

QUESTIONS AND ANSWERS

CALL FOR PROPOSAL REF: UNOPS/CFP-2021/008/ATSCALE

Scaling-up provision of eyeglasses<sup>1</sup> in low- and middle-income countries

Question	Clarification
1- Can one grant/project work in multiple countries, or is it only one grant for one country?	<b>Answer to Q#1</b> If a clear strategic advantage can be articulated for working in multiple countries to achieve the objectives outlined within the Call for Proposals, we would consider awarding a grant for work in two countries. The proposal should still follow the Application Guidelines and fit within the allotted page limit.
2- Are you open to approving more than one grant? Or is the intention to only approve one grant in 2021? a. If multiple grants: could one organization or a partnership of organizations be awarded multiple grants to work across different geographies?	<b>Answer to Q#2</b> We anticipate awarding one grant in response to this specific Call for Proposals for an amount up to USD 2.2 million. Any remaining funds will be invested in accelerating access to eyeglasses. This Call for Proposals does not represent all investments related to accelerating access to eyeglasses anticipated from ATscale/USAID for 2021. Please also see response to question #3.
3- Do you anticipate additional resources or calls for proposals dedicated to accelerating access to eyeglasses in 2021?	<b>Answer to Q#3</b> Contingent on funding availability, we do anticipate further investments in 2021 focused on accelerating access to eyeglasses.
4- Would it be possible to apply to support the final validation of a country-wide proof point/government-led scaling pathways in one country in year 1 followed by replication toward country-wide, government-led scale in another country in year 2?	<b>Answer to Q#4</b> Please see the response to Question 1 above.
5- Is it intended to issue one single grant of 2.2mil or issue multiple grants of smaller amounts? Would there be a minimum size grant you would make?	<b>Answer to Q#5</b> Please see response to Question #2.. There is no minimum grant size.
6- Country selection (second question): The RFP notes that we should propose one low- or middle-income country (LMIC) eligible for Overseas Development Assistance from <a href="#">this list</a> . We are planning to propose activities in Bangladesh, which I note is not listed as either a low or middle-income country on the list, but instead is listed under least developed countries. Is Bangladesh an eligible country for implementation of activities funded through this grant?	<b>Answer to Q#6</b> Yes, least developed countries are a subgroup of low-income countries and are eligible to receive Overseas Development Assistance and therefore eligible for implementation of activities funded through this grant.

<sup>1</sup> The use of the terms 'spectacles' and 'eyeglasses' varies regionally as well as according to context. This document uses 'eyeglasses' throughout to refer to the complete product of frames and lenses.

<p><b>7- Service delivery vs. capacity-building:</b> Would this grant fund more of a direct service delivery model or is the priority to support technical advice to the government model (supporting government to deliver services)?</p>	<p><b>Answer to Q#7</b> Applicants are encouraged to propose activities for funding which will accelerate scale-up to screening, refractive services, and provision of eyeglasses to a national scale and integrated within national systems. What is needed to do so should be proposed by the applicants, appropriate to the context in which it is being proposed.</p>
<p><b>8- Government ownership:</b> We are considering submitting an application to scale and replicate one of our existing activities. This project, which has been in the pilot and scaling stage for the past two years, has been designed in parallel with government policy, though our partners carry out the actual activities and provide the service delivery. Replication into additional districts would, also, be in line with government strategy though the government will likely not be in the position to take over and sustain the cost of providing the service delivery without our involvement during the life of the grant. Would this be acceptable, in terms of supporting the government scaling and adoption which is noted as a priority in the RFP?</p>	<p><b>Answer to Q#8</b> Applicants should describe what they view as the pathway to government scaling and ownership and highlight what can be achieved during the lifetime of the grant, as well as what will need to be done in later years, as articulated in the roadmap.</p>
<p><b>9- Acceptable use of funds:</b> Could any of the funds be used to establish a lens lab for eyeglasses fitting?</p>	<p><b>Answer to Q#9</b> There are no specific limitations on what can be proposed that the funds be used for in the context of grant activities. Applicants are encouraged to propose the most critical activities and elements for funding to achieve the objectives of the Call for Proposals.</p>
<p><b>10- Is there a minimal threshold of funding for which organizations need to apply?</b></p>	<p><b>Answer to Q#10</b> There is no minimum threshold.</p>
<p><b>11- Can one organization submit multiple applications or would you prefer that all activities be rolled into one grant targeting multiple geographies?</b></p>	<p><b>Answer to Q#11</b> Applicants are encouraged to select countries and approaches that best meet the objectives outlined within the Call for Proposals. In terms of potentially addressing multiple countries - please see Answer to Q1. Organizations are limited to participating in two proposals in any capacity (i.e. if an organization is lead applicant in one application, it would only be able to participate in one other application - either as lead or as a member of a consortium applying). Organizations should not submit more than one application for the same country (e.g. with different proposed activities).</p>
<p><b>12- Compliance:</b> The RFP notes “The Grantee must have adequate management, financial, administrative, and technical structure and capacity to conduct the proposed activities.” I have two questions about this section:</p> <ol style="list-style-type: none"> <li>1. Can you please provide more information about the expectations for the grantee in this regard, in order to meet the compliance requirements of this award? Are there specific policies, Human Resources capacity or other controls necessary in order to be considered in compliance?</li> <li>2. Does this phrase refer to both our internal capacity to meet the compliance requirements related to this</li> </ol>	<p><b>Answer to Q#12</b></p> <ol style="list-style-type: none"> <li>1. Applicants are required to show how their adequate management, financial, administrative and technical structure and capacity will competently be able to utilize funds received from UNOPS designated for the grant activities as per set deliverables or milestones. Though there is no minimum requirement, applicants need to present evidence on their internal Human Resources, Finance, Procurement and Administrative rules, regulations and procedures.</li> <li>2. This refers to both administrative and implementation/ programmatic capacity.</li> </ol>

<p>grant? Or does this also refer to the capacity of project implementation partners to carry out the activities that we propose? In other words, is this an administrative requirement, a programmatic requirement, or both?</p>	
<p><b>13-</b> In the section covering Component 8: Grant Budget Breakdown it states that "Indirect costs, or costs such as core staff salaries and office rent should usually not be included, or specifically justified." In a following paragraph, it states: "Please include an appendix that outlines in greater detail the components of the proposed cost categories and the general basis for these estimates which may be the local market, quotations received from vendors, historical records, ongoing activities, your organization's (or sub-grantee's) policies and procedures, etc."</p> <ol style="list-style-type: none"> <li>1. Based on the above, can you expand on what may be considered "specifically justified?" For example, as a recipient of funding from USAID, which is indirectly funding this opportunity (i.e., "United States Agency for International Development (USAID) is funding a two-year grant for up to USD 2.2 million"), can we justify charging indirect costs for this project based on our current US Negotiated Indirect Cost Rate Agreement?</li> </ol>	<p><b>Answer to Q#13</b> As per UNOPS Grant Operational Instructions (O.I.) , indirect costs should not exceed 10% of the total direct implementation costs. Please provide a justification for all indirect costs - this is particularly critical should indirect costs exceed 10%. This could be in the form of an existing Negotiated Indirect Cost Rate Agreement (NICRA) but acceptance of indirect costs above 10% on this basis is not guaranteed.</p>
<p><b>14-</b> Can a government organization apply for the grant ?</p>	<p><b>Answer to Q#14</b> The CFP is limited to not-for-profit organizations, such as non-governmental organizations (NGOs) and academic institutions. We understand a not-for-profit organization to be an organization that is not-for-profit and non-profit-distributing, institutionally separate from government, self-governing, and non-compulsory.</p>
<p><b>15-</b> How do you interpret the "national scope" of the project? I am asking because let's say in India, it is a 1 billion country and scaling even at a state level is a challenge. Would it be acceptable if our partner proposes a scale up phase at the level of one or several states in India, rather at the level of the entire country?</p>	<p><b>Answer to Q#15</b> Applicants are requested to provide solutions "developed with a clear pathway to achieve national scale in the short to medium term." National scale does not need to be achieved during the lifetime of the grant, but the proposal should highlight how this grant will accelerate efforts to do so.</p>
<p><b>16-</b> Does the limitation on indirect costs (not to exceed 10%) also extend to sub-grantees or sub-agreements?</p>	<p><b>Answer to Q#16</b> According to the UNOPS Grant Support Instructions, the primary Grantee's indirect costs/management fee should not exceed 10% of the total Grant Award value. Please also see response to</p>

	<p>Q#13. Indirect costs of sub-grantees count towards the overall indirect costs of the project, i.e. the total should not exceed 10%. To ensure best value-for-money, applicants are encouraged to minimize the number of sub-grantees that charge indirect costs/management fees, where feasible.</p>
<p><b>17-</b> Is this the only call for proposals, or are you going to have several time frames to send proposals?</p>	<p><b>Answer to Q#17</b> Please refer to the reply to Question #3. As this is contingent on funding, we cannot guarantee other calls for proposals nor that another call for proposals for the vision sector would be comparable to the current one.</p>
<p><b>18-</b></p> <ul style="list-style-type: none"> <li>a. Is there a chance for us to hand in a proposal at a later time, that is at the end of summer 2021 which is after the CfP submission deadline i.e. 19 February 2021?</li> <li>b. Will there be a second call for proposals, after 19 February?</li> </ul>	<p><b>Answer to Q#18</b> No, the deadline for this CFP remains unchanged. As such, all proposals for this CFP should be submitted by the deadline. Please also refer to the replies to Question #3 and #17.</p>
<p><b>19-</b> Does the funding grant include surgical services?</p>	<p><b>Answer to Q#19</b> Please refer to the reply to Question #9.</p>