

Questions and Answers

Last update: December 31, 2020

ARE – Request for Application 002

- 1- *Should the two challenges themes mentioned in the RFA 002 application be considered as a priority? And how many grand challenges per year should be included, one or multiple ones?***

Answer: With respect to the first question the two suggested themes are only illustrations. Therefore, the indicators table was included into the RFA document to serve as a guiding document for the applicants as ARE needed to hit these indicators.

You can modify the themes mentioned or propose new ones if they are justified and explain why they are the most appropriate ones, have the biggest impact and relevant in this sector.

ARE will have a co design to decide how the themes will work, to craft a realistic proposal.

The proposal for this year should be very well justified, for the next year as things change, we need to be flexible and accommodate but suggestions are welcomed to where efforts should be focused.

- 2- *When you say that the grant is not in cash, it is in-kind. Does it cover expertise and business support and materials/ items the company can use?***

Answer: ARE will provide in-kind technical support and in-kind material assistance. It can cover both depending on the winning proposal.

- 3- *When you say that the company should have internal R&D capacity, what does this mean?***

Answer: Ensure that the applicants are actively or inactively seeking to develop new products but there is no need to have that capacity inhouse. They can partner with other organizations to ensure they have that mindset and capacity.

- 4- *In the tender document there is a reference to an Annex E, but there is an error and cannot be accessed.***

Answer: Please refer to the new links which are also updated in the RFA#002 document:

- Standard Provisions for U.S. and Non-U.S. Nongovernmental organizations receiving a fixed amount award can be accessed through the following URL:
<https://www.usaid.gov/sites/default/files/documents/303mat.pdf>
- Standard Provisions for Non-U.S., Nongovernmental recipients receiving all other types of grants can be accessed through the following URL:
<https://www.usaid.gov/sites/default/files/documents/303maa.pdf>

- 5- *Any indication on the grant value, maximum or minimum amount an implementing partner will put in for support?***

Answer: It is up to applicant. The applicant can provide the proposed splits, whether one or three prizes.

- 6- *When we work on support of the first tier is the grant you provide the value of the individualized assistance? Meaning should we include in the grant only the cost of management and the rest for business and procurement.***

Answer: Include it in the budget and depending on the intervention if we believe that the best interest is to include under ARE direct support, we will do that.

Note: Carefully consider the technical support that gets the competitors through the RFA approval process **VS** the technical support needed to implement the project if the company wins.

7- When it comes to technical assistance to the innovator of the person we will work with: could it be getting support from foreign service provider? Or not?

Answer: Yes, you can.

8- In the RFA, it is mentioned that the submitted document should be 20 pages, what about the remaining annexes D, E and F are they excluded?

Answer: All annexes are excluded from the 20 pages.

9- Any chance the deadline will be extended as it is tight with the end of year holidays.

Answer: The deadline can be extended to January 12, 2020.

10- Regarding the geographical coverage of this intervention, is it preferable that the applicant covers all of Lebanon? 1) T5 region (North Lebanon without Akkar), 2) North Lebanon: T5 and Akkar (as we have a branch in Akkar as well), 3) We are also capable of applying to all of Lebanon if this intervention requires so.

Please clarify what is more relevant to the program so we can develop our proposal accordingly without being disqualified due to thinner or wider geographical coverage.

Answer: Through RFA 002, ARE is looking for a Lebanese partner (partner organization) to implement “The ARE Agriculture Grand Challenge” all over Lebanon, in coordination with USAID/ARE. The merit review criteria based on which the applications will be assessed is detailed in Section V of the RFA.

11- Our understanding is that, as part of the ARE Activity, applicants can apply under two types of partnership sub-funds: through calls under the champion firm value chain development sub-fund, and through the strategic, innovation, technology, and sector development sub-fund. Under which Fund does this ARE RFA No. 002 fall?

Answer: Regardless of the sub-fund under which RFA 002 (or other RFAs or APSs) falls under, any applicant who meets the eligibility criteria of RFA 002 and/or other RFAs or APSs, can apply, and will be evaluated according to the relative merit review criteria. However, winning applicants cannot re-submit to the same RFA/APS.

12- Do these documents under Annex E: “Standard Provisions for U.S. and Non-U.S. Nongovernmental organizations receiving a fixed amount award” and “Standard Provisions for Non-U.S., Nongovernmental recipients receiving all other types of grants” clarify the difference between a fixed amount award and other types of grants?

Answer: In regards of the provisions, they explain and provide an insight on the specific measures that should be taken under consideration while working on a USAID grant for different organizations and type of grants. These documents include information and requirements that will be applied as regulations later in the agreement if the application is accepted.

13- If we want to develop our own capacities, which application should we submit? APS#001 or RFA#002? And what is the difference between the two publications.

Answer: The most appropriate partnership opportunity for development of business capacity at this stage would be APS #001.

However, the evaluation criteria for APS #001 are very specific and entail the submission of a concept note that presents a specific challenge facing the applicant and their value chain writ large. Concept notes should demonstrate how ARE support will not only benefit the “Champion Firm” but also other stakeholders within the value chain. For more information regarding APS #001 we highly recommend that interested applicants complete the request to join a group or individual coaching session is through filling the questionnaire under this [link](#).

As for RFA# 002 is targeting organizations who may assist ARE to implement the ARE Grand Challenge Intervention, which will be a competition to support innovation in the agri-food industry around theme(s) to be determined at a later date following selection of the implementing partner. Once the implementing partner for the ARE Grand Challenge has been selected, two annual competitions (2021 and 2022) will be held for innovations within the designated theme(s). Firms who then meet the eligibility criteria for the competitions will be encouraged to apply through a separate call for proposals that will be launched at a later date by the selected implementing partner.

14- Is the RFA#002 is more for "Lebanese Partner Org such as Cluster, Incubator, Business Support Contractors? Kindly confirm. If YES, then when the application will be open? And If the APS is the application, is it related to RFA?

Answer: Correct – Refer back to the question above for additional clarification.

No, APS #001 and RFA #002 are separate solicitations that are independent of one another, each with their own goals and objectives as well as eligibility requirements for interested applicants.

15- As part of Annex C Implementation Plan Timeline, it is required to fill out the Grant and Non-Grant Resources for each task. Please elaborate what you mean by this?

Answer: The implementation plan should summarize the expected tasks under the proposed intervention and should detail whether the resources expended towards these tasks will be paid for from the ARE grant (or from Grant-resources) or from the applicant’s or third party funds (or non-grant resources).

Task <i>List each task. Please be as specific as possible. Use additional pages if necessary.</i>	Target Audience <i>Who is the audience targeted for the task?</i>	Grant Resources <i>Required and Detailed Explanation of Use</i>	Non-Grant Resources <i>Required (Grantee or Third Party Contribution) and Detailed Explanation of Use</i>
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