

**THE GLOBAL FUND
REQUEST FOR PROPOSALS (RFP)
MULTICOUNTRY GRANT(S) CATALYTIC FUNDING PRIORITIES
INVITATION NOTICE**

Issue Date	14 January 2021
RFP number	GF-MC-2021-01
RFP Multicountry strategic priority	HIV: Sustainability of services for key populations in Eastern Europe and Central Asia region
RFP Closing Date	30 April 2021
RFP Closing Time	17.00 Geneva time
Access to Funding Department E-mail	accesstofunding@theglobalfund.org
Global Fund Secretariat Focal Point E-mail	vira.zemlyanska@theglobalfund.org

The Global Fund to Fight AIDS, Tuberculosis and Malaria (the “Global Fund”) is seeking proposals from regional stakeholders to implement a multicountry program under Catalytic Investments for the 2020-2022 allocation period.

In this RFP the “Applicant” refers to an entity responding to this RFP, while “Implementer” refers to the implementing entity of the grant proposed by the Applicant. Requirements for Applicants and Implementers are set forth in **Attachment C** of this RFP.

Applicants will be notified of the outcomes of the review by the Global Fund Secretariat and Technical Review Panel (TRP), as specified below. A successful Applicant or Applicants will then, with the proposed implementing entity and support of the Global Fund Secretariat, proceed to grant-making.

This RFP contains the following attachments and annexes:

Attachment A	Statement of Work
Attachment B	Evaluation Criteria
Attachment C	Funding Proposal Requirements and General Information
Attachment D	General Instructions

Submitting a proposal in response to this RFP constitutes an acceptance of the terms indicated herein, including as contained in the Global Fund Grant Regulations (2014), and the Global Fund reserves the right to reject the proposal of any entity or individual, as the case may be, that fails or refuses to comply with, or accept, such terms.

This RFP shall not be construed as a contract or a commitment of any kind. This RFP in no way obligates the Global Fund to award a grant, nor does it commit the Global Fund to pay any costs or expenses incurred in the preparation or submission of proposals.

1. For audit and efficiency purposes, this RFP process is being managed electronically, and Applicants are required to submit their proposals by email to the Global Fund's Access to Funding Department at acesstofunding@theglobalfund.org copying the Global Fund Secretariat Focal Point Vira Zemlyanska at vira.zemlyanska@theglobalfund.org.
2. Proposals must be submitted in the Global Fund provided format and received by the Global Fund by no later than the RFP Closing Date and RFP Closing Time, all as indicated in the RFP Information Table above. All templates will be shared with all interested Applicants upon request sent by email to the Access to Funding Department at acesstofunding@theglobalfund.org copying the Global Fund Secretariat Focal Point.
3. The maximum allowable single email size (including all attachments) is 25Mb. In case the files exceed this limit the Applicant should contact acesstofunding@theglobalfund.org to request access to a secure file sharing platform.
4. Unless otherwise indicated, proposals shall be submitted in the officially provided template in the appropriate MS Office file format, and **should be divided in three separate files** containing
 - a. The funding proposal narrative and the core supporting documents;
 - b. Relevant Regional Coordinating Mechanism (RCM)¹/Regional Organization (RO)² Eligibility documentation; and
 - c. Supporting documents referenced in the funding proposal.

The title of the document of your attachment must be labelled and be in line with the following naming convention:

- Funding Proposal narrative: GF-MC-2021-01-FP-[Your organization name]
- Performance Framework: GF-MC-2021-01-PF-[Your organization name]
- Budget: GF-MC-2021-01-Budget-[Your organization name]
- Implementation Arrangement Map: GF-MC-2021-01-ImpMap-[Your organization name]
- RCM Eligibility documentation: GF-MC-2021-01-RCM-[Your organization name]
- RO Eligibility documentation: GF-MC-2021-01-ROE-[Your organization name]
- Annexes: GF-MC-2021-01-[name of annex]-[Your organization name]

¹ A Regional Coordinating Mechanism is a multi-country regional-level public-private partnership whose role is, among others, to (1) coordinate the development of the funding proposal(s) to the Global Fund for relevant program(s) based on priority needs at the regional level and (2) oversee the implementation of program activities.

² In order for a Regional Organization to be considered an eligible Applicant it must comply with the following requirements:

1. Demonstrate broad regional stakeholder consultation and involvement by:
 - Having broad experience in working in the region on the issues targeted by the multicountry priority;
 - Having experience in working with other regionally/multicountry focused initiatives/programs; and
 - Having broad experience and confirmed track record of working with people living with and/or affected by the diseases targeted by the multicountry priority.
2. Not be a United Nations (UN), multilateral or bilateral agency. However, UN entities may be considered as applicant in exceptional circumstances, to be approved by the Global Fund Secretariat on a case-by-case basis.
3. Demonstrate elements for sustainability for the regional strategic priority.

(Note: shorten the name of the annex as much as possible as if it is too long it might not be possible to open the electronic file)

5. All communications with regard to this RFP shall be in writing, electronically via email to the Access to Funding Department copying the Global Fund Secretariat Focal Point. The final deadline for sending clarification questions regarding the RFP is 15 April 2021 at 17.00 Geneva time.

Any communication between an Applicant and the Global Fund regarding this RFP, which is not through the designated channel, as set forth in Section V of **Attachment C** of this RFP, shall invalidate such Applicant's proposal for this RFP.

ATTACHMENT A STATEMENT OF WORK

The Global Fund

The Global Fund is a financing institution, providing support to countries in the response to the three diseases and does not implement programs on the ground. By challenging barriers and embracing innovative approaches, the Global Fund partnership strives for maximum impact.

The Global Fund is a 21st-century partnership organization designed to accelerate the end of AIDS, tuberculosis and malaria as epidemics. Founded in 2002, the Global Fund is a partnership between governments, civil society, the private sector and people affected by the diseases. The Global Fund partnership mobilizes and invests more than US\$4 billion a year to support programs run by local experts in more than 100 countries.

The Global Fund is calling for proposals from qualified organizations to provide programming for the HIV strategic priority area “Sustainability of services for key populations in Eastern Europe and Central Asia region” under the multicountry catalytic funding modality for the 2020-2022 allocation period.

Multicountry approach³

1. Based on the Global Fund Board’s decision GF/B42/DP03 in November 2019 on the Catalytic Investments available during the 2020-2022 allocation period, US\$ 50,000,000 has been made available for HIV: sustainability of services for key populations under the multicountry approach. The amounts and priority areas for Catalytic Investments, which are recommended by the Global Fund Strategy Committee and approved by the Board, have been determined primarily by technical partners in consultation with the Global Fund Secretariat, and reflect critical needs that will assist in the delivery of the global plans for HIV, TB, and malaria and on the 2017-2022 Global Fund Strategy. Under the recommendation of the Global Fund Board and technical partners, unless an ideal Applicant can be agreed to through comprehensive regional consultations, the relevant funds will be allocated through an open and competitive RFP process.
2. Of the US\$ 50,000,000 made available for this strategic priority area, this RFP refers to the US\$ 13,000,000 made available under the multicountry priority area “Sustainability of services for key populations in Eastern Europe and Central Asia region”. This funding is intended to address the challenges noted below.

2.1. Problem statement

The Eastern Europe and Central Asia (EECA) is one of the three regions globally where the HIV epidemic is increasing. In 2019, the incidence/prevalence ratio was higher than in any

³ Multicountry applications are only eligible for funding if a majority (at least 51 percent) of countries included in the funding proposal are eligible to submit their own Global Fund request for funding for the related-disease component through a single-country application. The eligibility of a country for the purpose of an application for multicountry funding is assessed as per the [2020 Eligibility List](#).

Countries that, as per the Eligibility List 2020, are eligible only for Transition funding are considered as “eligible” for the purpose of a multicountry application.

other part of the world: 10.1. The number of people living with HIV in the region was 1.7 million; the number of new HIV infections was 170,000 and the number of AIDS-related deaths - 35,000. In 2019, according to the data for testing and treatment cascade, 70% of people living with HIV knew their status, 44% of people living with HIV were on treatment, and 41% of people living with HIV were virally suppressed.⁴

The HIV epidemic remains concentrated in key populations in EECA countries. Key populations and their sexual partners are disproportionately impacted, accounting for 99% of new HIV infections in 2019.⁵ Addressing the HIV epidemic would require an interlinked set of measures focused on improving sustainable access of key populations to quality prevention, diagnostics, treatment and care; improving efficiency and quality of HIV service delivery models; and building financial sustainability of provision of services tailored to the needs of key populations.

Domestic funding of HIV programs and health systems, both in nominal terms and as share of total investments, has been increasing. The Global Fund and various other partners are providing further support to specific areas of interventions at regional, sub-regional and country levels. Therefore, the applicant should demonstrate that the proposed activities are synergetic to and build upon the existing and new Global Fund national grants or investments of other partners. As the relevant outcomes and specific activities might be already part of the national programs, the proposed regional investments should provide a clear proposition of the value added of the regional activities – how they will catalyze and strengthen the national response in the specific countries, while being aligned with national priorities set forward in national strategic documents. The choice of countries and the selection of specific activities should consider the aspect of value added as a key point.

Strategic focus:

The multi-country grant should contribute to sustainable and significant reduction of infections, illness and death by HIV/AIDS in EECA, with a clearly described theory of change and proposed specific actions and performance metrics.

In achieving this, the grant will have to respect the following principles through regional approach:

- strengthen the partnership between different sectors, through Country Coordinating Mechanisms (CCM) or other governance structures;
- facilitate engagement, transparency and inclusion of affected communities and organizations of key populations in designing, delivering and monitoring evidence-based HIV services, and reducing stigma and discrimination and other human rights-related barriers to those services, thoroughly exercising the added value of the regional approach;

⁴ UNAIDS special analysis, 2020

⁵ UNAIDS, Global AIDS report 2020

- enhance sustainability, propose interventions with a focus on institutionalization and integration into national health systems, processes and regulations;
- empower national and local governments, communities and other stakeholders to support and enhance the HIV services including through regional cooperation;
- cooperate on regional and country level with all involved parties, which enables most effective implementation of activities and ensures there is no duplication of activities;
- leverage the potential for real-time networking and sharing of results, including through the innovative use of technology, while utilizing existing platforms to the extent feasible;
- use the latest relevant technical, international, normative, and operational guidelines and tools to inform each proposed intervention, and collaborate with technical agencies at regional and country levels;
- establish and support sustainable partnerships with the regional entities, intergovernmental bodies, regional platforms, associations for promoting and distributing the effective innovations, technologies, and know-how in the region; and
- strengthen programmatic continuity – build upon results of existing regional and national programs and amplify lessons learnt.

2.2 Duration of the Grant

The maximum duration of each grant shall be three years from the grant implementation start date. The grant is expected to start in January 2022.

2.3 Key deliverables and timeline

Grant making to be conducted in the second half of 2021. Applicant should propose the evaluation concept and expected milestones.

2.4 Expected outcomes and anticipated results

The multi-country grant includes three areas of focus:

Focus I: Sustainable access of key populations to quality HIV prevention, diagnosis, treatment and care

Relevant activities may include:

- promote the implementation of the latest WHO guidelines on HIV testing and HIV treatment in collaboration with technical agencies;
- expand differentiated HIV testing approaches, tailored to the needs of key populations including community-based testing and self-testing
- support the set up and improvement of quality assured laboratory services for HIV detection and treatment monitoring; Alignment of the national HIV testing protocols with the latest WHO guidance.

- advocacy and technical support in revising, improving, and sustaining improvements of the health products regulatory framework;
- capacity development of state agencies or alternative entities that represent the most effective and sustainable solution to assure access to quality affordable health products and pharmaceuticals responsible for different functions of the health product management cycle; and
- support implementation of measures to improve access and acceptance of HIV diagnosis and treatment services by beneficiaries;

Indicators should focus on shift of policy and standards. For example:

- Full alignment of national HIV guidelines with WHO recommendations;
- Increased availability and coverage of differentiated HIV testing and treatment services tailored to the key population's needs;
- Increase number of countries that procure quality assured, affordable products for HIV prevention, diagnosis and treatment including through domestic funding.

Focus II: Improving efficiency and quality of service delivery models of HIV services

Relevant activities may include:

- support PrEP scale up for all relevant risk groups in the region with specific focus on integration into broader health systems;
- support improvements in linkage to HIV treatment and care services; and improvements in treatment adherence, especially for key and bridging populations;
- comprehensive responses to human rights-related barriers aimed at improving access and quality of HIV services;
- use of information and technology to improve effectiveness and efficiencies in service delivery along HIV care cascade; and
- use of community-led monitoring to improve availability, accessibility, acceptability and quality of services;

Indicators should focus on introducing innovations, technical adaptations, integration and linkages. For example:

- increased number of countries that implement PrEP at substantial scale (beyond demonstration projects).
- increase in proportion of PLWH identified through community-based HIV services and self-testing that were linked to care;
- improvement of HIV cascade for key populations;
- increased number of countries with community-led monitoring.

Focus III: Sustainable financing for HIV prevention and support services for key populations

Relevant activities may include:

- design and work with national stakeholders to endorse costed standardized user-friendly packages of HIV services⁶ to be funded from national, regional and municipal health care and social protection budgets;
- build capacity of national authorities and service providers in planning, implementation, and monitoring of HIV services tailored to the needs of key populations financed from national, regional and municipal funding;

⁶ The term "HIV services" is used as it is defined in "Consolidated guidelines on HIV prevention, diagnosis, treatment and care for key populations" (WHO, 2016 update), and further articulated in the key populations implementation tools.

- support national and regional authorities to design and implement mechanisms to support public financing of NGOs to deliver HIV services including community service organizations contracting or funding mechanisms;
- support to patient groups to undertake advocacy for sustainable HIV services, including advocacy for appropriate changes in medical insurance coverage or other domestically funded packages of medical services.

Indicators should focus on further elaboration of mechanisms of public funding of HIV services and increase of the funding. For example:

- increase number of countries that adopted costed standardized packages of HIV services for key populations;
- increased number of countries that have the legal and financial framework in place to fund (co-fund) the HIV-related health and social care services with domestic funds;
- increase the overall domestic funding amount for providing relevant HIV-related health and social care services to key populations.

The above list should not be treated as an exhaustive list of activities to be financed by the Global Fund. The final list of activities shall be determined with the successful Applicant during the grant negotiation stage and subject to Global Fund Board approval.

All activities will be conducted in line with relevant national/international guidelines and standards.

2.5 Roles, Responsibilities, and Management Structure

To be conducted in line with the Global Fund policies and procedures.

2.6 Implementation arrangements

An Applicant is an entity that meets the requirements set for an RCM or RO and that submits a funding proposal⁷. Each Applicant must ensure an inclusive regional dialogue process is conducted to inform the proposal during the application period, submit such proposal, and, if selected, oversee the performance of the Implementer.

1. The Applicant shall propose modules and interventions with clear indicators and targets, including costing for each of the proposed modules and interventions, and a monitoring and evaluation plan.
2. The Applicant shall present implementation arrangements and explain how the oversight mechanism is envisioned, guaranteeing multicountry coordination.
3. The Applicant shall propose an Implementer that satisfies the requirements of this RFP, in addition to the proposed programming and implementation arrangements outlined in the funding proposal submission.

⁷ UN agencies, multilateral and bilateral organizations generally cannot act as applicants. However, such organizations can be Implementers in exceptional circumstances. Should an applicant wish to propose such an organization as an Implementer, the applicant should provide firm evidence that there are no local entities with the requisite capacity to implement the grant and explain in its proposal why a UN agency, multilateral or bilateral organization is best suited to be the Implementer of this particular multicountry grant. Should an applicant wish to propose a bilateral organization as an Implementer, the applicant should additionally explain in its proposal why no other international organizations can be appointed.

The Applicant will provide strategic oversight to ensure effective and strategic implementation of programs. The Applicant will oversee the performance of the Implementer to ensure that it achieves the agreed targets of the programs being implemented. In case the Applicant is also the Implementer, it should also be responsible for the oversight on the implementation of program activities. This is further described in Eligibility Requirement 3 in the Catalytic Multicountry Funds Guidelines⁸.

The Implementer⁹ will enter into a grant agreement with the Global Fund and manage the grant. Implementation of the activities under the grant will be conducted by the Implementer and selected Sub-recipients in close coordination and consultation with the Global Fund and relevant regional and national authorities. The Implementer for the grant must have the capacity to appropriately implement the grant activities, control expenditure and manage Sub-recipients in compliance with Global Fund policies.

For more information, please refer to “Guidelines on Implementers of the Global Fund Grants.”¹⁰

2.7 Applicable Global Fund Policies

All relevant policies, rules and guidelines of the Global Fund (as enacted or amended from time to time) shall apply to this Applicant selection process, the ensuing grant making process as well as implementation of the contemplated grant.

2.8 Framework Agreement and Grant Regulations

The Applicant will select an appropriate Implementer, which will enter into a grant agreement with the Global Fund. The grant agreement is governed by the standard Framework Agreement terms (where applicable) and the Global Fund Grant Regulations (2014).¹¹

In particular, the successful Applicant along with the proposed Implementer shall confirm acceptance of the standard Framework Agreement terms, the Global Fund Grant Regulations (2014) and policies relating to maintenance of, and access to, books and records, and to full cooperation with the authorized representatives of the Global Fund, including the Office of the Inspector General, in audits, investigations, financial reviews, forensic audits, evaluations or other activities that the Global Fund deems necessary to ensure that Global Fund resources are used in accordance with the terms and conditions of the grant agreement for the purposes approved by the Global Fund. Cooperation includes, in particular, access to all relevant records, documents, personnel, sites, electronic materials and computerized records generated, or in the possession of, the Implementer, or the Implementer’s agents, consultants, representatives or Sub-recipients, that pertain to activities and expenditures supported by Global Fund resources.

⁸ https://www.theglobalfund.org/media/9639/fundingmodel_2020-2022multicountryfunding_guidelines_en.pdf?u=63726164135000000

⁹ As per the Global Fund guidelines, Implementers of the Global Fund grants are the following:

- The Principal Recipient (PR) is an entity nominated by the relevant Regional Coordinating Mechanism or Regional Organization to implement a specific program and has signed a grant agreement with the Global Fund.
- The Sub-recipient (SR) receives grant funds directly or indirectly from the PR and implements certain program activities under the oversight of the PR.

As per the guidelines, suppliers such as bidders, suppliers, agents, intermediaries, consultants and contractors, who are not the PR(s) or SR(s) but provide goods and/or services to a program are not considered Implementers.

¹⁰ https://www.theglobalfund.org/media/5663/core_guidelinesonimplementers_guideline_en.pdf?u=63648680719000000

¹¹ https://www.theglobalfund.org/media/5682/core_grant_regulations_en.pdf

The Applicant and Implementer shall confirm acceptance of the standard Framework Agreement terms and Global Fund Grant Regulations (2014) in full in the technical proposal or, as the case may be, identify any proposed deviations from these terms in writing within the proposal. Acceptance by Applicants of the standard Framework Agreement terms and Global Fund Grant Regulations (2014) will be considered in the assessment of Applicants' proposals.

The Global Fund shall be entitled to accept or refuse in its entire discretion any proposed deviations from its standard Framework Agreement terms and Global Fund Grant Regulations (2014) submitted in writing within the proposal.

Applicants will not be allowed to propose any deviations from the standard Framework Agreement terms and Global Fund Grant Regulations (2014) after submission of their proposal under this RFP.

ATTACHMENT B EVALUATION CRITERIA

The Global Fund Secretariat will conduct a screening to assess the extent to which proposals meet the evaluation criteria below and in accordance with **Attachment C**. All proposals considered of sufficient quality and technical rigor will be submitted to the Global Fund Technical Review Panel (the “TRP”) for independent expert review. The TRP will evaluate the proposals to ensure they are technically sound and strategically focused and select the proposal or elements of the proposals deemed most likely to realize catalytic impact, multicountry collaboration and to demonstrate sufficient value for money in response to the targeted strategic priority. The selected proposal will proceed to grant-making and then be recommended to the Grant Approvals Committee of the Global Fund (the “GAC”) for final review before Board approval and grant signing.

During the Global Fund Secretariat screening procedure, applications are evaluated to ensure they fulfil the requirements outlined in **Attachment C** and adequately address the project described in **Attachment A**.

Only those proposals that fulfil all requirements, as determined by the Global Fund Secretariat, will be considered for technical review by the TRP.

The Global Fund Secretariat evaluation:

Each proposal submitted in response to this RFP will undergo a screening process by the Global Fund Secretariat to evaluate whether it fulfils the criteria outlined in **Attachment C** and complies with relevant Global Fund policies and procedures, including the Regional Coordination Mechanism/Regional Organization eligibility criteria and the Global Fund Grant Regulations (2014). Applicants must demonstrate technical and programmatic capacity, sufficient regional knowledge and experience, and a commitment to open and inclusive drafting and decision-making.

Any proposal meeting the basic criteria outlined in **Attachment C**, demonstrating alignment with the Statement of Work, and in line with the relevant policies and procedures cited in the RFP, will be eligible for technical consideration by the TRP. The Global Fund Secretariat reserves a right to initially evaluate each proposal to determine a short list of candidates for further consideration by the TRP.

In addition, the Global Fund Secretariat may provide the TRP with an initial confidential assessment of the merits of the proposal. This assessment may address:

- How well the proposal, as submitted, meets the requirements for each criterion;
- The strengths, weaknesses and deficiencies that led to the rating;
- The Applicant’s and Implementer’s track record/relevant experience;
- Technical approach to the requisite scope of work and achieving key objectives; and
- Any relevant regional and country-level context, which may have a bearing on the TRP review.

TRP review process and criteria:

All proposals deemed eligible by the Global Fund Secretariat will be evaluated by the TRP against the framework put forth in **Attachment A**, and in line with the following general considerations:

a. Technical approach

- The extent to which the proposal demonstrates a clear understanding of the nature of the work and the environment in which the work must be performed;
- The extent to which the proposed approach and methodology are solid, appropriate, innovative, feasible, implementable and relevant as demonstrated in the proposal;
- The extent to which the proposed programs and interventions are catalytic and would encourage regional and strategic collaboration across borders; and
- The extent to which the proposal demonstrates the advantage of approaching the stated problem through a multicountry proposal and its complementarity to the existing country-level interventions and programs.

b. Expertise and qualifications

- The extent to which the regional and country Implementers have the necessary capacity to implement the proposed interventions; and
- The extent to which the regional and country Implementers have the necessary and relevant experience, e.g., multi-country research programs, and a strong track record of 'evidence into action', etc.

c. Country and regional expertise

- The extent to which the Applicant demonstrates the necessary and relevant understanding of country and regional context, including the impact and importance of the particular Global Fund strategic priority to which the funding proposal is oriented.

In addition to the criteria laid out above, each proposal will be evaluated by the TRP for technical soundness, strategic focus, and catalytic impact, based on the following criteria, as applicable:

1- Maximizing impact against HIV, TB and malaria towards ending the epidemics	
Strategic focus	<ul style="list-style-type: none"> ▪ Is the proposal based on a comprehensive situational analysis, most recent available data, lessons learned and also aligned with the multicountry priority? ▪ Has the Applicant identified the right critical gaps in programming? ▪ Are the goals, objectives, expected outcomes clear, measurable and achievable?
Multicountry focus	<ul style="list-style-type: none"> ▪ Does the funding proposal clearly delineate the advantage of approaching the problem through a multicountry approach? Does the proposal illustrate why a multicountry approach is needed or how it will address unique aspects of the disease(s) of a cross border or regional nature? ▪ Is the explanation around why the proposed activities should be done at the regional level and what advantages that offers clearly stated? ▪ Does the proposal enhance country programs and strengthen health systems? ▪ Does the proposal involve countries and communities in planning and implementation?

Technical soundness	<ul style="list-style-type: none"> Has the Applicant chosen modules and interventions that are aligned with normative guidance/international standards and best practices, which are appropriate to the context?
Prioritization	<ul style="list-style-type: none"> Does the proposal, including the budget distribution appropriately prioritize high burden areas and/or highest risk and vulnerable populations?
Evidence-based programs for key populations	<ul style="list-style-type: none"> Are globally accepted interventions for key populations that fit the epidemiological context being applied?
Scale-up and ambition	<ul style="list-style-type: none"> Is there sufficient scale of proposed interventions to achieve highest impact?
Leveraging partnerships	<ul style="list-style-type: none"> Does the proposal clearly highlight synergies with other investments, including from the government, civil society, private sector and donors?
Monitoring and evaluation plan for impact	<ul style="list-style-type: none"> Does the proposal include a description of why the proposed way of working will be effective, showing how change happens in the short, medium and long term to achieve the intended impact (could be as a “Theory of Change”, or logical framework), and specific, measurable, achievable, realistic and time-bound indicators to track progress towards the intended outcome and impact targets? Are appropriate targets and objective measurement approaches and data sources included? Does the proposal clarify that appropriate investments or provisions are in place for effective measurement of expected outcomes and impact?

2- Promotes and protects human rights and gender equality

Human rights-related barriers	<ul style="list-style-type: none"> Are human rights barriers clearly identified in the proposal? Does the proposal include programs or activities to address and remove human rights barriers?
Gender-related barriers, and gender equality	<ul style="list-style-type: none"> Does the proposal identify gaps for women and girls and propose activities to promote sexual and reproductive health and rights (if applicable)? Does the proposal include age and sex-disaggregated data and are gaps clearly identified? Does proposal include activities to address gaps in sex-disaggregated data with a view to address health inequities?
Engages key and vulnerable populations in decision-making	<ul style="list-style-type: none"> Does the program design and other information demonstrate that key and vulnerable populations (including in priority settings) were engaged in the development of the program and will be engaged in the elaboration of the grant?

Empowers and engages key and vulnerable communities	<ul style="list-style-type: none"> ▪ Does the proposal clarify that appropriate investments or provisions are in place for community empowerment to increase community involvement in program design, service delivery, and/or advocacy and accountability?
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3- Invests in increasing program quality and efficiency of program implementation through shared ownership and mutual accountability

Technical and implementation capacity	<ul style="list-style-type: none"> ▪ Do the proposed implementation mechanisms seem feasible?
Value for money	<ul style="list-style-type: none"> ▪ Is the budget distribution across different modules appropriate for achieving highest impact given the epidemiological and program context? Is the overall technical approach likely to be the most efficient/cost-effective path for achieving results?
Programmatic risk	<ul style="list-style-type: none"> ▪ Are potential <u>programmatic and financial</u> risks identified and are there concrete plans proposed to address them? ▪ Does the proposal sufficiently address issues of political economy (e.g., viability of regional groupings, etc.)?
Strategies to address bottlenecks	<ul style="list-style-type: none"> ▪ Has the proposal identified challenges and barriers to implementation? ▪ Are there clear actions, including innovative approaches as applicable, to address enduring implementation barriers/challenges?

4- Sustainability

Sustainability	<ul style="list-style-type: none"> ▪ Does the proposal take into consideration how outcomes will be sustained after the proposed program ends?
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ATTACHMENT C FUNDING PROPOSAL REQUIREMENTS AND GENERAL INFORMATION

I. Background

The objective of multicountry grants is to target a pre-defined list of key, strategic multicountry priorities deemed critical to meet the aims of the 2017-2022 Global Fund Strategy and not able to be addressed through country allocations alone. Funding proposal for multicountry catalytic funding should focus on regional and cross-border collaboration, as well as complementarity with national disease programs, in order to achieve maximum catalytic impact in the strategic priority area.¹² Proposal will be considered from a single organization or from a consortium,¹³ that provides a proposal that demonstrates sufficient technical capacity and strategic initiative to fulfill the terms outlined in **Attachment A**.

As part of the principle of country ownership, **Attachment A** has been shaped through a documented, inclusive consultation process with partners and key stakeholders in the relevant areas. Applicants are required to continue this inclusive approach to ensure the final grant reflects the interests and needs of different stakeholders and is sufficiently integrated with national and regional programming to achieve truly catalytic impact.

II. Requirements for Applicants

An Applicant must be a Regional Coordinating Mechanism (RCM) or Regional Organization (RO)¹⁴ that demonstrates technical and programmatic capacity in the multicountry strategic priority, sufficient regional knowledge and experience in broad stakeholder engagement, and a commitment to open and inclusive dialogue and decision-making.

ROs can also submit applications as part of a consortium. Based on the nature of the request and the partnership landscape, requests may be developed and owned by multiple partners operating in the region. In such cases, the proposal is required to demonstrate how the collaboration and integration derived by this partnership will increase impact and build local capacity. Consortium applicants may include UN Agencies or other multi/bilateral organizations if well justified. However, a consortium application must be presented by a lead RO that complies with all of the requirements of a RO applicant – the lead RO will also be the entity that enters into legal agreements with the Global Fund. Note, the RO requirements do not apply to each consortium member separately. One possibility for an international

¹² For more information on Global Fund Catalytic Investments, see GF/B41/03 – Revision 1. For more information on multicountry priority areas, see the [Catalytic Multicountry Funds Guidelines](#) for the 2020-2022 funding cycle.

¹³ In the interest of an enhanced regional dialogue and collaborative drafting process, proposals may incorporate multiple partner organizations operating in the region. Such proposals should demonstrate the collaborative and integrated nature of the proposal and the enhanced capacity and impact, which will result from a consortium proposal.

¹⁴ In order for a Regional Organization to be considered an eligible Applicant it must comply with the following requirements:

1. Demonstrate broad regional stakeholder consultation and involvement by:
 - Having broad experience in working in the region on the issues targeted by the multicountry priority;
 - Having experience in working with other regionally/multicountry focused initiatives/programs; and
 - Having broad experience and a confirmed track record of working with people living with and/or affected by the diseases targeted by the multicountry priority.
2. Not be a United Nations (UN), multilateral or bilateral agency. However, UN entities may be considered as applicant in exceptional circumstances, to be approved by the Global Fund Secretariat on a case-by-case basis (see footnote 7 for further details).
3. Demonstrate elements for sustainability for the regional strategic priority.

organization that wants to apply to an RFP but is not compliant with the RO requirements is to apply as part of a consortium where the lead RO fulfills the requirements for ROs.

Applicants must develop and demonstrate an inclusive and evidence-informed regional dialogue. Such dialogue must be based on relevant national disease plans and regional strategies. Regional dialogue should actively engage representatives from all stakeholder groups involved in the response to the diseases, including those involved in building resilient and sustainable systems for health, and must include key and vulnerable populations disproportionately impacted by the diseases.

In order to demonstrate an inclusive proposal development and to be eligible for Global Fund funding, Applicants must comply, as relevant, with the applicable Global Fund CCM/RCM Eligibility Requirements or in the case of RO proposal submissions, implement them to the extent possible as per the CCM Policy.¹⁵ At the time of the submission of the funding proposal, the Global Fund Secretariat evaluates compliance with CCM/RCM Eligibility Requirements 1 and 2 or the equivalent Global Fund principles applicable to RO proposal submissions these being:

Requirement 1:

- i. Coordinate the development of the funding proposal through transparent and documented processes that engage a broad range of stakeholders – including RCM members and non-members – in the solicitation *and* the review of activities to be included in the application.
- ii. Clearly document efforts to engage key affected populations in the development of funding proposal, including most-at-risk populations.

Requirement 2:

- i. Nominate one or more Implementer(s) at the time of submission of the funding proposal.
- ii. Document a transparent process for the nomination of all new Implementer(s) based on clearly defined and objective criteria.
- iii. Document the management of any potential conflicts of interest that may affect the Implementer nomination process.

RCM Applicants may not act as Implementers and shall nominate an Implementer(s) in accordance with procedures and requirements listed below. RO Applicants may nominate as Implementer(s) both themselves and any third party in accordance with procedures and requirements listed below. The Eligibility Requirement 2 is not applicable if the RO applicant is also the nominated Implementer (PR).

Compliance to CCM/RCM Eligibility Requirement 3 to 6 will be monitored on a yearly basis by the Global Fund Secretariat. More information on Eligibility Requirements can be found on the Global Fund website.¹⁶

The Global Fund requires endorsement of the final funding proposal by all RCM members (or their designated alternates) or legal representative of the RO, documented in the designated form. Additionally, a representative of the Implementer must sign off on the bottom of the endorsement sheet confirming that the Implementer endorses the funding request and is ready to begin grant making and implementation in accordance with this RFP.

¹⁵ [ccm_countrycoordinatingmechanism_policy_en.pdf \(theglobalfund.org\)](#)

¹⁶ [Eligibility - Country Coordinating Mechanism - The Global Fund to Fight AIDS, Tuberculosis and Malaria](#)

The Global Fund also requires multicountry applicants to provide evidence of endorsement from the CCMs of all participating countries.

To ensure that the interventions proposed in a multicountry funding proposal do not duplicate, and are consistent with, initiatives under existing national programs, the membership of the CCM of each country included in the multicountry funding proposal (at a meeting or through another documented process) must agree to endorse the funding proposal. It is important to note that the respective CCMs are not approving the budget, or the specific interventions. Rather, the CCMs are endorsing the overall approach as the funding proposal relates to their country.

A CCM can endorse all the funding proposals that it deems consistent with, and not duplicative of, initiatives under existing national programs. CCMs are not required to select only one funding proposal and can endorse any and all proposals that are considered relevant.

If a CCM endorsement is submitted in a language that is not one of the official Global Fund languages (English, French and Spanish), a translation in English should be provided.

For those countries with no CCM, endorsement is required from the legal representative of the Ministry of Health or other, relevant national coordinating body.

An Applicant should ensure that the Implementer(s) comply with the Global Fund Grant Regulations (2014).¹⁷

III. Requirements for Implementers

The Implementer will be the entity implementing the grant proposed by the Applicant. At a minimum, a successful Implementer shall be a legally registered entity and needs to demonstrate the following:

- 1 The Implementer demonstrates technical expertise in the multicountry strategic priority at multicountry and country levels.
- 2 The Implementer demonstrates effective management structures and planning at multicountry and country levels.
- 3 The Implementer has the capacity and systems for effective programmatic management and oversight of Sub-recipients (and relevant Sub-sub-recipients) at multicountry and country levels.
- 4 The internal control system of the Implementer is effective to prevent and detect misuse or fraud.
- 5 The financial management system of the Implementer is effective and accurate.
- 6 Data-collection capacity and tools are in place to monitor programmatic and financial performance.
- 7 A functional routine reporting system with reasonable coverage is in place to report multicountry financial and programmatic performance timely and accurately.

¹⁷ [core_grant_regulations_en.pdf \(theglobalfund.org\)](#)

IV. Proposal Requirements

The proposal should be concisely presented and structured and should explain in detail the proposed Implementer's strategic approach, technical capacity and resources to provide the proposed services. Applicants are encouraged to include a prioritized and costed proposal for funds above the allocation amount (the "Prioritized above Allocation Request", or "PAAR"¹⁸) in case any funds become available during grant making and/or the 2020-2022 allocation period. Applicants are expected to use the official Funding Proposal Template for Multicountry RFPs and include all required documentation.¹⁹ Proposals deemed incomplete or not responsive to these criteria might not be considered in the review process. All proposals should be submitted as MS-Word documents or in the correct template, though annexes may be submitted as PDF. The Global Fund accepts application documents in English, French, and Spanish, though the working language of the Global Fund Secretariat and the TRP is English.²⁰

Appropriate application materials, instructions, and supporting documentation are only available through the Global Fund Secretariat Focal Point. After completion, the funding proposal (including the narrative and mandatory attachments) should be submitted via email to the Global Fund Secretariat Focal Point and with copy to the Access to Funding Department (accesstofunding@theglobalfund.org).

a. Technical Proposal

Each funding proposal should be supported by regional and in-country data and technical guidance. It should be guided by regional disease strategies and national disease strategic plans, as appropriate, and draw on an inclusive multi-stakeholder regional dialogue process. The proposal must emphasize the strategic priority area within the specific regional and cross-national context and describe how implementation of the resulting grant can maximize the impact of the investment by catalyzing national and regional programming to increase the impact and effectiveness of both national and international investments in line with Global Fund Strategic Objectives.²¹

In addition to the funding proposal document, the following attachments and documentation are required:

- Performance Framework (following the Global Fund Modular Framework) in the template provided by the Global Fund Secretariat
- Budget (in alignment with the Performance Framework and the Global Fund Modular Framework) in the template provided by the Global Fund Secretariat

¹⁸ Applicants are encouraged to prepare a prioritized above allocation request that can be assessed for unfunded quality demand. This ensures multicountry programs have 'pre-recommended' interventions to integrate into grants if savings or efficiencies are found during grant-making, or to include via reprogramming during implementation if additional funding becomes available. Private sector or approved public mechanisms can also be a source of funding for the unfunded quality demand. The prioritized above allocation request is submitted with the funding proposal and can be updated during grant-making or implementation. Multicountry applicants under the pre-shaping and RFP modalities are encouraged to present a realistic prioritized above allocation request that takes into consideration limitations of funding available for multicountry priorities.

¹⁹ Please refer to the Funding Proposal Instructions. All templates will be shared with all interested Applicants upon request sent by email to the Access to Funding Department at accesstofunding@theglobalfund.org copying the Global Fund Secretariat Focal Point.

²⁰ Please refer to the Funding Proposal Instructions for Multicountry Approaches for more information on language requirements and translations.

²¹ [Strategy - The Global Fund to Fight AIDS, Tuberculosis and Malaria](#)

- Prioritized above Allocation Request”, (or “PAAR”) in the template provided by the Global Fund Secretariat
- Health Product Management Tool (HPMT) (if applicable)
- Implementation Arrangement Map
- Endorsement of the funding proposal from the RCM or RO²²
- Endorsement letters from CCM of each country that forms a part of the regional application (or equivalent)
- List of abbreviations and annexes
- Documents describing the Applicant status such as the organization’s status, by-laws etc.
- Documents describing the Implementers status such as the organization’s status, by-laws etc. (Not applicable if the Regional Organization Applicant also acts as an Implementer)
- National and regional strategic plans (Health Sector and Disease specific)
- All supporting documentation referenced in the funding request as labelled annexes

For detailed instructions on the information and documentation required, refer to the Funding Proposal Instructions for Multicountry Approaches, which are available on request from the Global Fund Secretariat Focal Point or the Access to Funding Department.

b. Global Fund Modular Framework and Budgeting Guidelines

All proposals submitted in response to this RFP are expected to use the Global Fund Modular Framework to describe the intended programming and budget. The Global Fund Modular Framework is a list of standard modules, related interventions, and associated impact, outcome, and coverage indicators through which Applicants describe their intended grant programming. The Global Fund uses the modular approach to organize the programmatic and financial information about each grant throughout its lifecycle, from the funding proposal through grant-making and implementation.

Further information on the Global Fund Modular Framework may be found in the Modular Framework Handbook.²³ More details on completing the Performance Framework and Budget may be found in the Instructions completing a Multicountry Funding Proposal.

All proposals should additionally follow the Global Fund Guidelines for Grant Budgeting²⁴ (2019, as amended from time to time), which sets forth the financial requirements for all stakeholders involved in the development, review, and implementation of the Global Fund program budgets.

V. Proposal submission and communications

The amount of available funding and the relevant program details relevant to this RFP has been outlined in **Attachment A**.

²² For consortium, a representative of each of the organizations forming part of the consortium should sign the “Endorsement Sheet” template provided by the Global Fund.

²³ [fundingmodel_modularframework_handbook_en.pdf \(theglobalfund.org\)](#)

²⁴ [core_budgetingglobalfundgrants_guideline_en.pdf \(theglobalfund.org\)](#)

Applicants will receive the appropriate application materials, including instructions on how to prepare required attachments and templates from the information management system, from the Global Fund Secretariat Focal Point or the Access to Funding Department. After completing the funding proposal (including the narrative and mandatory attachments), the Applicant must submit all documentation via email to the Access to Funding Department (accesstofunding@theglobalfund.org) and copy the Global Fund Secretariat Focal Point. The full proposal must be submitted no later than the date and time designated in the summary table and following the submission guidelines noted in the invitation notice (page 1).

**ATTACHMENT D
GENERAL INSTRUCTIONS**

By submitting a response for this RFP, the Applicant agrees to the following:

1. The Global Fund shall not be considered as making any offer of a contract, nor a grant, by posting this RFP or evaluating any response submitted in response to it, and there shall be no legal agreement or relationship, whether in contract (express, implied, or collateral) or tort, created by this RFP process between the Global Fund and any Applicant. For the avoidance of doubt, any grant agreement remains subject to Global Fund Board approval.
2. The Global Fund expressly reserves the right to change the closing date and timing of, amend, withdraw, or cancel this RFP process and/or its grant strategy, and to reject any or all responses at any time and for any reason, without liability or penalty to any party. Applicants will be informed of all amendments or other modifications to this RFP.
3. The Global Fund may (a) reject any or all proposals, (b) accept for award a proposal other than the lowest cost proposal, (c) accept more than one proposal, (d) accept alternate proposals, (e) accept part of a proposal, and (f) waive informalities and minor irregularities in proposals received.
4. The Global Fund will be under no obligation to reveal, or discuss with any Applicant, how a proposal was assessed, or to provide any other information relative to the selection process. Applicants whose proposals are not selected will be notified in writing of this fact and shall have no claim whatsoever for any kind of compensation.
5. All Applicants shall be responsible for and bear their own costs, expenses, and liabilities arising in connection with the preparation and submission of a response to this RFP, as updated, amended, or modified from time to time, and their involvement in the RFP process. In no circumstances whatsoever will the Global Fund be liable for any such costs incurred by any Applicant, whether direct or indirect, irrespective of the outcome of the selection process, nor if the selection process is cancelled, altered, or postponed for any reason.
6. Any dispute, controversy, claim, or issue arising out of this RFP, shall be finally settled by arbitration conducted in accordance with the United Nations Commission on International Trade Law (UNCITRAL). The number of arbitrators shall be three, the place of arbitration shall be Geneva, Switzerland, and the language used at the arbitration shall be English.
7. The Global Fund's Code of Conduct for Recipients and the investigative, decision-making, and sanctions policies and processes of the Global Fund, including those of its Office of the Inspector General shall apply to this RFP. These documents are available at:
<https://www.theglobalfund.org/en/policies-guidelines-templates/governance-policies/>
8. The Global Fund has full discretion to investigate any potential fraud or abuse, whether occurring in the past, present, or future, associated with procurement with Global Fund resources, and the Global Fund at its full discretion may publish the findings of such investigations; through participation in this process, the Applicant acknowledges these processes and will not challenge in any setting the investigation by the Global Fund of potential fraud or abuse associated with procurement with Global Fund resources, the dissemination of investigation findings, and the responses undertaken by the Global

Fund to findings of fraud or abuse, in all cases whether occurring in the past, present, or future.

9. Nothing contained in this RFP may be construed as a waiver, express or implied, of the privileges and immunities accorded to the Global Fund.
10. Nothing in this RFP shall be taken to mean or read as compelling or requiring the Global Fund to respond to any questions or to provide any clarification to a query of an Applicant. The Global Fund reserves the right not to respond to questions raised by an Applicant that it perceives as irrelevant, or not to provide clarifications if in its sole and absolute discretion it considers that no reply is necessary.
11. The Global Fund reserves the right to seek any additional information or document from the Applicant in the manner it deems fit at its sole and absolute discretion.