



**USAID**  
FROM THE AMERICAN PEOPLE

Amendment No.0001 Issue Date: January 12, 2024  
NOFO Issue Date: December 14, 2023  
Deadline for Questions: January 4, 2024  
Closing Date: February 15, 2024  
Closing Time: 16:00 hours Addis Ababa Local time

**Subject: Amendment No. 0001 to NOFO 72066324RFA00003, USAID/Ethiopia Responses to Questions received**

**Reference: USAID Markets for Sanitation Activity**

**General Questions:**

1. Encountering difficulties accessing the full announcement electronically, we would greatly appreciate it if you could provide us with the complete application pack to ensure that we have all the necessary information to prepare a comprehensive proposal.

**USAID/Ethiopia Response:** USAID/Ethiopia is not sending the NOFO to individual applicants. You will find the funding opportunity and related documents in this [link](https://www.grants.gov/search-results-detail/351487) (<https://www.grants.gov/search-results-detail/351487>).

2. We would like to inquire about the possibility of an information session related to this call for proposal. If such a session is scheduled, kindly inform us of the details, as we would like to actively participate and gain a better understanding of the requirements and expectations.

**USAID/Ethiopia Response:** USAID/Ethiopia has no scheduled information session regarding this NOFO. Please follow the NOFO in [www.grants.gov](http://www.grants.gov) for any amendment to it.

3. Are all business organizations eligible to apply for this advertised grant?

**USAID/Ethiopia Response:** Yes, all business organizations can apply for this NOFO as a prime or sub-awardee.

4. Is it a must for an organization to get a unique identity ID before the application?

**USAID/Ethiopia Response:** A UEI is required at the time of award. Applicants are encouraged to start the process as early as possible as it can be a long process. A UEI is not required for submission of an application. Below is the link for navigating the SAM.gov for UEI registration. <https://www.workwithusaid.gov/blog/navigating-the-sam-gov-unique-entity-identifier-process>

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5. As a local NGO in Ethiopia, working mainly in the central Ethiopian highland, in particular in the Guassa Community Conservation Area and surrounding landscape, can this organization apply for this funding opportunity?

**USAID/Ethiopia Response:** The opportunity is open to all organizations, both local and international organizations can apply.

6. Regarding the Unique Entity ID (UEI) and System for Award Management (SAM) requirements outlined in Section D.6.g, are there any specific considerations or updates applicants should be aware of to expedite the registration process?

**USAID/Ethiopia Response:** Below are the links for navigating the SAM.gov and FSD helpdesk to expedite the registration process.

<https://www.workwithusaid.gov/blog/navigating-the-sam-gov-unique-entity-identifier-process>

[https://www.fsd.gov/gsafsd\\_sp?id=gsafsd\\_kb\\_articles&sys\\_id=6f60d9901b358150fe314000f54bc7e](https://www.fsd.gov/gsafsd_sp?id=gsafsd_kb_articles&sys_id=6f60d9901b358150fe314000f54bc7e)

7. In case of any amendments to the funding opportunity posted on www.grants.gov, could you kindly guide me on the best practices for staying informed about such changes?

**USAID/Ethiopia Response:** Subscribing the NOFO will help to stay informed about any changes to the NOFO. Regularly check the website to ensure you have the latest information pertaining to this NOFO in the “related documents” tab for any updates and uploaded documents.

8. At times, USAID’s reference to ‘the applicant’ and ‘the recipient’ seem to overlap. Could USAID please clarify what each term is referring to?

**USAID/Ethiopia Response:** an applicant is an organization which has submitted an application in response to the NOFO. This term is used in the pre-award phase. A recipient is the successful applicant, which is approved to receive financial support from the U.S. Government through a grant or cooperative agreement to help carry out a project that benefits the community and advances the objectives of the U.S. Foreign Assistance Act. This term is used after award.

9. Would our organization, incorporated and headquartered in the United Kingdom, be eligible to participate in this endeavor? The use of the 937-geo code leads us to pose the question. While we are a longstanding successful USAID & USDOS implementing partner with more than 20 years USG experience, our USG procurements and partnerships are all invariable based in the region - but we have recently encountered varying interpretations of the 937 restriction.

**USAID/Ethiopia Response:** An organization incorporated anywhere in the world can submit applications in response to the NOFO as it is unrestricted “eligibility”. The opportunity is open to all organizations, both local and international organizations can apply.

10. How can I access the workspace to apply for the grant on a sanitation project? I tried so many times as an individual not as an organization. Any clarity you might offer would be most appreciated.

**USAID/Ethiopia Response:** Applications will be submitted to e-mail addresses provided under D.4 of the NOFO. Applications must be submitted by email to [caddis@usaid.gov](mailto:caddis@usaid.gov) with a copy to Mariamawit Girma at [mgirma@usaid.gov](mailto:mgirma@usaid.gov). Below is a link for the grants helpdesk to visit in case of any access issues related to viewing the NOFO. <https://apply07.grants.gov/help/html/help/index.htm#t=GetStarted%2FGetStarted.htm>

**Technical Questions:**

1. Can USAID clarify the exact page limits for each section of the Technical Application?

**USAID/Ethiopia Response:** The technical application should have the following parts:

- Cover Page - One page
- Table of Contents - No page limit
- Executive Summary - One page
- Technical Application Body - Not to exceed 20 pages in total excluding the Cover page, Table of Contents, Executive Summary, and Appendices. It is up to each applicant to distribute the 20 pages between the Technical Approach; Staffing and Management Approach; Learning, Monitoring, Evaluation (LME) Plan; and Institutional Capacity and Past Experience.

2. On page 51, the NOFO states “additional relevant materials [up to five (5) pages] may also be provided as an appendix. These may include the history, structure, accomplishments, and capacity of the applicant organization(s).” Can USAID confirm if it requires this information for other consortium members including local new and underutilized partners?

**USAID/Ethiopia Response:** USAID does not require this information for other consortium members, but information on other members will be considered to the extent of their merit relevant to the proposed effort.

3. On Page 24, USAID provides a list of woreda selection criterion. On the same page, the NOFO states “The final selection of geographies will take into account existing opportunities, previous investments (e.g. Transform WASH), and overlap with other USAID supported activities that are currently engaged at the priority regions? Can USAID please clarify the difference between the provided list and the applicant’s proposed criterion.

**USAID/Ethiopia Response:** As the final selection is stated under the last paragraph of section A.6.3, the following language is deleted: “The final selection of geographies will take into account existing opportunities, previous investments (e.g. Transform WASH), and overlap with other USAID supported activities that are currently engaged at the priority regions”.

USAID directs applicants to review language at the bottom of page 24, which states “The applicant is expected to use or modify the above selection criteria...”. As indicated, each applicant should consider the woreda criteria that USAID has outlined on page 24; however, applicants may propose their own set of woreda selection criteria with justification for the selected criteria.

4. Sanitation tax appears as an expected result in both Sub-IR 1.1 and Sub-IR 3.1. Can USAID please clarify this further?

**USAID/Ethiopia Response:** As sanitation taxes are addressed under enabling environment (Sub-IR 1.1), delete “Taxes for sanitation products are reduced” on page 18 (Sub-IR 3.1).

5. Can USAID provide clarification regarding institutional WASH programming, specifically if the activities will be limited to public demand interventions?

**USAID/Ethiopia Response:** Institutional strengthening for WASH (focusing on sanitation) refers to strengthening the organizational capacity of the public, private, and other sectors to improve the sanitation supply chain so as to increase access to basic sanitation and hygiene products and services. Refer to the first paragraph under Sub-IR 2.2 on page 16-17 for clarification regarding USAID’s approach to public demand interventions for this activity: “In addition to stimulating demand at the household level, this Activity will seek to raise public demand for improved WASH conditions in schools, health facilities, markets and other public institutions”.

6. Could USAID please confirm if CVs submitted have a two or three page limit?

**USAID/Ethiopia Response:** As stated on page 52, proposed Key Personnel CVs should not be more than 3 pages per individual.

7. Can USAID confirm if applicants should submit PPRs as a part of the technical application or the cost application?

**USAID/Ethiopia Response:** If the question is referring to Performance Plan and Report (PPR) indicators, the relevant set of indicators will be developed within 90 days of the award. Refer Activity LME Plan on Page 72.

8. Would USAID accept applicants submitting the staffing matrix as an annex?

**USAID/Ethiopia Response:** Yes

9. Would USAID accept applicants submitting the mobilization plan as an annex?

**USAID/Ethiopia Response:** Yes

10. P.72: Deliverable and Due Date have “\*” and “\*\*” next to them in the header of the table, but do not have preceding explanations. Could USAID please explain what the “\*” and “\*\*” represent?

**USAID/Ethiopia Response:** Asterisks are hereby deleted from the “deliverable” and “due date” column titles on page 72.

11. Page 49 states that "Noting that all staff may not be available or needed at inception, dates that key personnel are available to start work full-time with the Activity are also required," while the table on P.72 requires that "Key Personnel arrival in Ethiopia" is a deliverable within the first 30 days. Please clarify if the KP are required to start in Ethiopia within the first 30 days?

**USAID/Ethiopia Response:** Key Personnel arrival in Ethiopia is revised: 45 days after the award for the Chief of Party and 60 days after the award for all other key personnel.

12. In the last paragraph of A2.2. it is mentioned that the Activity will partner with market actors along the whole sanitation chain. However, section A5 is mainly about business and products related to safe containment and much less on transport, treatment and reuse. Please clarify the expected focus of the Activity related to business opportunities along the different sanitation chain components.

**USAID/Ethiopia Response:** We expect applicants to have a comprehensive understanding of the whole sanitation value chain and develop profitable business models that consider all value chain stages where appropriate and feasible. Depending upon local context (e.g. peri-urban and rural), the main focus may be on businesses and products related to design, distribution, installation, and use/safe containment.

13. There is a strong focus on gender equity. Less emphasis is put on inclusion of the poorest, e.g. through a more area-wide approach. Please clarify the expected focus on an area-wide approach and ensuring that also the poorest can access adequate sanitation through services offered by the private sector.

**USAID/Ethiopia Response:** The activity is expected to apply the area-wide approach to include vulnerable populations. However, as access to basic sanitation is low regardless of income level, the activity’s focus should be on easily achievable results, using the market approach, but also advocating for subsidies to enable affordability for the poorest.

14. Please clarify the term “marketing” under IR2. To our understanding IR2.1 focuses on government and non-competitive promotion activities, while IR2.2 focuses on private sector led marketing activities. Is our understanding correct?

**USAID/Ethiopia Response:** Yes, as the role of the public sector (government) is significant in sanitation, IR 2.1 could focus on the public sector, whereas IR 2.2 focuses on the private sector.

15. Please clarify the difference (if any) between “learning alliance platform” (under IR4.1) and the “multi-stakeholder platform” (under IR 4.3). To our understanding multi-stakeholder platforms have the objective to serve as learning platforms and the MSP itself can be seen as a learning alliance platform.

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**USAID/Ethiopia Response:** Learning alliance platform refers to various forms of learning mechanisms, including the Multi-stakeholder Platform (MSP). In addition to the existing MSP, the activity can explore other existing and future learning platforms.

16. Under the “expected results” in IR4.1, we miss a bullet point in the lines of “systematic generation of evidence and documentation about what works and what does not work”. Can we assume that this is also an expected result under IR 4.1?

**USAID/Ethiopia Response:** There is no such sentence/language under Sub IR 4.1, as this is implied under the existing expected results. However, the following statement under IR 4 (page 19) should be considered when addressing Sub IR 4.1: “Building on the substantial learnings gained under Transform WASH, this Activity will seek to strengthen strategic collaboration among partners, systematically generate and capture best practices and, most importantly, help market actors test new approaches and identify potential adaptations based on what works and what does not”.

17. Methane emissions from onsite sanitation are not mentioned e.g. in the environmental and climate risk assessment. Under the overarching guiding principles “promotion of climate resilient businesses and systems” is mentioned, but not referring to “climate smart”. Please clarify the expected focus on “climate smart” sanitation systems, i.e. systems that are managed to reduce methane emissions to ensure promoted technologies and systems are suitable to be scaled in a world threatened by climate change?

**USAID/Ethiopia Response:** Though we have no singular focus on methane emissions, we encourage climate resilient approaches. We encourage applicants to think about climate smart sanitation solutions such as those that require less water.

18. One organization mentioned that its goal is to implement Atmospheric Water Generators, to provide safe/clean water to local communities. Would this technology be applicable for funding?

**USAID/Ethiopia Response:** The question seems to refer to water supply. We do not think this is applicable for the Markets for Sanitation NOFO.

19. Could you provide additional details on the evaluation criteria that will be used to assess applications?

**USAID/Ethiopia Response:** No additional details provided other than those stated under each technical area and Section E of the NOFO (page 66).

**Cost questions:**

1. In page 53, it says the applicant must sign and submit the cost application using the SF-424 series. The link with the standard form does not show anything.

**USAID/Ethiopia Response:** The SF-424 series forms are also available in [www.grants.gov](http://www.grants.gov). Please use the following link to access them.  
<https://www.grants.gov/forms/forms-repository/sf-424-individual-family>

2. On page 54, the NOFO states that “The Budget must be submitted as one unprotected Excel file (MS Office 2000 or later versions) with visible formulas and references and must be broken out by project year, including itemization of the federal and non-federal (cost share) amount”. Can USAID clarify if applicants can include a column for cost share budget beside the annual donor budget in the detailed and summary budgets? If not, can USAID please clarify how applicants should present/submit the detailed cost share budget if one is required by the donor.

**USAID/Ethiopia Response:** Detailed cost-share information can be included in the budget narrative.

3. Considering the slight variation between the major cost categories in pages 54 to 57 and page 83 of the NOFO, can USAID clarify if applicants can use the major cost categories in the summary budget template on page 83?

**USAID/Ethiopia Response:** Yes.

4. Section D.6 d) mentions the requirement for submission of any subrecipients’ budget but does not mention budget notes. Does USAID require budget notes for subrecipients?

**USAID/Ethiopia Response:** Yes, budget notes are required for sub-recipients.

5. May USAID please confirm if applicants can add/revise subcategories to each section of the detailed budget template provided in Annex 1. For example, can vehicle operations costs be moved from the other direct cost category to the travel category if this aligns with the applicant’s internal guidelines?

**USAID/Ethiopia Response:** Yes, the template is provided as a guide. The applicant can present its cost categories based on the applicant’s internal policy and consistent with their Negotiated Indirect Cost Rate Agreement (NICRA), if the applicant has a NICRA.

6. Section D.6 d) includes a breakdown of the cost categories with a description of each, however these cost categories do not align with the budget template included in Annex 1. Several categories and subcategories in the Annex 1 template are included in different categories in Section D.6 d). For example, Annex 1 includes allowances along with fringe, however section D.6 d) includes allowances with salaries. Can USAID provide guidance as to which format applicants should follow.

**USAID/Ethiopia Response:** The template is provided as a guide. Budget sub-categories may be modified based on the applicant’s internal policy and consistent with the NICRA, if the applicant has NICRA.

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7. Please confirm under which specific major cost category the program activities should be included/presented. Can applicants include a column for cost share budget beside the annual donor budget in the detailed and summary budget templates instead of just showing the total cost share by year at the bottom of the detailed and summary budget templates?

**USAID/Ethiopia Response:** The template is provided as a guide. Detailed cost-share information can be included in the budget narrative.

Thank you for your interest in USAID programs.

Sincerely,

A handwritten signature in blue ink that reads "Caraline DiNunzio". The signature is written in a cursive style with a large initial 'C'.

Caraline DiNunzio  
Agreement Officer