

Date: 5th October 2023

CLARIFICATIONS ON THE CALL FOR PROPOSAL

Accelerating access to safely managed sanitation to populations in secondary towns and cholera hotspots in Nigeria (30 months /2023 - 2026)

CFP reference number: GSA/SHF/WP08/2023/04 on

1. To ensure we adhere to the eligibility criteria, we kindly request clarification on whether or not 'for-profit' entities can apply in a consortium with a local non-profit organization.

Answer: The Applicant's eligibility criteria are well specified in **Article 1.10 of the Call for Proposal**, which ONLY qualifies the below organisations:

- Non-governmental organisations (NGOs)/non-profit organisations
- Non-UN intergovernmental organisation

2. We would like some clarification on the following deadlines. Could you please clarify if this is an Expression of Interest (EOI) or a Request for Proposal (RFP) at this stage?

Answer: We wish that interested organisations first express their interest in participating in the Call for Proposal by **24 September**. This will allow us to gauge and estimate the expected response rate as we plan for the pre-proposal meeting/Request for clarification on **29 September 2023**. The deadline for Call for Proposal Submission is on the **11th of October 2023**

3. Thank you for sharing the call for proposals for the sanitation program in Nigeria. We reviewed the documents and noted a deadline of September 24 to submit an expression of interest. Can you please provide some guidance on how to submit our expression of interest?

Answer: Expressions of Interest and Proposals should be sent to info@shfund.org as indicated in **Article 1.15** of the call for proposal documents. You can get further guidance under Article 10 in the CFP instructions to applicants.



The Sanitation & Hygiene Fund

4. In developing the proposal, should it be written in a Word document using the template as a guide or written directly on the template form? I am finding it difficult to develop my proposal on the template provided.

Answer: A soft copy of the call for proposal has been uploaded as an annexe. Please check section 3 of the template (*Application Template for Project Funding*).

5. I need more clarification on how to submit the proposal (especially the hard copy). I wish to verify if you have a submission unit here in Nigeria or if it is to be sent via courier.

Answer: Expressions of Interest and Proposals should be sent to info@shfund.org as indicated in Article 1.15 of the call for proposal documents. You can get further guidance under Article 10 in the CFP instructions to applicants.

Questions from the Request for Clarification Meeting Call - Friday, September 29th, 2023

- 1. We are asked to specify baselines and targets - can you provide details on the geographies that the program will be implemented in?**

Answer: The Project will increase access to safely managed sanitation and hygiene facilities in secondary towns and cholera hotspots in Nigeria and promote City-wide Inclusive Sanitation (CWIS) approaches.

- 2. On page 1.4 of the call for proposals, SHF lists the elements of the project. Noticeably absent from that list are many activities later referred to and asked about in the proposal outline, such as developing national monitoring systems, developing financing plans, and developing national policies and strategies. Can you clarify the scope of the expected activities under this award- is it focused specifically on those things listed in 1.4, Scope of the grant/funding section?**

Answer: For the scope of this grant fund, please refer to information provided under section 1.4 - scope of the grant

- 3. Each organisation has their certificate of registration. There's no joint registration document. It's just a teaming agreement that shows that we would be applying together. Is this okay?**

Answer: SHF will select a Primary Recipient (PR) who shall be responsible for the design, administration, timely implementation, value for money and risk management of the Project. The PR must meet the regulations and requirements of local authorities. INGOs registered outside the country of implementation, with a local branch/office, must indicate and demonstrate their formal registration in the country (Nigeria).

Where applicable, the PR may work with subcontractors (Implementing Partners). The PR, however, bears the overall responsibility on delivery by the IP

- 4. Kindly clarify the % of indirect costs under the 7th instruction of the financial proposal.**

Answer: Overheads/indirect costs have a limit of max—10% of all direct costs.

- 5. Do you plan to fund just one organisation with the whole fund? Or will you give out to various organisations?**

Answer: SHF will select a Primary Recipient (PR) who shall be responsible for the design, administration, timely implementation, value for money and risk management of the Project.



The Sanitation & Hygiene Fund

6. Are the eligibility criteria (registration in Nigeria) required for lead applicants and partners as well? -Are for-profit entities eligible for subgranting?

Answer: Please refer to the relevant section in the CfP document: The Primary Recipient (Lead Applicant) must meet the regulations and requirements of local authorities. INGOs registered outside the country of implementation, with a local branch/office, must indicate and demonstrate their formal registration in the country (Nigeria).

7. Can the PR be a consortium? Or can it be one organisation that eventually proposes other Implementing partners?

Answer: Yes, with a lead organisation registered and legally allowed to conduct operations in Nigeria. This grant is seeking to select a Primary Recipient who can then propose Implementing Partners.

8. Each organization have their certificate of registration. There's no joint registration document. Just a teaming agreement that shows that we would be applying together. Is this okay?

Answer: SHF will select a Primary Recipient (PR) who shall be responsible for the design, administration, timely implementation, value for money and risk management of the Project.

9. Are there locations of Interest?

Answer: The Project will increase access to safely managed sanitation and hygiene facilities in secondary towns and cholera hotspots in Nigeria and promote City-wide Inclusive Sanitation (CWIS) approaches.

10. Would there be any possibility for an extension- by, say two weeks? 25th October?

Answer: At the moment, the deadline is set for 11th October 2023. SHF will communicate if there is an extension.

11. Are there limitations to the number of organisations as co-applicants?

Answer: There is no limitation to the number of co-applicants, contracted or sub-granted organisations.

12. Is SHF looking for specific implementation of targeted cholera response activities or activities related to sanitation and hygiene measures that indirectly have an impact on the reduction of cholera are still considered relevant for the call?

Answer: SHF is looking for a Primary Recipient(PR) to accelerate access to safely managed sanitation for the population in secondary towns and cholera hotspots in



The Sanitation & Hygiene Fund

Nigeria through market-based innovation, technologies and business models aimed at shortening the sanitation value chain

- 13. Does SHF expect the implementing partner to identify and successfully obtain additional sources of investment during the life of the project? Regarding section D3, we are being asked to measure investor confidence and increase investment.**

Answer: The Project aim is to provide proof of concept and contribute to SHF overall business model. SHF business model aims to develop investable propositions that are able to attract/leverage new/additional funding. This will require the development of a longer-term business and investment case. The grant should be built into the proposal ways it will contribute to SHF's overall impact.

- 14. With the complex human settlements in Nigeria, what are some important factors or criteria in defining a "secondary town"? Are you considering population size or infrastructural development? or both?**

Answer: This should be largely guided by the applicant's understanding of the context. However, from the SHF standpoint, the project should target the population living in small towns/secondary towns in high-density (likely informal) urban poor settings. They experience recurrent cholera outbreaks (i.e. live in a cholera hotspot) and/ or are vulnerable to the health and economic consequences of poor public health linked to inadequate sanitation and hygiene. These populations will likely be in the lower wealth quintiles/bottom of the pyramid. Within the primary target population, the focus is on women and, specifically, their economic well-being and empowerment.

- 15. Please clarify the expectation on formal commitments from the government for partnership at this stage. On page 4 of RFP – 1.4 The Project will be implemented in Nigeria. The states, secondary towns and specific populations will be negotiated as part of the Call for Proposal process, and in agreement with the Federal Government, whilst ensuring alignment with SHFs broader country engagement. And a follow on to this is Can SHF clarify the extent to which it wants the implementer to work with national actors vs local/municipal-level actors under this award?**

Answer: Please refer to relevant details in CfP document

- 16. There is a statement in page 3 " The project will happen in the context of other SHF supported work in Nigeria." Does UNOPS expect to focus on previous SHF program location only?**

Answer: No