co-Design letter to the Applicant. More detailed instructions on how to proceed will be provided at this time.

2. Concept Paper receives a low rating or does not meet the Peru New Partnerships and Private Sector Engagement Initiative objectives: A decision to not proceed with further consideration of the alliance proposed in the Concept Paper.

Phase 2: Co-Design of Activity

Upon receipt of the Invitation for Co-Design letter, competition has been met, and the Applicant will continue the design process working with USAID's guidance. During this phase, Applicants will work with USAID design teams to develop a clearer understanding of the activity. During this co-design process, USAID staff will also help ensure that USAID activity requirements such as environmental compliance and gender integration, are considered. If an Applicant fails at any point in the Co-Design phase, the process will end for that Applicant.

Reasons why an Applicant may be unsuccessful at the co-design/full application phase could be:

- After discussions, the detailed program does not satisfy the criteria of Peru New Partnerships and Private Sector Engagement Initiative does not match the original Concept idea as submitted;
- A Resource Partner drops out or does not materialize and there is no longer as strong of a resource match;
- The Applicant cannot provide evidence that it is a legal entity capable of operating in Peru; or
- USAID/Peru has other concerns after conducting due diligence or pre-award surveys.

USAID/Peru reserves the right not to make an award at any stage of the process.

C. Concept Paper Application Content

Concept Papers can be in English or Spanish. They must be submitted electronically via e-mail in Word. Concept Papers must not exceed **two (2) pages**, using standard page margins with 12pt Arial font. Applicants must follow the format below. Clarity and specificity are important, as is ensuring that the Concept Paper narrative addresses the points USAID/Peru will use to review the Concept Paper (see Section E Merit Review Criteria). USAID/Peru will reject Concept Papers that are vague or merely restate Peru New Partnerships and Private Sector Engagement Initiative language. **Applicants should include letters of support from potential Resource Partners which demonstrate the Resource Partner's interest in the activity as annexes.**

Sample Concept Paper Outline

Section 1: Program and Contact Information (information for Section 1 can be a cover page which does not count towards the two-page limit)

- USAID/Peru's Development Objective to be addressed (chose from one of the five categories)
- Applicant's Organization Name and Address

- Applicant's Organization Contact Person (name, title, email, telephone number of the person who can legally sign the award)
- Type of Organization (*e.g.*, US, non-US, multilateral, governmental, private, for-profit, non-profit, date of incorporation, *etc*.)
- Name(s) and Contact Information of possible Partner(s). Applicants that are Implementing Partners will name Resource Partner(s) here, and Resource Partners will list Implementing Partner(s) (if any) here.
- Estimated total amount - specify USAID request funding versus what the Resource Partner will contribute (differentiate between cash and in-kind contributions).
- Estimated start and end dates (awards cannot exceed 60 months in duration).

Section 2: Development Problem to Be Addressed (This section should be no more than three-quarters of a page to one page)

- The **Development Problem** to be addressed: A **ONE** sentence statement of the development problem. An example would be "The Government of Peru does not have the ability to track legal versus illegal logging." This must be a problem that you will be able to say that you have solved when your award is finished.
- **Theory of Change** (https://usaidlearninglab.org/library/theories-change). This is limited to one sentence and is in the format – **IF** (A, B, or C happens), **THEN** (X, Y, or Z will happen). For the "IF" statement, restate the development problem as if you have solved it. For the "then" statement, tell us what you expect will then happen once you have solved the problem.
- **Magnitude of Change**: Tell us what you will expect to be able to achieve for the money that you are asking, i.e., "For the amount of $X, we will achieve the following (state what you will achieve with the money - not details but the big picture).
- **Top Level Indicators**: Provide 5-10 indicators of the things you will be tracking to ensure that the award achieves its goals. For example, the number of people vaccinated, the number of hectares of forest saved, etc.
- **Executive Summary of Gender**: Only a few sentences. Provide an executive summary of how you plan to incorporate gender roles within your award. Gender is not just about an equal distribution of assistance to men and women, but how will your activity affect men differently from women, and how will you mitigate those risks.
- **Executive Summary of Climate Change/Environmental**: Only a few sentences. How will your activity affect climate change or the environment (for many activities that involve technical assistance, the impact might be minimal unless you are providing technical assistance on how to manage a forest, or you are helping in a vaccination program, and you need to consider the disposal of needles and syringes (biohazard).

Section 3: Description: Purpose, Research that you have done, who else is working in this field, why you have chosen this particular Development Problem, or why you think you can solve it? (This section should be the majority of the two pages)

- Describe what it is that you hope to accomplish with this award? You should include what is the relationship to the Resource partner and why are they interested?
- Recent/relevant history of the problem and any attempts to solve it. Only provide background information relevant to the specific problem you are trying to address and not a general background of the problem's entire history.
- Who else is trying to solve the problem now? Who "owns" the problem? Why should USAID be involved? Why are you best positioned to solve the problem?

In summary - the two pages of the Concept note must have the following elements:

1. **Development Problem** - one sentence.
2. **Theory of Change** - one sentence.
3. **Magnitude of Change** - what do you hope to do with the money
4. **Top indicators** - 5-10 indicators
5. **Executive summary Gender** - a few sentences
6. **Executive summary Climate Change/Environment** - a few sentences
7. **Background** - relevant background - what is the relationship to the resource partner?

Section 4: Preliminary Budget Estimate (not included as part of the two-page limit)

- Budget: This Budget Estimate is not included as part of the 2-page limit. At a minimum, the budget must state an estimate of how much US funds are being requested and how the resource partner will contribute to the project.

Section 5: Leverage Partners (not included as part of the two-page limit)

Please provide letters of commitment from the Resource Partners. These do not have to be in final form but should indicate that the Resource Partner has stated that they will be willing to commit cash or in-kind contributions should the implementer receive an award. Each commitment letter must also have a supplemental memo not to exceed one page for each commitment (not included in the two-page limit) with the following information:

a) Potential partner Name (include the point of contact);
b) Interest of the Partner (why are they interested in investing in this activity);
c) Interest of USAID (what is the development impact);
d) Leverage Type (in-kind, expertise, cash, etc.);
e) Level of Contribution (quantifiable amount); and
f) Description of Partnership.

Section 6: Additional Requirements (not included as part of the two-page limit)

* Dun and Bradstreet Universal Numbering System (DUNS) Number and System for Award Management (SAM) https://www.sam.gov/SAM/ (registration is always free - do not use websites that charge a fee to register): Applicants are required to:

(i) Be registered in SAM before submitting its application.
(ii) Provide a valid DUNS number in its application; and
(iii) Continue to maintain an active SAM registration with current information at all times during which it has an active Federal award or an application or plan under consideration by a Federal awarding agency.

No awards will be made until the applicant has complied with all applicable DUNS and SAM requirements. If an applicant has not fully complied with the requirements by the time the Federal awarding agency is ready to make a Federal award, the Federal awarding agency may determine that the applicant is not qualified to receive a Federal award and use that determination as a basis for making a Federal award to another applicant.

[END OF SECTION D]

SECTION E: APPLICATION REVIEW INFORMATION

A. Merit Review Criteria

USAID/Peru will review all Concept Paper applications that comply with the APS instructions. USAID/Peru will use the following merit review elements, which are of equal importance (with each sub-review element in the third column of equal sub-importance).

	Merit Review Element	Definition
USAID/Peru will review each Concept Paper and evaluate it to the degree it meets the criteria at the right:	**Development Approach**	1) A sound understanding of the problem. 2) Ability of the implementer to solve the problem. 3) Clearly articulated theory and magnitude of change. 4) Innovation (as relevant) - proof, commercialize and scale.
	Partnerships	1) Civil/private sector engagement - relevance, expertise, experience, resources, innovations, and assets. 2) Ability for the funding source to continue intervention after USAID funding ends.

[END OF SECTION E]

SECTION F: FEDERAL AWARD ADMINISTRATION INFORMATION

A. Federal Award Notices: USAID/Peru cannot make awards under this NOFO/APS until it has appropriated, allocated, and committed funds through internal USAID procedures. While USAID/Peru anticipates successfully completing these procedures, potential Applicants are notified of these requirements and conditions. The Agreement Officer (AO) is the only individual who can legally commit USAID to the expenditure of public funds. Applicants are prohibited from charging or incurring costs to the proposed award prior to receiving either a fully executed award or a specific, written authorization from the AO.

B. Due to the nature of the collaboration implicit in the Peru New Partnerships and Private Sector Engagement Initiative awards, USAID/Peru believes that Cooperative Agreements (in which substantial involvement will include approval of Implementation Plans, Key Personnel, and Agency and Recipient Collaboration or Joint Participation) will likely be the primary vehicle for this initiative. Still, the actual award type or engagement will depend upon the most appropriate mechanism or approach for the intended results. Each award will be individually negotiated.

C. Awards will include all USG regulatory requirements, including Mandatory and any As Applicable provisions (https://www.usaid.gov/sites/default/files/documents/1868/303mab.pdf). New applicants will require a Non-U.S. Organization Pre-Award Survey and results may require Specific Conditions placed on the award https://www.usaid.gov/sites/default/files/documents/1868/303Peru Alliances.pdf. Each award will be individually negotiated.

[END OF SECTION F]

SECTION G: FEDERAL AWARDING AGENCY CONTACTS

The Agreement Officer for this APS is:

G. Michael Junge
Regional Agreement Officer
Regional Acquisition and Assistance Office (ROAA)
USAID/Peru
La Encalada Avenue, Block 17
Monterrico, Lima 33 Peru
gjunge@usaid.gov

[END OF SECTION F]

SECTION H: OTHER INFORMATION

A. PROGRAM FUNDING AREAS

1. ALTERNATIVE DEVELOPMENT (AD)

Problem Statement:

The Government of Peru (GOP) lacks sufficient examples of how civil society and the private sector can come together at the regional level to play a complementary role in GOP counternarcotics efforts.

Theory of Change:

If civil and private sectors partner with development entities to strengthen licit economies, **then** communities and families at the Regional level will be able to earn a licit living that does not rely on coca cultivation.

Purpose Statement:

USAID will leverage private sector investments to establish and expand licit value chains and financial and telecommunications services required to galvanize local economies. Through increased private sector interventions and offerings, competitive digital connectivity will form a key effort complementing and supporting the GOP's role in expanding the effective provision of much-needed public goods and services. USAID looks to DEVIDA's leadership to coordinate services and investment from a variety of public and private actors and guide GOP investment in priority regions to eliminate conditions that allow illicit coca cultivation.

Background:

Since 2013, USAID's Alternative Development (AD) assistance in Peru, combined with USG support for eradication and joint GOP-USG law enforcement efforts, has helped the country reduce coca cultivation substantially and, subsequently, cocaine production. Peru's economic growth in the last 15 years has increased the GOP's public revenue. This has enabled the GOP to fund approximately 60% of national AD efforts and 75% of coca eradication operations. Yet, public resources do not effectively reach rural, isolated communities in areas such as the VRAEM, an illicit coca stronghold with a long-time presence of the narco-terrorist group, Shining Path. Here and in other regions, poverty – underpinned by insecurity, isolation, and inadequate state presence – provides fertile ground for coca cultivation.

While the GOP has substantially increased its own resources to reduce coca in priority post-eradication regions, much can be done with civil society and the private sector to help assist development partners in the work they do. Building synergies between civil and private sectors will lead to mutually beneficial outcomes.

Possible Indicators include:

1. Number of Partnerships with key buyers, exporters, and processors of coffee, cacao, and other agroforestry system based products (i.e., timber, plantains, fruits) This could include the innovative application of information technology in supply chains to increase product traceability, reduce transaction costs and add value by linking new information to product brands.

2. Number of Partnerships with banks, credit unions, or other financial services companies to identify, develop and implement new business models and financial products to ***increase the access of small and medium businesses, including farmers and producer associations, to new, innovative financial services*** (i.e., credit, equity, insurance, etc.); including the innovative application of information technology in these services to reduce transaction costs, make services more widely available and reduce risk.

3. Number of Partnerships interested in ***facilitating local small businesses' growth by fostering creativity, innovation and entrepreneurship, formalization, access to finance, and product and market development.*** This would include, but not be limited to, support for women and youth-owned businesses, including the innovative application of information technology to facilitate access to finance, markets and services.

4. Number of Partnerships with relevant Government of Peru entities (e.g., DEVIDA, the Ministry of Economy and Finance (MEF), regional/municipal governments) to ***catalyze increased, more effective public investment in the delivery of basic public goods and services in priority post-eradication regions, including but not limited to: health, education, roads, other infrastructure, sanitation, as well as productive/business capacity building;*** including the innovative application of information technology to increase transparency, reduce transaction costs and risks.

Geographic Scope:

Concept Papers for Alternative Development-focused partnerships ***must be*** geographically focused on one or more of the following specific districts.

<u>AD Provinces and Districts:</u>

Cusco: Pichari, Anchihuay.

Huánuco: Monzón, Chinchao, Churubamba, San Pablo de Pillao, Castillo Grande, Daniel Alomía Robles, Hermilio Valdizán, José Crespo y Castillo, Mariano Damaso

Beraun, Felipe Padre Luyando, Pucayacu, Pueblo Nuevo, Rupa-Rupa, Santo Domingo de Anda, Cholón, La Morada, Santa Rosa de Alto Yanajanca, Chaglla, Codo del Pozuzo, Honoria, Puerto Inca, Tournavista, Yuyapichis

Junín: Mazamari, Pangoa, Río Tambo

Pasco: Constitución, Palcazú, Puerto Bermúdez

Puno: San Gabán

San Martín: Nuevo Progreso, Pólvora, Shunte, Tocache, Uchiza

Ucayali: Raymondi, Sepahua, Callería, Campoverde, Iparia, Manantay, Masisea, Nueva Requena, Yarinacocha, Alexander Von Humboldt, Curimaná, Irazola, Neshuya, Padre Abad

2. ENVIRONMENT AND SUSTAINABLE GROWTH (ESG)

This section applies to programs limited to Peru.

Problem Statement:

The Government of Peru (GOP) lacks sufficient examples of how civil society and the private sector can come together to provide greater environmental financial sustainability and scalability.

Theory of Change:

If civil and private sectors partner with development entities to strengthen economies, **then** communities, families, and individuals will be better able to protect the environment.

Purpose Statement:

When civil and private sectors partner with development entities to tackle Environmental Sustainability and Climate Challenges to create mutually beneficial outcomes, it will create improved enabling conditions for the growth and emergence of environmentally sustainable businesses. This will allow natural resource-based businesses to pursue sustainable economic growth, hopefully reducing emissions from deforestation and land use, increasing public and private sector investment which will lead to greater stewardship of the environment and a more sustainable and equitable economy.

Background:

Peru faces an array of environmental and economic challenges that are degrading the environment and inhibiting equitable and sustainable economic growth. To effectively conserve Peru's natural resources and promote equitable economic development, new approaches that bring together the private and public sectors, academia, and development partners to scale proven interventions and test new approaches are required.

Peru has one of Latin America's strongest economies. The development assistance provided by USAID or other donors is relatively small compared to the size and potential impact of public or private sector investments. While there are ongoing examples of successful Public-Private Partnerships in the environment and natural infrastructure sectors, the challenge is to find innovative pathways for sustainable use, marketing, and scalability that capitalize on public and private sector partners' strengths.

Though significant progress has been made in Peru to conserve biodiversity, combat conservation crimes, promote climate-smart investments to reduce environmental degradation, and promote sustainable economic development, many communities, especially in remote areas, have not benefited. As the Government of Peru, multilateral and bilateral organizations, and the private sector development plans to recover from the COVID pandemic, it is critical to ensure that the development activities reach underserved communities and help Peru develop a more environmentally sustainable and equitable future.

For this reason, USAID is interested in partnering with private sector partners, civil society, and non-governmental organizations in ways that capitalize on each partner's comparative advantages to advance the conservation of natural resources and sustainable economic growth in the following sectors:

1. Biodiversity conservation
2. Forest resource management
3. Climate change mitigation and adaptation
4. Sustainable clean energy solutions
5. Circular economy
    a. Addressing ocean plastics
6. Sustainable fisheries management
    a. Addressing Illegal, Unreported and Unregulated (IUU) fishing
7. Building science-driven solutions to rehabilitate degraded ecosystems and increasing the resilience of Peru's environment and people.

Peru is rich in natural resources, and there are ample opportunities for sustainable development that balance business incentives with sustainability goals. USAID seeks interested parties that can bring private financial resources from new private sector and investment partners (including opportunities to leverage public sector support) and other market-based solutions that bring development partners together in innovative ways.

Possible Indicators include:

1. Number of Partnerships with banks, credit unions, or other financial services institutions to **identify, develop, and implement new business models and financial products around biodiversity conservation goals and reduce deforestation and degradation.** (i.e., green bonds and other nature-conserving blended financial instruments and schemes that promote the use of payment for ecosystem services as another producer product of interest to investors. (i.e., credit, equity, insurance, guarantees, etc.);

2. Number of Partnerships with indigenous communities, industry partners, and public sector entities to **advance social and environmental safeguards in the extractive industries and infrastructure using new technologies and research.** Innovative new approaches that bring development partners together to understand better and analyze the negative impacts on communities and natural resources and ecosystems and opportunities to support improved capacities with links to public sector commitments (EITI) should be explored.

3. Number of Partnerships with entities interested in **facilitating local small businesses' growth by fostering creativity, innovation, entrepreneurship, formalization, access to financial products, and differentiated markets for sustainable sourcing in environmental sectors.** This would include, but not be limited to, support for indigenous and native communities, women and youth-owned businesses; innovative efforts that conserve and rehabilitate the biodiversity in the fisheries/IUU sector; market-based solutions to catalyze the

circular economy around waste management that correlates directly to biodiversity impacts or emission reduction goals; commodity-driven deforestation and agriculture value chains schemes that pivot the sector towards climate smart agroecological approaches and have carbon-reducing impacts, etc.

4. Number of novel concepts and partnerships that promote market-led and new partnership solutions for biodiversity conservation, sustainable energy, and reduced emissions that **showcase breakthrough applications of information technology, big data, and other disruptive interventions that increase transparency, reduce transaction costs and risks, and** that contribute towards a future ecosystem of legality.

5. Number of Partnerships with relevant Government of Peru entities (e.g., MEF, PRODUCE, MINAGRI, COFIDE, and Regional/Municipal governments) to improve Public Investment Projects (PIPs) formulation capacity and ***catalyze increased public capacity to mobilize public funds through existing national programs (e.g., Procompite, Agrorural, Foniprel, others)*** to accomplish investments in ecosystem service delivery and health.

6. **Climate resilience in critical geographies that address adaptation, mitigation, or build climate resilience**, incorporating innovative models with private and public sectors.

3. SOUTH AMERICA REGIONAL/AMAZON REGIONAL ENVIRONMENT PROGRAM (SAR/AREP)

Restriction:

This section applies to programs implemented in more than one South American country where USAID has environment programs and is focused on issues that cross national boundaries. SAR/AREP operates in Brazil, Colombia, Ecuador, Guyana, Peru, and Suriname, underpinned by international agreements and other multi-government-led initiatives. From this regional perspective, SAR/AREP can promote the private sector's engagement, based on an open dialogue with different stakeholders, including urban and rural populations, intergovernmental entities, private firms, civil society organizations, indigenous peoples, and local, national, and international private firms. This dialogue is vital for successfully supporting regional solutions to protect the Amazon and Pacific biome.

Problem Statement:

Multilateral institutions working on complex issues facing the Amazon region lack sufficient examples of how civil society and the private sector can come together to help solve natural resource management challenges at the necessary scale.

Theory of Change:

If civil and private sectors partner with development entities to strengthen natural resource management practices, **then** national and regional entities, communities, families, and individuals will be better able to protect the environment.

Purpose Statement:

The development hypothesis is that biodiversity conservation and climate change mitigation services in the Amazon region will improve when there are more sustainable resource management practices and a reduction in the principal threats to the ecosystems, which will occur when the following conditions are met:

(a) authorities have greater political will and capacity to address transnational conservation crime in the Amazon (*e.g.*, illegal logging, mining, land incursions, and wildlife trafficking) and there is greater demand for legal, sustainable products, **(b)** civil society and the private sector monitor, negotiate with, and influence the adoption and implementation of best management practices by industries and producers working in and around their territories; **(c)** science, technology, and information management assist and improve decision making, planning, and Amazon region economic development so as to foster development that does not threaten biodiversity and maintains sequestered carbon stocks; **(e)** commitments to reduce deforestation are reliably and transparently tracked for the use of national and regional governments, producers, buyers, investors, and donors; and **(f)** there is greater demand and traceable supply for deforestation-free agricultural commodities and sustainable seafood from the region.

Background:

In the last 10 years, USAID has successfully implemented regional projects in the South America Region, such as the Initiative for Conservation in the Andean Amazon (ICAA), where the efforts of more than 40 local and international partner organizations were integrated to strengthen the conservation of the Amazon biome in Colombia, Ecuador, Guyana, Peru, and Suriname. SAR/has the following objectives:

- 1. Decrease deforestation, forest degradation, and greenhouse gas emissions
- 2. Foster an environmentally friendly economy
- 3. Protect key landscapes and species
- 4. Secure rights, resources, and health of forest-dependent communities

Possible Indicators include:

(1) **Conserve forests, reduce deforestation and degradation of forests, or restore degraded ecosystems to reduce atmospheric carbon**. Increasing carbon sequestration and reducing emissions can accompany or lead to collateral benefits for biodiversity and livelihoods. Approaches may include the promotion of low emissions development plans; sustainable landscape planning; strategies to Reduce Emissions from deforestation and forest degradation (REDD+); strengthening of national and regional carbon markets, forest bonds, development of enabling laws and policies; establishment of effective implementing institutions, economic and financial incentives, such as payment for ecosystems services, and environmental markets. In all cases, strong private sector financial and commercial participation is essential.

(2) **Combat deforestation in the Amazon Basin by inducing changes to the industrial-scale commodities from monoculture systems, especially soy, cattle, oil palm, and timber.** Producer agreements and market mechanisms such as commitments to sustainable or deforestation-free supply chains are promising but need assistance in financing, traceability, market systems, and regional coordination. Solutions must act on an industrial scale, commensurate with the rate of current deforestation.

(3) **Reduce threats to marine biodiversity and fishing community livelihoods by reducing unsustainable fishing, especially illegal, unreported, and unregulated (IUU) fishing.** An effective approach would improve fisheries management, governance, and regulatory compliance through efforts such as 1) regional collaboration among industry, governments, and fishers on data and information sharing and interoperable technologies; or 2) formalization and capacity building of fishing communities to facilitate access to greater financing for sustainable fisheries, and to enable a better business environment for fishing enterprises. Measures that address unsustainable fishing by the international deepwater fleet are also encouraged.

(4) **Increase regional cooperation to mitigate climate change, adapt to climate change, and conserve biodiversity in the Amazon Biome.** Conservation and more sustainable management of the Amazon Biome require transnational cooperation to combat fires and respond to natural disasters, combat illegal logging, mining, wildlife trafficking, monitoring forest health, and collaborating with indigenous groups and industries. Another area for collaboration could be harmonizing carbon markets in the region or promoting collaboration and financing for clean energy solutions. Solutions should strategically build cooperation among governments based on existing agreements.

4. DEMOCRACY, HUMAN RIGHTS AND GOVERNANCE (DRG)

Problem Statement:

Oversight by citizens of the Government of Peru (national and subnational) is narrow and limited, leaving an excessive opportunity for corruption with impunity to occur and policies to be developed without adequate citizen input and oversight.

Theory of Change:

IF civil society can partner with private-sector entities to build the capacity of organizations and marginalized communities to advocate their interests directly to the GOP (including subnational governments), **THEN** the GOP will be better positioned to govern in more responsive, accountable, and transparent ways.

Purpose Statement:

USAID will support efforts to increase civil society advocacy and private-sector engagement to facilitate effective political participation from emerging voices, including youth, women, LGBTQI, and environmental defenders, among others. The purpose of this support will be to build the capacity of civil society and the private sector to engage while also creating sustainable pathways for communication to national and subnational governments. Effective programming will increase issue-based advocacy to national and subnational governments for public integrity; transparent, accountable, and inclusive governance; sustainable and inclusive subnational development planning and service delivery; and human rights protection, particularly for vulnerable and marginalized populations.

Background:

Tolerance of corrupt practices, the influence of illicit interests on the political system, weak representation of citizen interests in the institutional architecture, and a culture of discrimination against women and minorities is pervasive in Peru, hampering the nation's pathway toward self-reliance.

Although moderately highly ranked on macroeconomic metrics, high-visibility corruption cases and political scandals have taken their toll on Peru's political stability and investment climate. Successive political crises in 2020 and early 2021 led to rapid turnover at the highest levels of government and delayed momentum toward reform. Public trust was further fractured. Moreover, Peru continues to cope with the

pandemic's catastrophic effects, the full range of which will continue to emerge for the foreseeable future.

These compounding crises, however, have invigorated public debate and sparked a promising level of engagement and interest in policy dialogue by emerging voices representing marginalized populations, including youth, women, LGBTQI, and environmental defenders, among others. Elections in 2021 create an opportunity for new leadership to take power and demonstrate political will for systemic reform. Strengthening the capacity of a diverse and inclusive range of Peruvian citizens to participate meaningfully in political debate and policy formulation will be critical steps to seize the opportunity for durable reform at this precarious point in Peru's democratic development.

DRG sees an opportunity at this critical juncture in Peru's democratic development to leverage increased engagement by private-sector companies and organizations and civil society and media to craft and solidify reforms. Both private sector interests and civil society have a critical role to play in solving the problem of limited political participation.

Illustrative Indicators:

- Increased opportunities for citizens to participate in governmental decision-making.
- Increased advocating for the prevention of human rights abuses and protection of human rights defenders.
- Promotion of civic education, engagement, and leadership for young people.
- Engaging the private sector to support policies to counter human trafficking and enhance the protection of victims' rights.
- Building holistic programs for victims of violence, including prevention, treatment, investigation, prosecution, and referral.
- Enabling systems for citizen oversight of government functions to increase transparency and accountability.
- Facilitating the establishment of communication channels between subnational institutions and citizens.
- Harnessing technology to promote citizen engagement and transparent political competition.
- Facilitating the ability of government actors to fulfill their responsibilities to citizens through better governance practices.
- Strengthening civil society capacity to conduct critical reviews of draft legislation.

- Building civil society knowledge and skills in subnational budget formulation and oversight.

5. VENEZUELAN MIGRATION

Problem Statement:

Displaced Venezuelan citizens living outside of Venezuela cannot fully participate in strengthening and developing the host country due to multiple constraints.

Theory of Change:

If civil society and the private sector take an active interest in assisting displaced Venezuelan citizens to meet logistic and personal requirements, **then** these displaced Venezuelan citizens will become active and contributing members of the host country.

Purpose Statement:

USAID will increase citizen and business-led efforts to allow displaced Venezuelan citizens to become productive members of the host country.

Background:

Venezuela is experiencing a political, social, and economic crisis with devastating hyperinflation that has led to a severe shortage of food and health care and driven over four million people to flee the country. This outflow of vulnerable Venezuelans is straining the delivery of basic services, infrastructure, labor markets, and community relations in Peru and Ecuador. Since 2016, over 1.5 million Venezuelans have migrated to Ecuador and Peru. Despite high levels of education relative to host country populations, the overwhelming majority of Venezuelans are working in the informal sector, in unskilled professions. This represents a lost opportunity for both countries as these Venezuelans could significantly contribute to their host countries' social and economic development.

These Venezuelan citizens face many challenges, from obtaining professional certifications from Venezuela to labor exploitation and xenophobia within the host countries.

Illustrative Indicators:

1. Number of Partnerships with key manufacturers, buyers, exporters, and processors of Peruvian-based products to demonstrate the marketability of displaced Venezuelan citizens.

2. Number of Partnerships with entities interested in ***facilitating local small businesses' growth by fostering creativity, innovation, entrepreneurship, formalization, access to finance, and product and market development.*** This would include, but not be limited to, support for women and youth-owned businesses, including the innovative application of information technology to facilitate access to finance, markets and services.

3. Number of partnerships with relevant Government of Peru entities to ***catalyze increased, more effective public investment in the delivery of basic public goods and services, including but not limited to: health, education, roads, other infrastructure, sanitation, as well as productive/business capacity building;*** including the innovative application of information technology to increase transparency, reduce transaction costs and risks that can provide a direct link to assisting displaced Venezuelan citizens.

6. COVID-19 RESPONSE

(Please note that at the current time, the mission does not have COVID-19 specific funding. We have included this section on COVID as we believe that USAID/Peru will receive funds in 2021, but there are no guarantees. Please consider this in your decision as to whether you choose to submit a concept note. The mission will review your concept note in the hopes that funding will become available. If your concept note shows merit, and if funding is received, you will receive instructions on the next steps.)

Problem Statement:

Peru lacks the capacity and resources to respond to the COVID-19 pandemic effectively.

Theory of Change:

If the Government of Peru is able to increase its capacity and resources to respond to the COVID-19 crisis, **THEN** there will be a reduction in the health and economic impacts.

Purpose Statement:

USAID will assist the Government of Peru to 1) stem the further transmission and re-emergence of COVID-19, including support to the vaccination against COVID-19; and 2) mitigate second-order impacts of the disease to prevent backsliding on shared, top-level development and security objectives.

Background:

The Peruvian Government has taken successive measures to reduce the spread of COVID-19 (including one of the most strict and extended lockdowns globally) and increase its health system's capacity to care for COVID-19 patients. The disease has kept Peru's health system overstretched and overwhelmed at several points - most recently in February 2021 when intensive care or hospitalization beds were unavailable in most cities, and the national demand for medicinal oxygen vastly exceeded its production.

Peru's decentralized system – on which the provision of healthcare and other essential services depends – rugged mountain and rainforest geography and extensive cultural diversity present significant challenges in mobilizing resources to address immediate health needs and second-order impacts of the crisis across this vast country.

In terms of immediate needs, the Government of Peru requires medical equipment, particularly oxygen equipment; supplies for epidemiological surveillance; technical assistance in areas including rapid and long term response to COVID-19, epidemiological surveillance -considering genomic surveillance-, risk communication

and community engagement, and vaccine deployment, including logistics and communications.

To address second-order impacts, the Government of Peru has rolled out a suite of emergency measures in the tax, customs, employment, and economic sectors – including its Reactiva Perú initiative, announced in April 2020, that provide liquidity to companies that have been affected by the paralysis of their activities as a consequence of COVID-19 and to guarantee the loans in local currency that were granted by the financial system. Other economic stimulus measures include loans to micro, small, and medium-scale companies, including a moratorium on debt payments. However, further interventions in these sectors may be necessary depending on the disease's trajectory and ongoing efforts to contain it. COVID-19 has disrupted thousands of families' livelihoods in both the formal and informal economy, opening up opportunities for malign actors that traffic in drugs, timber, gold, and persons. Venezuelan refugees and migrants, who rely heavily on the informal economy and generally lack access to public services, suffer disproportionately within this new COVID context. Indigenous communities lack access to vital health information and services and may face heightened threats of deforestation and encroachment on their territories.

Illustrative Indicators:

Number of households trained to contribute to COVID-19 surveillance (i.e., identifying and reporting suspected cases and implementing household measures to decrease transmission).

Number of households trained to adequately manage mild and moderate COVID-19 patients (e.g., use of pulse oximeters, use of oxygen in the household, alarm signs indicating the need for care at a health facility).

Proportion of the population with adequate knowledge on vaccines against COVID-19.

Number of Regional Health Directorates or Integrated Health Network Directorates that reach targets for vaccination against COVID-19.

Proportion of Regional Health Directorates or Integrated Health Network Directorates that reach targets for vaccination against COVID-19.

Number of Regional Health Directorates or Integrated Health Network Directorates that maintain target coverage levels for vaccination against COVID-19.

Proportion of Regional Health Directorates or Integrated Health Network Directorates that maintain target coverage levels for vaccination against COVID-19.

Number of Regional Health Directorates or Integrated Health Network Directorates or health facilities with information-based plans to manage oxygen resources (e.g., estimation of requirements for different epidemiological contexts, procurement plans, operation, maintenance, and replacement planning and budgeting).

Proportion of Regional Health Directorates, or Integrated Health Network Directorates or health facilities with information-based plans to manage oxygen resources (e.g., estimation of requirements for different epidemiological contexts, procurement plans, operation, maintenance, and replacement planning and budgeting).

Proportion of health facilities not experiencing oxygen stock-outs.

Number of Regional Health Directorates or Integrated Health Network Directorates or health facilities with information-based plans to manage cold chain resources (e.g., estimation of requirements for different epidemiological contexts, procurement plans, operation, maintenance, and replacement planning and budgeting).

Proportion of Regional Health Directorates or Integrated Health Network Directorates or health facilities with information-based plans to manage cold chain resources (e.g., estimation of requirements for different epidemiological contexts, procurement plans, operation, maintenance, and replacement planning and budgeting).

Number of Regional Health Directorates or Integrated Health Network Directorates or health facilities with information-based plans to respond to COVID-19 re-emergence while maintaining regular health services.

Number of Regional Health Directorates or Integrated Health Network Directorates or health facilities implementing tools to improve their productivity (e.g., telemedicine solutions for routine follow-up of patients).

Number of households that received socio-economic support to address economic hardship suffered as a consequence of loss of life/livelihood due to the COVID-19 pandemic, including measures implemented to mitigate it.

Number of households that benefited from financial education to address to improve their recovery from the impact of the COVID-19 pandemic and the measures implemented to mitigate it

Number of households with improved access to financial services to improve their recovery from the impact of the COVID-19 pandemic and the measures implemented to mitigate it

Number of micro/small enterprises that received technical assistance to improve their sustainability/resilience to the COVID-19 pandemic and the measures implemented to mitigate it.

Number of micro/small enterprises that received technical assistance to improve their recovery from the impact of the COVID-19 pandemic and the measures implemented to mitigate it.

B. Frequently Asked Questions

Question: ***Can an organization submit more than one Concept Paper in response to this solicitation?***

Answer: Yes, but we would prefer Applicants to apply for the area where they see the most significant potential for an impactful alliance.

Question: ***Can one organization submit more than one concept note in response to the NFO/APS? Our organization is preparing three concept notes with different teams and different objectives.***

Answer: Yes, multiple concept notes can be submitted.

Question: ***Can my organization apply to 1 objective, or can it apply to various?***

Answer: The concept notes are reviewed by panels that have expertise in each of those subject areas, so your concept note would have a greater likelihood of success if you submit it to the panel that has the most expertise. That said, if you believe your concept note meets multiple areas, you can list those areas, and then we will make the determination of which panel is most appropriate to review the concept.

Question: ***Could the required matching funds come from a foundation or government, or do they have to come from the private sector?***

Answer: USAID/Peru, in particular, is interested in working with Resource Partners from the private sector and civil society that will mobilize domestic resources for development. This includes non-traditional development partners such as private businesses, business and trade associations, foundations, financial institutions, non-profit NGOs and for-profit development firms, and private education institutions. While host country government funds are possible, it must be demonstrated that those funds are funds that the host government would not have committed if it had not been for this USAID award.

Question: ***Can we use our potential anchor investor as the Resource Partner? They confirmed they would support this process. Are there any qualifications for the Resource Partner?***

Answer: Your resource partner sounds great. The only disqualification is if the funding includes USG funds from any source (i.e., another governmental agency); otherwise, funding or resources that will increase the potential USAID funding is highly encouraged.

Question: ***Do Resource Partner funds go through USAID then to be passed on to the Implementing Partner through an agreement with USAID, or is the Implementing Partner expected to have a separate agreement with the Resource Partner to receive funding from them?***

Answer: This will be cost leverage whereby the funds do not need to go through USAID. The implementing partner needs to demonstrate that if it were not for USAID/Peru's funding, those resources would not have gone in resolving the problem.

Question: ***Can an organization submit a concept note before matching funds have been officially committed, or is a letter of support or some other kind of confirmation of matching funds required before concept note submission?***

Answer: Under C. Concept Paper Applicant Content: "Applicants must include letters of support from potential Resource Partners which demonstrate the Resource Partner's interest in the activity as annexes."

Question: ***Does a contribution from the Government of Peru (GOP)/public sector count towards the leverage provided by the Resource Partner in the project?***

Answer: Peru New Partnerships and Private Sector Engagement Initiative requires a desired 1:1 civil/private sector match. Public sector resources are also encouraged to realize sustainability, but they are not considered leverage. Exceeding the minimum match, with any resources, may make your application more appealing.

Question: ***What are the Basic Requirements of a Strategic Alliance? Would USAID clarify if loan capital counts toward cost share requirements?***

Answer: If it can be demonstrated that the loan capital can be considered cost leverage (not cost share) i.e. it is something of value that is added to the funds which USAID is providing, it can be included.

Question: ***Does the Applicant have to finalize the alliance before submitting a Concept Paper?***

Answer: Civil/private sector resource commitments must be clear as to the assistance that they will provide. While the Applicant does not have to finalize the alliance between non-USAID partners prior to submitting a Concept Paper, USAID/Peru will evaluate the level of partner engagement and commitment as part of the merit review criteria. Letters of support, intent or commitment from prospective Resource Partners are valuable indicators of such commitment as are draft MOUs that describe the roles, responsibilities, and contributions of each of the alliance partners as well as their interest in the alliance.

Question: ***What is the minimum USAID award amount?***

Answer: Section A above designates minimum amounts of $250,000 (including both USAID and partner funding). USAID reserves the right to make awards of varying size and, in consultation after the submission and conditional approval of the Concept Paper, to adjust the amount either higher or lower.

Question: ***I have a question regarding the program funding areas section. For the DEMOCRACY category, is there a specific geographic scope/specific province or***

cities in which partnerships should focus on? I noticed there is a list of provinces/cities for the ALTERNATIVE DEVELOPMENT category, but not sure if the same apply for all four categories.

Answer: USAID DEMOCRACY preference is for:

- regions/areas with USAID presence, which currently includes regions in southern and northern Peru (currently in 5 of 13 Reconstruction target regions),

- regions/areas with a greater likelihood of issues of gender-based violence and other inequities (including Lima and parts of the Amazon for synergies with Alternate Development and/or Environment and Sustainable Growth efforts),

- regions where there is the greatest opportunity for the private sector to work with vulnerable populations, and

- regions/areas where interventions can ensure positive impact or benefits for weak institutions and promote equal opportunities to support social inclusion for affected groups.

Question: ***The APS mentions that a total of 5 to 10 awards will be made. Can USAID clarify if it envisions a maximum dollar threshold for grants?***

Answer: The maximum value of this APS is $20 million, and USAID/Peru envisions that 5-10 awards will be made.

Question: ***(Section F) Would USAID clarify what restrictions under the APS apply to where (source) and from whom (vendors) an organization can buy goods and services using U.S. Government funds? We would respectfully like to request that the solicitation incorporate geographic code 935 authorizing grantees to purchase goods and services from any country except prohibited source countries.***

Answer: The geographic code will depend upon the type of funding that USAID will use, for example, if it is for COVID-19 money, we can use geographic code 935. This detail will be discussed once the concept note has been approved (but in most cases, geographic code 937 will be the default code).

Question: ***The question has been redacted as it provides too much identifiable information, but it was a question concerning a Public International Organization (PIO).***

Answer: PIOs as long as they meet the criteria of a New (less than $5 million in USAID funds in the past 5 years) or Underutilized (less than $25 million in USAID funds in the past 5 years).

Question: ***In the NOFO/APS it is indicated that "Implementing Partners applying for USAID funding must fall under the definition of USAID's New Partner Initiative, i.e. they must be either a "New Partner": An individual or organization that has***

not received any funding from USAID as a prime partner over the last five years, or they must be an "Underutilized Partner": An organization that has received less than $25 million in direct or indirect awards from USAID over the past five years." Could you please better explain what it means to be an "underutilized" partner? Does the $25 million threshold refer to total "awarded" amounts in the past five years (counting from March 2015 onwards)? Or does it refer to actual disbursed funds in the past five years? With this information, we could confirm if we qualify as an "Underutilized partner".

Answer: The $25 million is any USAID funding that your organization has received in the past 5 years. It is not the total amount of the award, it is either how much you have been obligated, or it is how much you have actually spent in the previous 5 years.

Question: ***The funding proposal states that the first review will happen today, and then the first week of every quarter thereafter. Can I provide this to you by Sunday night to be considered in this first round of review, or will I need to wait until the next quarter?***

Answer: Given the current situation - you can submit at any time - we will try to review on a quarterly basis but the solicitation also allows us to review as they come in so I would encourage you to submit as soon as you can.

[END OF SECTION H]