

SOL-OAA-14-000019

Date Issued: November 18, 2013
BAA Clarification Questions Due Date and Time: November 29 2013 5:00 PM EST
Closing Date: January 17, 2014
Closing Time: 5:00PM EST

Subject: Broad Agency Announcement (BAA) for Securing Water for Food: A Grand Challenge for Development Competition
Ref: Solicitation Number: **SOL-OAA-14-000019**

Dear Prospective Applicants:

The United States Agency for International Development (USAID), and the Government of Sweden invite eligible organizations to respond to **Securing Water for Food: A Grand Challenge for Development Competition**.

This Broad Agency Announcement (BAA) is for a funding competition component of this Grand Challenge for Development, designed to address barriers to enable the production of more food with less water and/or make more water available for food production, processing, and distribution. The BAA describes the purpose of the program and the types of activities that it will fund; indicates the process for preparing and submitting proposals; and outlines criteria that will be used to evaluate the proposals. Through this competition, *Securing Water for Food* anticipates disbursing \$15 million USD in award funding. Individual awards are expected to be between \$100,000 USD and \$3,000,000 USD depending on the type of funding requested. The period of performance for individual awards is up to three years; the actual period of performance for each award will be determined at the time of award.

Awards made through this BAA may be in the form of grants, cooperative agreements, contracts, and collaboration agreements, depending on the nature of the submitting organization and the proposal. This BAA and any future amendments can be downloaded from <http://www.grants.gov> and <http://www.fbo.gov>. Prospective Applicants that are unable to retrieve the BAA from the Internet can request an electronic copy by e-mail at SecuringWaterforFood@gmail.com.

DUE DATE: Concept Notes shall be received no sooner than November 27, 2013 and no later than January 17, 2014 at 5:00 PM EST via the Online Application Platform accessed at: <http://securingwaterforfood.org/apply>. Applicants should retain a copy of their proposals and accompanying uploaded documents for their records.

QUESTIONS: Prospective Applicants who have questions concerning the contents of this BAA shall submit them in writing no later than November 29, 2013 at 5:00 PM EST to the e-mail address: SecuringWaterforFood@gmail.com.

Issuance of this BAA does not constitute an award commitment on the part of USAID, nor does it commit USAID or any of its funding Partners to pay for costs incurred in the preparation and submission of proposals. Further, USAID reserves the right to reject any or all proposals received.

Sincerely,

/s/

Stephanie Fugate
Contracting and Agreement Officer

Table of Contents

Section 1. Funding Description	9
A. Broad Agency Announcement	9
B. Program Description	9
Overview: Grand Challenges for Development	9
1. Introduction and Background	9
2. Goal and Focus Areas	10
2.A: Areas in Which Innovation is Needed	11
2.B: Cross-cutting Critical Barriers	12
3. First Call for Innovation	12
3.A: Initial Innovation Selection Process	13
3.B: Continued Due Diligence	14
3.C: Innovator Funding	14
3.D: Acceleration Support	16
3.E: Technical and Financial Milestones	17
4. Eligibility Requirements	17
5. What Will Not Be Funded	17
6. Evaluation Criteria	18
6.A: Concept Note Stage	18
6.B: Full Proposal Stage	19
6.C: Face-to-Face Interview Stage	19
SECTION II – ELIGIBILITY INFORMATION	20
A. Eligibility Requirements	20
SECTION III – PROPOSAL AND SUBMISSION INFORMATION	21
A. Points of Contact	21
B. Indication of Non-Disclosure	21
C. Online Application Platform	22
D. Content and Form of Proposal Submission	22
SECTION IV – AWARD INFORMATION	24
A. Authorizing Legislation	24
B. Authorized Geographic Code	24
C. Award and Administration Information	24
D. Funding Information	25
E. Period of Performance	25
F. Award Budgets	25
SECTION V. – AWARD AND ADMINISTRATION INFORMATION	26
A. Additional Requirements	26
B. Reporting Requirements	29
Section VI. Appendices	30
Appendix 1- Eligible Countries of Implementation	30
Appendix 2- Draft Full Application Criteria	31

SOL-OAA-14-000019

Appendix 3- Stage 2 Budget Information Requirements 34

SOL-OAA-14-000019

Abbreviations and Acronyms

ADA	Americans with Disabilities Act
ADS	Automated Directives System
AIDAR	Agency for International Development Acquisition Regulations
AO	Agreement Officer
AOR	Agreement Officer Representative
APS	Annual Program Statement
BAA	Broad Agency Announcement
CCR	Central Contractor Registration
CFP	Call for Proposal
CFR	Code of Federal Regulation
CO	Contracting Officer
COR	Contracting Officer's Representative
DUNS	Data Universal Numbering System
DQA	Data Quality Assessment
EMMP	Environmental Mitigation and Monitoring Plan
EST	Eastern Standard Time
EPA	Environmental Protection Agency
FAR	Federal Acquisition Regulation
FSN	Foreign Service National
GCD	Grand Challenge for Development
IEE	Initial Environmental Examination
IFR	Invitation for Bids
IR	Intermediate Result
LOC	Letter of Credit
M&E	Monitoring and Evaluation
MB	Megabyte
M/OAA	USAID/Washington's Office of Acquisition and Assistance
NICRA	Negotiated Indirect Cost Agreement
OFAC	Office of Foreign Assets Control
OMB	Office of Management and Budget
NGO	Nongovernmental Organization
PCA	Partner Contracted Audit
PD	Program Description
PDF	Portable Document Format
PMP	Performance Management Plan
R&D	Research and Development
RF	Results Framework
RFA	Request for Application
RFQ	Request for Quotes
SF	Standard Form
SWFF	Securing Water for Food: A Grand Challenge for Development
USAID	U.S. Agency for International Development
USC	United States Code
USD	United States Dollar
USG	United States Government

SOL-OAA-14-000019

Commonly Used Terms and Definitions

Within the context of this BAA, potential Applicants should be aware that these definitions apply to the following commonly-used terms:

Acquisition Award	The acquiring by contract with appropriated funds of supplies or services (including construction) by and for the use of the US Federal Government through purchase or lease, whether the supplies or services are already in existence or must be created, developed, demonstrated, and evaluated. Acquisition begins at the point when the USG agency needs are established and includes the description of requirements to satisfy the agency needs, solicitation and selection of sources, award of contracts, contract financing, contract performance, contract administration, and those technical and management functions directly related to the process of fulfilling the agency needs by contract. Source: FAR ¹ 2.101
Agreement Officer (AO)	The USAID representative with the authority to enter into, administer, terminate and closeout Assistance Awards, and make related determinations and findings on behalf of USAID. An Agreement Officer can only act within the scope of a duly authorized warrant or other valid delegation of authority. The term "Agreement Officer" includes persons warranted as "Grant Officers." It also includes certain authorized representatives of the Agreement Officer acting within the limits of their authority as delegated by the Agreement Officer. Source: ADS ²
Agreement Officer's Representative (AOR)	The USAID representative who performs functions that are designated by the Agreement Officer, or is specifically designated by policy or regulation as part of the administration of an Assistance Award (grant or cooperative agreement). Source: ADS

SOL-OAA-14-000019

Apparently Successful Applicant(s)	The Applicant(s) for USAID funding recommended for an award after technical evaluation, but who has not yet been awarded a grant, cooperative agreement, contract or other Assistance/Acquisition Award by the Agreement/Contract Officer. Apparently successful applicant status confers no right and constitutes no USAID commitment to an award, which still must be obligated by the Agreement Officer. Source: ADS
Assistance Award	Financial support to accomplish a public purpose, including grants, cooperative/collaboration agreements, and other agreements in the form of money, or property in lieu of money, by USAID to an eligible recipient. The term does not include technical assistance, the provision of services instead of money; other assistance in the form of loans, loan guarantees, interest subsidies, or insurance; direct payments of any kind to individuals; or contracts which are required to be entered into and administered under procurement laws and regulations. Source: ADS
Award	A form of implementing mechanism through which USAID transfers funds to an implementing partner, generally selected through a competitive process resulting in a contract, grant, or collaboration/cooperative agreement. Source: ADS
Broad Agency Announcement (BAA)	A general announcement of an USG Agency's research interest including criteria for selecting proposals and soliciting the participation of all offerors capable of satisfying the Government's needs. Source: FAR 2.101
Business Model	The manner by which an enterprise creates delivers and captures value profitably.
Collaboration Agreement	An agreement between two or more parties involving joint definition of a development problem and shared contributions to its solution and is characterized by a shared understanding of the development problem or issue; a shared belief that collaboration will be more effective than any approach taken by a single actor; a shared commitment of resources; significant use of limited resources; and perhaps, most important, a willingness to share risks. Source: ADS
Commercial Scale	A technology and associated business model which is sufficiently profitable to finance growth in new and larger markets.
Contract	A mutually binding legal relationship obligating the seller to furnish the supplies or services (including construction) and the buyer to pay for them. It includes all types of commitments that obligate the USG to an expenditure of appropriated funds and that, except as otherwise authorized, are in writing. In addition to bilateral instruments, contracts include (but are not limited to) awards and notices of awards; job orders or task letters issued under basic ordering agreements; letter contracts; orders, such as purchase orders, under which the contract becomes effective by written acceptance or performance; and bilateral contract modifications. Contracts do not include grants and

SOL-OAA-14-000019

	cooperative agreements covered by 31 U.S.C. 6301, et seq. Source: ADS
Contractor	A non-government organization or individual acting as an agent of USAID and carrying out a scope of work specified by USAID, or a for-profit or non-profit organization that has a contract with USAID. The seller of the goods and/or services. It includes both organizations and individuals. Source: ADS
Contracting Officer(CO)	A person with the authority to enter into, administer, and/or terminate contracts and make related determinations and findings. The term includes certain authorized representatives of the Contracting Officer acting within the limits of their authority as delegated by the Contracting Officer. A single Contracting Officer may be responsible for duties in any or all of these areas. Source FAR 2.101
Contracting Officer's Representative (COR)	The USAID representative who performs functions which are designated by the Contracting Officer, or are specifically designated by policy or regulation as part of contract administration. Source: ADS
Cooperative Agreement	A legal instrument used where the principal purpose is the transfer of money, property, services or anything of value to the recipient in order to accomplish a public purpose of support or stimulation authorized by Federal statute and where substantial involvement by USAID is anticipated. Source: ADS
FedBizOpps	The USG Federal website that posts all Federal procurement opportunities with a value over \$25,000. (www.fbo.gov)
Food Security	When all people at all times have both physical and economic access to sufficient food to meet their dietary needs for a productive and healthy life.
Food Value Chain	The full range of participants and activities that move agricultural goods from a farmer's field to the end consumer. Activities within the food value chain include: input production or supply (i.e. seed, fertilizer, feed, etc.), irrigation, production (i.e. planting crops, raising livestock), storage, transport, processing (i.e. sorting, drying, grinding, packaging), wholesaling, marketing, retailing, and waste management
Grant	A legal instrument used where the principal purpose is the transfer of money, property, services or anything of value to the recipient in order to accomplish a public purpose of support or stimulation authorized by USG Federal statute and where substantial involvement by USAID is not anticipated. Source: ADS
Grants.gov	USG-wide website for grants interactions. The Grants.gov portal provides grantees the ability to electronically find and apply for grants. (www.grants.gov)
Intervention	Awardees' planned activities intended to increase the amount of water available for the food value chain, or produce more food using less water in developing countries.

SOL-OAA-14-000019

Market Driven	Market driven means investment, production and distribution are determined by supply and demand and reflected in freely set prices.
Offer	“Offer” means a response to a solicitation that, if accepted, would bind the offer or to perform the resultant contract. Responses to invitations for bids (sealed bidding) are offers called “bids” or “sealed bids”; responses to requests for proposals (negotiation) are offers called “proposals”; however, responses to requests for quotations (simplified acquisition) are “quotations,” not offers. Source: FAR 2.101
Online Application Platform	The online application platform defines the website that all Applicants will use to submit an application to the <i>Securing Water for Food</i> solicitation (www.securingswaterforfood.org/apply)
Peer or Scientific Review	Peer review is a process of evaluation involving qualified individuals from the relevant field.
Solicitation	Term used by the USG to refer to the assorted means by which offers or proposals are sought for government requirements and programs. Requests for Proposals (RFPs), Invitations for Bids (IFBs), Tenders, Requests for Applications (RFAs), Annual Program Statements (APSs), and Requests for Quotes (RFQs) are all examples of types of government solicitations. Source: ADS
Target Area of Operation	The target area of operation defines the primary geographic location and/or market for project implementation and impact.

SOL-OAA-14-000019

Section 1. Funding Description

A. Broad Agency Announcement

A Broad Agency Announcement (BAA) is a solicitation method for Research and Development (R&D) efforts based on a synopsis published on FedBizOpps.gov and/or Grants.gov that provide for full and open competition in accordance with the Federal Acquisition Regulation (FAR 6.102(d)(2)). The BAA is a solicitation method used when (i) the United States Government (USG) desires new and creative solutions to problem statements; (ii) when using a conventional statement of work could result in unintentionally stifling ideas and concepts given many possible approaches (iii) when fulfilling requirements for scientific study and experimentation directed toward advancing the state-of-the-art or increasing knowledge or understanding rather than focusing on a specific system or hardware solution; (iv) when the USG must be able to state its objectives in terms of areas of need or interest rather than specific solutions or outcomes; (v) when meaningful proposals with varying technical/scientific approaches are reasonably anticipated; and (vi) when evaluation will be based on a peer or scientific review. Awards made through this BAA may be in the form of grants, cooperative agreements, contracts, and collaboration agreements - depending on the nature of the submitting organization and the proposal.

B. Program Description

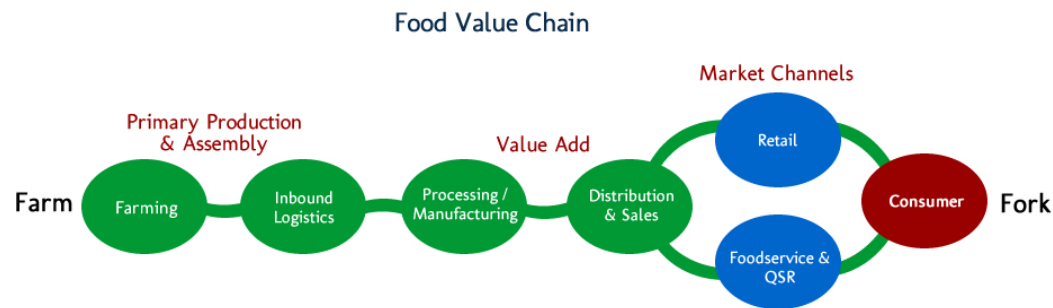
Overview: Grand Challenges for Development

Through Grand Challenges for Development (GCD), the United States Agency for International Development (USAID) and its partners are sourcing, selecting, and accelerating science, technology, and business model innovations that have the potential to achieve large-scale development impact. *Securing Water for Food: A Grand Challenge for Development* is the fifth GCD. The objective is to enable the production of more food with less water and/or make more water available for food production, processing, and distribution in developing and emerging countries. It is jointly funded by USAID and the Government of Sweden (collectively, the “Founding Partners”). This is the first Call for Proposals (CFP) under *Securing Water for Food*.

1. Introduction and Background

Approximately 2.8 billion people – 40% of the world’s population – live in river basins impacted by water scarcity. Of those impacted, 1.2 billion people live in areas of physical water scarcity, where demand is greater than the available supply. Another 1.6 billion people face economic water scarcity, where institutional, financial and human factors limit access to water despite an available natural supply. Both physical (quantity and quality) and economic water scarcity can lead to negative outcomes related to health, poverty, agricultural productivity, environmental degradation, and growth of the commercial and industrial sectors. Between 2000 and 2050, water demand is projected to increase by 55% globally, meaning that the number of people impacted by water scarcity will continue to rise. Furthermore, 70% of all global water use occurs in the food value chain (see diagram below).

Securing Water for Food focuses on the water/food nexus. Through this program, we are seeking innovations that will improve water availability and efficiency along the food value chain, thus boosting food security, alleviating poverty, and stimulating inclusive growth. Innovators can come from anywhere in the world, but implementation must take place in a developing or emerging country (see Appendix 1). Through *Securing Water for Food*, we hope to increase both the demand for and availability of innovative water technologies and approaches; increase adoption of those innovations at multiple levels (from small scale farms to large corporations); and improve the sustainability of innovations through robust partnerships and business-to-business relationships.



Around the world, there are public and private sector water initiatives that increase technical knowledge and capacity to improve water management (agricultural and non-agricultural); help overcome key economic, financial, and institutional challenges to water availability and use; and provide clean water and improved sanitation facilities and hygiene practices to millions of people. *Securing Water for Food* is meant to be additive to these ongoing efforts. By investing in water technologies and business models, we can stimulate new innovation, reach untapped markets, and get water technologies into the hands of people that need them most – thus offering a unique value proposition. *Securing Water for Food* is therefore focused on areas in which science and technology can play a key role, described in the “Goal and Focus Areas,” section below. To ensure that *Securing Water for Food* is complementary to other water programs, we will (among other things) ask applicants to describe local market conditions, including the regulatory and legal frameworks in which their innovation will operate and articulate market demand and end user needs. We will also facilitate linkages with existing programs, external resources, and local partners.

2. Goal and Focus Areas

Our goal is to source and accelerate innovations in the following areas that will **enable the production of more food with less water and/or make more water available for food production, processing, and distribution.**

- **Water Efficiency and Reuse** – especially targeted at the food value chain. This will become a greater necessity as water availability is threatened by competition between industrial, agricultural, and energy uses. Improving water efficiency and reuse has tremendous potential water-saving benefits that may have multiplier effects at various levels of a country’s economy.
- **Water Capture and Storage.** These systems are in high demand in many regions where rain occurs at limited times. With projected increases in rainfall variability due to climate change and increased demands for food production, capture and storage systems at various scales are needed to secure water supplies throughout the year and build resiliency to drought and floods.
- **Salinity and Salt Water Intrusion.** In coastal areas, overpumping and rising sea levels are leading to saltwater intrusion, forcing farmers to use marginal quality water for irrigation. With more than 30% of the world’s population living in coastal areas and drawing food supply from fertile deltas, urgent solutions are required to reduce the impacts of salinity on the quality of aquifers and food production.

SOL-OAA-14-000019

2.A: Areas in Which Innovation is Needed

In each of the Focus Areas, the Founding Partners have identified priority areas in which innovation is urgently needed. Innovations supported by *Securing Water for Food* **COULD INCLUDE BUT ARE NOT LIMITED TO**: improved technologies for irrigation, real-time water quantity and quality monitoring, post-harvest water demand reduction, salinity reduction, agricultural innovations that have a clear and direct impact on water usage, and other water re-use/efficiency/storage activities within the food value chain. We will also support business and financial innovations that enable the increased dissemination and adoption of relevant science and technology solutions; for example, new distribution models or payment schemes. Please note that this list is **NOT** all-inclusive. **Innovations in areas that we do not describe here but that address one of the focus areas above are welcome.**

Water-Re-Use and Efficiency

Water shortages are a challenge in many parts of the world. Efficient water use, higher water productivity, and reductions in evapotranspiration are needed. In addition, the use of non-conventional water sources – in particular the reuse of wastewater – can contribute to increased water supply. Areas that still require advancement in developing and emerging countries include, but are not limited to, technologies and business models that:

- a) Adapt micro-irrigation systems for widespread use.
- b) Improve soil to allow better soil moisture retention and reduce evapotranspiration.
- c) Prevent loss of excess water and provide for extra water supply during the growing season.
- d) Safely re-use wastewater in agricultural practices.
- e) Create new measuring systems and (new) sensors to measure contaminants in surface and groundwater used for agriculture.

Water Capture and Storage

Innovative water capture and storage technologies and approaches (WCS) enable people and organizations to improve and manage their own water supply, thereby reducing reliance on public supply systems which may be difficult to access and/or are unreliable. Priority areas in which innovative WCS is needed include, but are not limited to, technologies and business models that:

- a) Reduce the risks of adverse downstream hydrological effects resulting from increased water storage. Data availability must be improved to assess the impact of these effects, and more data is required regarding the locations of sustainable water sources.
- b) Prevent wide-scale microbiological and chemical contamination in stored waters that may be used for agriculture.
- c) Prevent new (and manage ongoing) sedimentation loads in stored water systems, often caused by storm water runoff.
- d) Increase total water storage capacity to consistently meet the combined demands of agriculture and livestock.
- e) Reduce overall water demand to ensure continuous water supply even in periods of drought.
- f) Simplify maintenance and reduce intensive manual labor requirements of water storage systems.

Salinity and Saltwater Intrusion

An estimated 1 billion hectares of land is currently affected by salinity. Saltwater intrusion in coastal aquifers, or deltas and estuaries is becoming a major threat to food production in developing and emerging countries. With increased demand for food and agricultural production there is a large challenge to (1) make better use of lands and waters that have natural salinity and (2) reverse the trend of increasing salinization. Priority areas in which innovative solutions are needed include, but are not limited to, technologies and business models that:

SOL-OAA-14-000019

- a) Sustainably improve groundwater recharge rates to reduce infiltration of brackish water into freshwater systems.
- b) Economically reduce the energy consumption needed to demineralize saline water for future use.
- c) Advance the dissemination of: saline-tolerant varieties of common crops; small-scale buffer management techniques in areas with saline groundwater; and the processing of saline water.
- d) Manage sand mining and brackish water ponds (from aquaculture cultivation) to prevent the salinity barrier from moving further inland.

2.B: Cross-cutting Critical Barriers

While a broad range of complex factors contribute to water scarcity in the food value chain, *Securing Water for Food* looks to overcome the barriers that inhibit the creation, dissemination, and adoption of science and technology innovations in the focus areas listed above. These include, but are NOT limited to:

- The lack of cost-appropriate technologies for use in low-resource settings;
- Insufficient user-centered design in technology development;
- Poorly developed supply chains;
- Lack of distribution networks;
- High up-front investment costs;
- Lack of confidence that developing and emerging countries have the market mechanisms necessary for growth;
- Absence of proper financing tools;
- Limited access to information that would enable entrepreneurs to make informed investment, management, and marketing decisions; and
- Insufficient information and training to farmers and other end users regarding how to use available technologies/innovations.

Applicants will be expected to describe which barriers their innovation will address in their application.

3. First Call for Innovation

This is our first “call” under the *Securing Water for Food* program and we are seeking Concept Notes from eligible applicants. Through this call, we are seeking scientific, technological and business innovations that address the three focus areas described above. As stated in the cover letter, the Founding Partners anticipate making approximately 15 million USD available to support innovations under this call. We have purposefully designed this call with the understanding that the needs (financial and non-financial) of entrepreneurs and/or organizations vary greatly.

In this first call, we are interested in supporting innovations in the following stages of development:

- **Stage 1 – Market-driven product/business development:** These innovations have been verified through a standalone pilot or a series of pilots and now need to be tested and adapted for adoption in new developing or emerging countries. These innovations may require technical validation and proof of adoption/uptake in a new market.
- **Stage 2 - Scaling/Commercial Growth:** These are established innovations that have already demonstrated a viable business model and are generating revenue. They require support for commercial growth, including adaptation of the innovation for larger scale production, market adoption, and distribution. It is expected that these innovations have already demonstrated technical feasibility and market acceptance and can provide evidence supporting these points.

SOL-OAA-14-000019

We anticipate using approximately 30% of funding from this call for Stage 1 innovations and 70% for Stage 2 innovations.

Securing Water for Food applicants must:

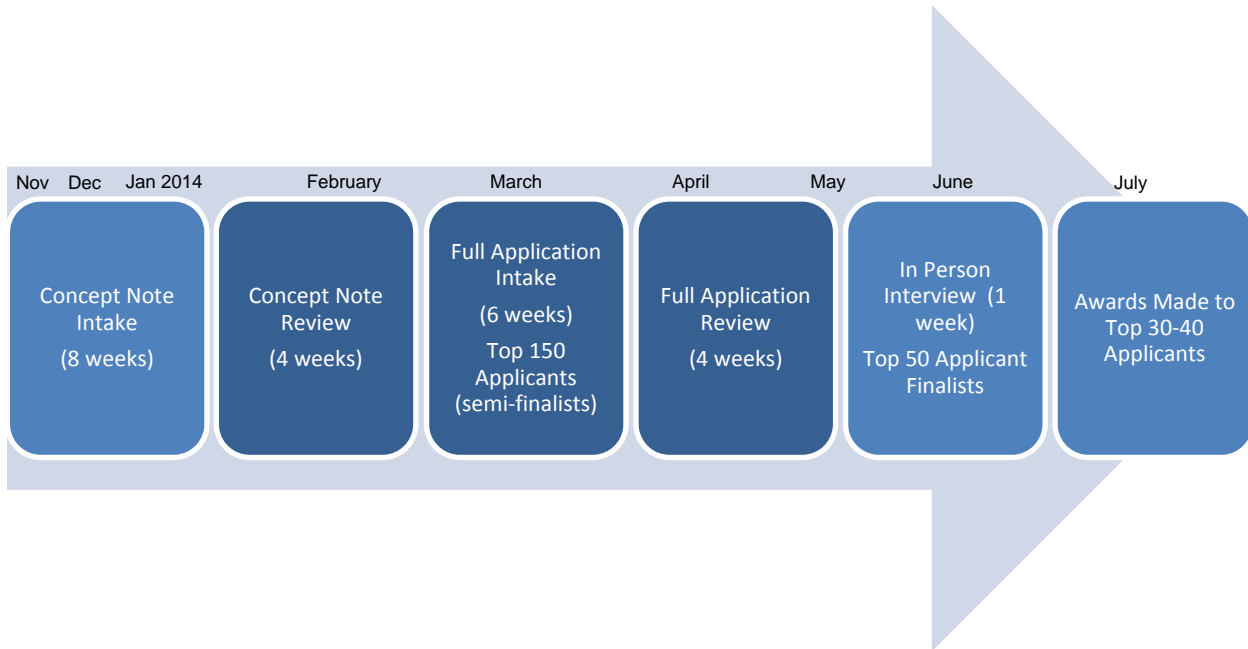
- **Understand the local enabling environment for technology and business innovations.** Applicants must be able to articulate the social, environmental, institutional, legal, and regulatory challenges for their innovation and describe how they will overcome those barriers. Applicants must also provide market research that describes local market conditions.
- **Promote user-centered design, not technology for the sake of technology.** Thousands of water technologies exist but are not available or utilized. In many cases, this is due to a lack of understanding of the needs of end users in developing or emerging countries. *Securing Water for Food* will emphasize the importance of the end-user in its criteria, milestones, and subsequent innovation reviews.
- **Build sustainability into the fabric of the program.** All innovations must be sustainable (financial, institutional, environmental, technological, and social). Further, innovations supported by this program must demonstrate direct or indirect benefits for the poor.
- **Have a local presence and develop market-driven¹ partnerships.** Science and technology enable the creation of new products and services. These must then be tested, validated, and disseminated through market-based models. All applicants must have a presence in the country(ies) in which they propose to work or at least one local partner in the country(ies). We also encourage applicants to develop market-driven partnerships that can help bring the innovation to scale.

3.A: Initial Innovation Selection Process

We are inviting applicants to submit a Concept Note (See Section III C for more details regarding the submission of Concept Notes). Following the Concept Note evaluation, we will invite approximately 150 applicants (semi-finalists) to submit a Full Proposal and answer a more rigorous set of questions (see “eligibility” and “evaluation criteria,” below). *Securing Water for Food* will then convene an Innovation Investment Advisory Committee (IIAC)², which is a standing panel of 15-18 technical experts, business specialists, sustainable development experts, and researchers with extensive experience in water innovation. The IIAC will review the 150 semi-final applications and make recommendations to the *Securing Water for Food* Founding Partners. The Founding Partners and members of the IIAC will then hold in-person interviews with the top 50 finalists. We expect to provide 30-40 awardees with a mix of financial and non-financial support. The below graphic illustrates the initial *Securing Water for Food* review and selection process. Dates are approximate.

¹ The use of the term “market-driven” is not meant to exclude innovations from not-for-profit organizations; it simply means that innovations must be demand- and market-driven.

² We anticipate that the Innovation Investment Advisory Committee will include members from USAID, Sida, technical experts, business specialists, sustainable development experts, and researchers. Business specialists may include individuals from large companies (food production; food and beverage; water engineering), financial services, technology incubators and/or accelerators, and service providers.



3.B: Continued Due Diligence

A two-person team that consists of a program manager from one of the Founding Partners and a designated Acceleration Facilitator with a background in market-driven sustainable development (from one of the Founding Partners or an outside incubator or accelerator (see 3.D)) will work with awardees to determine technical and financial milestones (described under “Innovator Funding” and “Technical and Financial Milestones,” below). The program manager and Acceleration Facilitator will then lead an ongoing due diligence process which includes a semi-annual review of milestones, market conditions, and other factors that pose both opportunities and challenges for the innovation and innovator. Through the continued due diligence process, the team will continue to focus the pipeline on innovations with the highest potential for scale and determine additional future levels of financial and/or non-financial support. They will consult with the IIAC for advice during this process. Elements of due diligence are further discussed in “Innovator Funding” and “Technical and Financial Milestones” below.

3.C: Innovator Funding

Tranched Funding

Securing Water for Food awardees will be eligible for up to three tranches of funding. All awardees will receive an initial tranche of funding in Year 1. Initial funding will depend, in part, on the stage of innovation as shown below.

To receive future tranches of funding, the IIAC and the Founding Partners will review technical and financial milestones and assess market conditions to ensure that the innovation is still viable and has the potential to achieve wide-scale adoption. This will be a transparent process. In some cases, this market assessment will likely require an adjustment of milestones.

Innovators who achieve mutually agreed-upon technical and financial milestones (see Section 3.E) will be eligible to receive future tranches of funding (one tranche in Year 2 and one tranche in Year 3). All funding is subject to the availability of funds.

Maximum levels of initial and future funding are presented in Table 1.

SOL-OAA-14-000019

Table 1: Funding Levels

Stage of Innovation	Maximum <i>Initial</i> Financial Support	Maximum <i>Future</i> Financial Support (total)
Stage 1 – Market driven product/business development	\$100,000	\$500,000
Stage 2 – Commercialization/Scaling/Growth	\$500,000	\$3 million

Matching Funds / In-Kind Contribution Requirements

As described below, matching fund and/or in-kind contribution requirements will be different based on 1) the stage of innovation; and 2) initial vs. future matching requirements.

Stage 1 (market-driven product/business development) awardees may use either cash or in-kind contributions to satisfy the matching requirements. In-kind contributions can come from internal or external sources. Examples of *external* in-kind contributions include the value of time donated by technical or business experts and technology, communications, or capital assets. Resource-sharing from publicly-funded programs also qualifies as external in-kind matching. Examples of *internal* in-kind contributions include the value of salaries for staff dedicated to a project or self-investment.

Stage 1: Market-driven product/business development	% Match Required	
	Initial (upon award)	Future (up to 2 tranches)
	25%	50%

While cash/cash equivalent matching is not required for Stage 1 applicants, we strongly encourage and will more favorably evaluate Stage 1 applicants who bring cash or cash equivalent (external) matching to the table. See below for definition of cash/cash equivalent matching.

Stage 2 (commercialization/growth) awardees must have cash or cash equivalent funding to satisfy the matching requirements. Cash or cash equivalent funds must come from external sources. The external party must provide cash or a cash equivalent to the awardee in return for (for example) equity; an advance purchase order; a share of royalties; rights in the technology; a percentage of profit; or any combination thereof. The external funds must pay for activities that further the growth, development, and/or commercialization of the innovator’s technology (e.g. manufacturing, distribution, marketing).

Stage 2: Commercialization/Growth	% Match Required	
	Initial (upon award)	Future (up to 2 tranches)
	25%	50%

For both Stage 1 and Stage 2 awardees, the full match will be required prior to the release of additional tranches of funding. For example, a Stage 2 innovator who receives \$500,000 as an initial tranche will be required to provide 25% matching funds. At the start of Year 2, the innovator is eligible for an additional \$1,000,000 (illustrative) and must provide 50% matching funds. At the start of Year 3, the innovator is eligible for an additional \$1.5 million (illustrative) and must provide 50% matching funds.

SOL-OAA-14-000019

3.D: Acceleration Support

We will provide limited acceleration support in the form of online training and group skills development to all finalists (those invited for face-to-face interviews). More in-depth acceleration support will be provided to awardees only. The level of support to awardees will depend on the needs and stage of the awardee. This support will include advisory services, technical services, and partnership facilitation. Supply side interventions may include: improving the innovation, capacity building of the management team, improving distribution models, gaining operational efficiency, and expanding access to capital to finance the growth strategy. Demand-side interventions may include: improving market linkages, securing contracts, building partnerships, enabling penetration of new markets, and support in attracting a growing customer base.

Awardees will work with the Acceleration Facilitator to create a work-plan that identifies relevant and specific services from the Acceleration Support program. These services should directly complement the innovator's ability to reach technical and financial milestones. As mentioned above, the Acceleration Facilitator will either be a staff member with a background in market-driven sustainable development from one of the Founding Partners, or a representative of an outside incubator or accelerator.

While all acceleration support will be needs-based and tailored to the innovator, we anticipate offering three broad sub-programs, described below. Services under each of the sub-programs will, ideally, be provided by existing and proven accelerators, incubators, industry experts, and recognized business development service providers. If there are specific services that an innovator requires that are outside of these sub-programs, we will do our utmost to provide them.

The three sub-programs are envisioned to include:

- 1) *Biz-Tech Development Services*: The Acceleration Facilitator will provide access to prequalified firms and consultants who can provide the services identified in the innovators' acceleration work-plan. These services may include access to technology and engineering, pricing, human resource management, marketing, IT, legal, procurement, supply chain, manufacturing, and distribution experts and business model innovation advisory services.
- 2) *Investment Facilitation*: This will include:
 - Investment-preparedness workshops. The Acceleration Facilitator will help prepare innovators to successfully attract capital partners. Innovators may participate in investment workshops with successful entrepreneurs, investors, other capital providers, and lawyers to help them analyze their growth strategy and determine capital requirements. In addition, the workshops will help innovators develop their pitches and prepare for questions from potential investors.
 - Investors' circles. We will help bring together investors and select innovators for structured pitch presentations. Grant, debt and equity capital providers will be invited, depending on the needs of the innovators. Additionally, we will invite relevant corporations to catalyze product development, licensing agreements, mergers, acquisitions, etc., as appropriate.
 - Deal management. The Acceleration Facilitator will integrate feedback from the investors' circles into the acceleration work plan and support the innovators to address identified challenges and prepare for future rounds of investment pitches. The Acceleration Facilitator will also track potential interest from the investors and support the innovators to respond and follow-up during the due diligence and negotiation process.
- 3) *Market Partnership Facilitation*: The Acceleration Facilitator will facilitate market linkages and help build partnerships. Where possible, the Acceleration Facilitator will help awardees

SOL-OAA-14-000019

(especially Stage 2 awardees) secure contracts, penetrate multiple markets, and build and serve a growing customer base. Services will include:

- Sales and business development. The Acceleration Facilitator will provide access to advisors and build capacity around sales and new business development.
- Partnership development. The Acceleration Facilitator will work with awardees, members of the IIAC, and prequalified firms and consultants to support the creation of partnerships with manufacturers, distributors and other B2B partners, donors, civil society organizations, local governments, etc. to facilitate uptake of the innovation and thereby growth of the business
- International marketing. The Acceleration Facilitator will facilitate winning innovators' participation at international conferences (e.g. trade shows, technology fairs).

3.E: Technical and Financial Milestones

Milestones will be jointly determined and agreed to by the awardee, the program manager and the Acceleration Facilitator at the time of award. The IIAC will be consulted during this process.

The number of milestones will be limited and manageable; we do not intend for *Securing Water for Food* to be an overly burdensome program for awardees. We will have semi-annual reviews and only track milestones that best demonstrate the potential and promise of an innovation. Financial milestones will include the ability to secure matching funds and specific market/demand metrics. Technical milestones may include specific technical metrics, such as the quantifiable benefit of the innovation (e.g. increased efficiency, reduced cost) and adoption.

We hope that all innovators are able to achieve all technical and financial milestones. However, some innovations will fail, even if milestones are adjusted. Therefore, if at any semi-annual review an innovation is no longer viable, *Securing Water for Food* will not continue to fund it.

4. Eligibility Requirements

Applicants must meet the following minimum requirements to participate in the first call for *Securing Water for Food*:

- **Type** – *Securing Water for Food* is open to all organizations regardless of type (e.g. for profit, not-for-profit, academic).
- **Size** – *Securing Water for Food* is open to all organizations / companies regardless of size. We encourage applications from small and medium enterprises (SMEs) around the world.
- **Location** – See footnote³ for geographic restrictions.
- **Matching funds** – Awardees must secure matching funds; see Section 3.C for details.
- **Local presence** – All applicants must use the funds to implement the innovation in a developing or emerging country (OECD DAC 1 – 3 country listing – see page 31). In addition, applicants must either already have a presence in that country or must have a local partner (supporting documentation required).
- **Impact** – Innovations must directly or indirectly benefit the poor (income, products, environment, opportunities, gender equality). In addition, applications must avoid negative environmental effects and local market distortions.

5. What Will Not Be Funded

Currently, the Founding Partners view the following activities as low priority and unlikely to receive program funding:

³ USAID is restricted from providing foreign assistance to the following countries: North Korea, Cuba, Syria, and Iran.

SOL-OAA-14-000019

- Innovations that do not demonstrate a commitment to the stated development purpose, e.g., enhanced value of the agricultural chain, promotion of food security, sustainable water resource development, and increased broad-based economic growth in developing or emerging countries.
- Innovations focused on research and development for a product without a clearly defined market or potential for commercialization or growth within a three-year timeframe. This includes technologies that have not yet been piloted.
- Innovations focused on sustainable water supply access without an explicit benefit to the food sector.
- Innovations focused on agricultural products and services without a significant and sustainable water component.
- Large dam projects for water capture and storage.
- One-off water technology installations or pilot projects to support proven technologies for proven applications, unless they include an innovative component(s) to achieve scale, such as a new business model.
- Established, commercially viable technologies that are already used throughout the eligible countries.

6. Evaluation Criteria

6.A: Concept Note Stage

We are inviting all eligible applicants to submit a Concept Note, which includes responses to the questions below. In addition to responding to the following questions, applicants will be required to provide background information in the online platform and demonstrate that they meet the minimum eligibility criteria described in Section 4 above and Section IV later in the document.

Innovation (Technical) Viability

- a) What is your innovation? What is transformative or “game-changing” about it? Why is there an urgent need for your innovation? How does your innovation differ from existing products on the market?
- b) What is/are the specific critical barrier(s) or problem(s) – related to water for food security – that your innovation addresses?
- c) Has this innovation been piloted (yes/no)? Where? What were the results of the pilot?
- d) What are the key, quantifiable metrics related to your innovation’s performance or expected performance (e.g. total increased installed storage capacity (cubic meters); liters of water saved or used per hectare of land)?

Application and Sustainability in Developing or Emerging Country(ies) Tailor all answers in this section to the country(ies) in which you are proposing to work.

- a) How might this innovation engage or benefit (directly or indirectly) the poor as innovators, employees, suppliers, distributors, and/or consumers?
- b) Describe your expected end-users. Who are they and how might end users need to modify their existing practices or behaviors to use your product or service?
- c) Describe the social, environmental, institutional, legal and regulatory challenges your innovation faces that may prevent its scale-up. How do you propose to overcome those barriers?
- d) Who is/are your local partner(s)? Who are other potential partners (be specific about partners; e.g. provide names and type of organization, not just categories)?

SOL-OAA-14-000019

Business/Financial Viability. *Tailor all answers in this section to the country(ies) in which you are proposing to work.*

- a) Describe the demand for your innovation. In what country/region/market are you proposing to expand with *Securing Water for Food* funding? What is the total addressable market and potential market share for your innovation? What is the basis for your claim?
- b) Describe the financial model. Provide a unit cost analysis. For technology innovations, how much does it cost to produce, store, and sell one unit of this innovation? For business model innovations, what must be spent to offer this specific service including the number of times the service is offered, the salaries of those employed to deliver the service, and any materials used to deliver the service? What is your price per unit? If applying for Stage 2, describe the sales and distribution model.
- c) Describe key elements of your go-to-market strategy in the country(ies) in which you propose to work. What are the biggest challenges and opportunities?
- d) What are your expected sources of matching funds and/or in-kind contributions (refer to Section 3.C)?

6.B: Full Proposal Stage

Following submission of the Concept Note, a ***select*** number of applicants (~150) will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the innovation. All questions asked at the Concept Note stage are repeated in the Full Proposal stage. Applicant must also answer additional questions in the Full Proposal stage. Applicants invited to submit a Full Proposal may update their responses from the Concept Note. Applicants will be also asked to provide a budget.

Questions will be divided into three categories: 1) Innovation Viability; 2) Application and Sustainability in Developing or Emerging Country(ies); and 3) Business/Financial Viability. See Appendix 2 for illustrative questions. Questions are in draft form; there may be different and/or additional questions at this stage.

6.C: Face-to-Face Interview Stage

Finalists (applicants who pass the first two screens) will be invited to participate in a face-to-face interview. It will take place either in person or via videoconference and will serve as a “pitch session” with at least two members of the Innovation Investment Advisory Committee. Interviews will be approximately one hour and will include an overview of the most salient aspects about the innovation from the company / organization, followed by Q&A.

[END OF SECTION 1]

SECTION II – ELIGIBILITY INFORMATION

A. Eligibility Requirements

Applicants from any category of organization or institution, U.S. or non-U.S., are welcome to respond to this solicitation. Specific categories of organizations and institutions that are welcome to respond include, but are not limited to, for-profit and not-for-profit organizations, foundations, educational, industrial, and academic institutions, civic groups, and regional organizations.

Government entities and individuals are not eligible to apply for funding.

USAID welcomes proposals from organizations which have not previously done business with USAID. The successful Applicant(s) will be subject to a responsibility determination issued by a warranted CO/AO in USAID. Responsibility determinations review an Applicant's financial management, monitoring and evaluation, internal control systems, and policies and procedures to ensure compliance with established USG standards, laws, and regulations.

The Award recipient must be a responsible entity. The CO/AO may determine a pre-award survey is required and if so, would establish a formal survey team to conduct an examination that will determine whether the prospective recipient has the necessary organization, experience, accounting and operational controls, and technical skills – or ability to obtain them – in order to achieve the objectives of the program.

[END SECTION II]

SOL-OAA-14-000019

SECTION III – PROPOSAL AND SUBMISSION INFORMATION

A. Points of Contact

Stephanie Fugate, Agreement/Contracting Officer
Jami Rodgers, Agreement/Contracting Officer
U.S. Agency for International Development
Securingwaterforfood@gmail.com

Questions and Answers

Questions regarding this BAA should be submitted no later than 5:00PM EST on **November 29, 2013** to the email address: Securingwaterforfood@gmail.com to provide sufficient time to address the questions and incorporate the questions and answers as an amendment to this solicitation (if necessary). Verbal explanations or instructions given before the issuance of an Award will not be binding. Any information given to a prospective Applicant concerning this BAA will be furnished promptly to all other prospective Applicants as an amendment to this BAA, if that information is necessary in submitting proposals or if the lack of it would be prejudicial to any other prospective Applicant.

B. Indication of Non-Disclosure

Applicants that include data/information that they do not want disclosed to the public for any purpose or used by the USG except for this solicitation's evaluation purpose, should indicate so through the Online Application Platform, and mark as instructed the box that references the following text:

“This application includes data that shall not be disclosed outside the U.S. Government and shall not be duplicated, used, or disclosed – in whole or in part– for any purpose other than to evaluate this application. If, however, a grant is awarded to this Applicant as a result of – or in connection with – the submission of this data, the U.S. Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting grant. This restriction does not limit the U.S. Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets” and, mark each sheet of data it wished to restrict with the following legend:

“Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this application.”

Applicants should retain for their records a copy of all information and documentation that they input/upload to the Online Application Platform. It is the Applicant's responsibility to ensure that files are complete and transmitted by the deadline. The Applicant bears full responsibility for data errors or omissions.

SOL-OAA-14-000019

C. Online Application Platform

Proposal Submissions must be loaded into the Online Platform found at: securingwaterforfood.org/apply. Complete instructions regarding how to submit proposals are provided on the website. **Proposals submitted via facsimile or e-mail will not be accepted.**

If the Applicant experiences any difficulty with submitting a proposal through the Online Application Platform, the Applicant should send an e-mail to support@securingwaterforfood.chaordix.com. All proposals received by the submission deadline will be reviewed for responsiveness to the specifications outlined in this CFP. Applicants must ensure that their proposals are received by USAID in their entirety. No additions or modifications to the proposals will be accepted after submission deadline stated in this CFP. USAID bears no responsibility for data errors resulting from transmission or conversion processes associated with electronic submissions.

D. Content and Form of Proposal Submission

There will be two stages of proposal submission: Concept Note and Full Application. Applicants whose proposals are ranked among the top 150 during the Concept Note Stage will be required to submit supplemental documents and answers in a Full Application as outlined in section IV.D 2 below.

1. Stage One: Initial Proposal Package

All Applicants must submit the following documents by the closing date of this CFP using the online platform. A complete proposal consists of the following sections:

a) Basic Applicant Information

Through the Online Application Platform, Applicants are asked to input the following details about the organization that is applying for funding through *Securing Water for Food*:

- Name and full address of Applicant including country where Applicant is incorporated or registered
- Type of organization/firm (e.g., for-profit, non-profit, academic institution, etc.)
- Point of Contact information (name, position title, phone number, fax number, e-mail address)
- Names of other organizations/firms that are partnering organizations in the proposal
- Size of organization (for partnerships and consortiums, list the combined total)
- Technical Focus Area (Improving Water Efficiency and Reusing Wastewater; Innovative Water Capture and Storage Systems; Salinity)
- Concise proposal title
- Country(ies) where the proposed activities will be implemented
- Stage Applying to (Stage 1-Market driven product/business development; Stage 2-Commercialization/Scaling/Growth)
- Type of Innovation (Business Model, Technological; Both)

b) Answers to Concept Note questions on the Online Platform

Please note that the responses of *Securing Water for Food* funding recipients may be used for public communication after the Awards are made. The Founding Partners reserve the right to make minor edits to the responses in order to enhance their readability for public communication. **Because the responses may be used publicly, proprietary information should not be disclosed in the Innovation Screening.**

2. Stage 2: Full Application Submissions

Following submission of the Concept Note, a select number of applicants, the Semi-Finalists, (~150) will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the innovation. **A draft of the questions is listed in Appendix 2.** In some cases, USAID may request for Applicants to elaborate on technical proposal submissions.

At this stage, applicants will also be required to submit a detailed budget. The budget portion of the proposals will be reviewed for cost realism and cost effectiveness. Please see Appendix 3 for details regarding what this budget document must include.

[END SECTION III]

SOL-OAA-14-000019

SECTION IV – AWARD INFORMATION

A. Authorizing Legislation

The authorizing legislation for this Award is the Foreign Assistance Act of 1961, as Amended, and the award is subject to 22 CFR 226 – Administration of Assistance Awards to U.S. Non-Governmental Organizations. The Federal Acquisition Regulation (FAR) may apply.

B. Authorized Geographic Code

The authorized geographic code for source and nationality of Applicants is 935 defined as any area or country including the recipient country, but excluding any country that is a prohibited source. The authorized geographic code for country of implementation is 937 defined as the United States, the recipient country, and developing countries other than advanced developing countries, but excluding any country that is a prohibited source.

As of the date of this BAA based on the Appropriations Act, USAID is prohibited from directly financing any assistance or reparations for the governments of Cuba, North Korea, Iran and Syria. Please refer to Automated Directive System (ADS) 310 entitled “Source and Nationality Requirements for Procurement of Commodities and Services Financed by USAID.

C. Award and Administration Information

1. **Award:** Although there are multiple international government and private sector partners contributing financial and technical resources to *Securing Water for Food*, all awards made through this competition will be made and administered by USAID. USAID may (i) reject any or all proposals, (ii) accept more than one proposal, and (iii) waive informalities and minor irregularities in proposals received.

Awards made through this BAA may be in the form of grants, cooperative agreements, contracts, and collaboration agreements - depending on the nature of the submitting organization and the proposal. A USAID Contract and Agreements Officer (CO/AO) will determine the appropriate award instrument for the selections resulting from this solicitation. Grants and cooperative agreements will be subject to the provisions of the Foreign Assistance Act of 1961, as Amended, and the award is subject to 22 CFR 226 – Administration of Assistance Awards to U.S. Non-Governmental Organizations. Contract awards will be subject to the provisions of the Federal Acquisition Regulation (FAR) and the USAID FAR Supplement (see <http://transition.usaid.gov/policy/ads/300/aidar.pdf>). Collaboration agreements will be subject to the policies in AAPD 04-16. The USG may make an award on the basis of initial proposals received, without discussions. Therefore, each initial proposal should contain the Applicant’s best terms from a technical and cost standpoint.

SOL-OAA-14-000019

2. **Authority to Obligate the Government:** The CO/AO is the only individual authorized to commit the USG to the expenditure of public funds. No costs chargeable to the proposed Award may be incurred before receipt of either a fully executed Award or a specific, written authorization from the CO/AO.
3. **USAID Management of Activities:** The CO/AO shall serve as the primary agreement contact between USAID and the recipient of the Award. The Contract and Agreement Officer's Representative (C/AOR) will serve as the primary technical contact between USAID and the recipient of the Award.
4. **Award Administration:** Award administration will be determined at time of award based on the mechanism chosen by the CO/AO.
5. **Program Profit and Income:** Applicants seeking information about program profit and program income or other issues regarding USAID's administration of assistance awards should consult 22 CFR 226 and for acquisition awards should consult the FAR and AIDAR for applicable regulations.

D. Funding Information

Funds may be provided in increments subject to availability of funds, successful implementation and continued relevance to USAID. USAID's obligation to make awards is contingent upon the availability of sufficient appropriated and partner funds from which payment can be made and the receipt of proposals that USAID determines are acceptable for Award under this BAA.

E. Period of Performance

The period of performance for new Awards for proposals submitted in response to this BAA is up to three years from date of Award. Any period of performance must be justified in the proposal.

F. Award Budgets

The estimated ceiling for this BAA is \$15 Million USD. Subject to the availability of funds, the individual Award(s) will range from \$100,000 to \$3,000,000. It is anticipated that 30-40 proposals will be funded.

[END SECTION IV]

SECTION V. – AWARD AND ADMINISTRATION INFORMATION

Awards made through this BAA may be in the form of grants, cooperative agreements, contracts, and collaboration agreements, depending on the nature of the submitting organization and proposal. A USAID Contracting and Agreements Officer will determine the appropriate Award instrument for the selections resulting from this solicitation. Prior to Award execution, USAID may solicit additional information necessary to execute the Award.

A. Additional Requirements

1. DUNS and SAM Registration

Award nominees need to obtain a Data Universal Number (DUNS) and be registered with the System for Award Management (SAM) before award. This process can be slow; it is strongly encouraged that organizations begin this process early. A DUNS number is a unique identifier that verifies the existence of a business entity globally. DUNS numbers are assigned for each physical location of a business. SAM is the primary registrant database for the U.S. Federal Government.

For more information about this process can be found here:

Obtaining a DUNS Number: <http://fedgov.dnb.com/webform>

Registering with SAM: <https://www.sam.gov>

2. Substantial Involvement

In accordance to ADS 303.3.11, USAID substantial involvement, applicable to Assistance Awards, is described at <http://www.usaid.gov/policy/ads/300/303.pdf>.

3. Representations, Certifications and Administration by Type of Award Mechanism

Assistance Awards to U.S. non-governmental organizations will be required to submit certifications in accordance with Chapter 303 of USAID's Automated Directives System (ADS-303), 22 CFR 226, 2 CFR 220 for universities (formerly OMB Circular A-21), 2 CFR 230 for non-profit organizations (formerly OMB Circular A-122), and OMB Circular A-133 for both universities and non-profit organizations or 48 CFR 31.2 (for for-profit organizations), and Standard Provisions for U.S. Nongovernmental Organizations.

These policies and federal regulations are available at the following web sites:

ADS-303: <http://www.usaid.gov/policy/ads/300/303.doc>

22 CFR 226: http://www.access.gpo.gov/nara/cfr/waisidx_03/22cfr226_03.html

22 CFR 228: http://www.access.gpo.gov/nara/cfr/waisidx_10/22cfr228_10.html

Applicable OMB Circulars: <http://www.whitehouse.gov/omb/circulars/index.html>

48 CFR 31.2: <http://www.arnet.gov/far/>

Standard Provisions for U.S. Nongovernmental Organizations:

<http://www.usaid.gov/pubs/ads/300/303maa.pdf>

SOL-OAA-14-000019

Assistance Awards to non-U.S. non-governmental organizations will be required to submit certifications in accordance with Chapter 303 of USAID's Automated Directives System (ADS-303), 2 CFR 220 for universities (formerly OMB Circular A-21), 2 CFR 230 for non-profit organizations (formerly OMB Circular A-122), or 48 CFR 31.2 (for for-profit organizations), and Standard Provisions for non-U.S. Nongovernmental Organizations. Standard Provisions for Non-U.S. Nongovernmental organizations are available at <http://www.usaid.gov/policy/ads/300/303mab.doc>.

Assistance Awards to public international organizations will be required to submit certifications in accordance with Chapter 308 of USAID's ADS (ADS-308), including the Standard Provisions set forth in ADS-308.5.15. These documents are available for further information at:

ADS-308: <http://www.usaid.gov/policy/ads/300/308.pdf>

Survey on Ensuring Equal Opportunity for Applicants:

<http://www.ed.gov/fund/grant/apply/appforms/surveyeo.pdf>

SF-424 Cost application/Cost Application Documents:

http://www.grants.gov/agencies/approved_standard_forms.jsp.

Contracts to U.S. and non- U.S. governmental organizations and private organizations will be required to submit certifications in accordance with the Federal Acquisition Regulations and the Agency for International Regulations (AIDAR) Supplemental, Chapter 302 of USAID's Automated Directives System (ADS-302), and Standard Provisions for U.S. and Non-U.S. Nongovernmental Organizations.

These documents are available for further information at:

FAR: <http://www.acquisition.gov/far/>

AIDAR: <http://transition.usaid.gov/policy/ads/300/aidar.pdf>

ADS-302: <http://transition.usaid.gov/policy/ads/300/302.pdf>

Standard Provisions for U.S. and Non-U.S. Nongovernmental Organizations:

<http://www.usaid.gov/pubs/ads/300/303maa.pdf> and

<http://www.usaid.gov/policy/ads/300/303mab.doc>.

4. Intellectual Property

Intellectual property provisions applicable to contract awards are subject to the provisions of the Federal Acquisition Regulation (FAR) and the USAID FAR Supplement (AIDAR) (available at <http://transition.usaid.gov/policy/ads/300/aidar.pdf>). When the awardee is a college, university, nonprofit organization or small business firm, FAR clause 52.227-11 and FAR clause 52.227-14 shall apply. When the awardee is a large business firm, FAR clause 52.227-14 will apply. USAID may include FAR Clause 52.227-16 Additional Date Requirements in the resulting contract if appropriate. USAID will utilize the following regulations for intellectual property (IP) issues arising from:

- Patent development, including USAID-funded research, technology development, and technology transfer for commercialization or other distribution;
- The creation and funding of copyrighted material and marks; and,
- The handling of information that are trade secrets.

17 U.S.C. 101, 105

17 U.S.C. 301 - 305

22 CFR Part 226

35 U.S.C. 100-212

37 CFR Part 401, "Rights to Inventions Made by Nonprofit and Small Business Firms under Government Grants, Contracts, and Corporate Agreements" (implementing the Bayh-Dole Act)
AIDAR Subchapter E – Part 727

FAR Part 27 – Patents, Data, and Copyrights

FAR 52.227-11, "Patent Rights – Ownership by the Contractor" (short form) (for U.S. nonprofit firms

SOL-OAA-14-000019

or small businesses)

FAR 52.227-13, “Patent Rights – Ownership by the Government” (for other than U.S. nonprofits and small businesses with work to be performed overseas)

5. Title and Rights in Property

During negotiations, Applicants should identify where title to all property types acquired for *Securing Water for Food* activities is critical to their commercialization efforts. USAID will determine whether title to property will remain with Applicants for a specified period to be negotiated prior to award.

6. Branding & Marking Requirements

In accordance to ADS 303.3.6.3(f) – Branding and Marking are required and Applicants should budget accordingly. See <http://www.usaid.gov/policy/ads/300/303.pdf> for more information.

7. Initial Environmental Examination (IEE)

Section 117 of the Foreign Assistance Act of 1961, as amended, requires that the impact of USAID’s activities on the environment be considered and that USAID include environmental sustainability as a central consideration in designing and carrying out its development programs. This mandate is codified in Federal Regulations (22 CFR 216) and in USAID’s Automated Directives System (ADS) Parts 201.5.10g and 204 (<http://www.usaid.gov/policy/ads/200/>), which, in part, require that the potential environmental impacts of USAID-financed activities are identified prior to a final decision to proceed and that appropriate environmental safeguards are adopted for all activities. The environmental compliance obligations of the Applicant under these regulations and procedures are specified in the following paragraphs of this RFA.

An Initial Environmental Examination (IEE) has been approved for this BAA. The IEE covers activities expected to be implemented under this agreement. USAID may determine that a Negative Determination with Conditions applies to one or more of the proposed activities. This indicates that if these activities are implemented subject to the specified conditions, they are expected to have no significant adverse effect on the environment. The recipient shall be responsible for implementing all IEE conditions pertaining to activities to be funded under this Award.

As part of its initial Work Plan, and all Annual Work Plans thereafter, the Applicant, in collaboration with the USAID Contract and/or Agreement Officer’s Representative (C/AOR) and Mission Environmental Officer or Bureau Environmental Officer, as appropriate, shall review all ongoing and planned activities under this Award to determine if they are within the scope of the approved Regulation 216 environmental documentation.

Unless the approved Regulation 216 documentation contains a complete environmental mitigation and monitoring plan (EMMP) or a project mitigation and monitoring (M&M) plan, the recipient shall prepare an EMMP or M&M Plan describing how they will, in specific terms, implement all IEE and/or EA conditions that apply to proposed project activities within the scope of the Award. The EMMP or M&M Plan shall include monitoring the implementation of the conditions and their effectiveness.

If the recipient plans any new activities outside the scope of the approved Regulation 216 environmental documentation, it shall prepare an amendment to the documentation for USAID review and approval. No such new activities shall be undertaken prior to receiving written USAID approval of environmental documentation amendments.

Any ongoing activities found to be outside the scope of the approved Regulation 216 environmental documentation shall be halted until an amendment to the documentation is submitted and written approval is received from USAID. In addition, the recipient must comply with host country environmental

SOL-OAA-14-000019

regulations unless otherwise directed in writing by USAID. In case of conflict between host country and USAID regulations, the latter shall govern.

8. **Ethics Policy**

Awardees are expected to adhere to the Ethics Policy found at the following link:

http://www.grandchallenges.ca/wp-content/uploads/ethics_policy_2010May03_EN.pdf

B. Reporting Requirements

Specific reporting requirements will be stipulated at the time of Award negotiation. Applicants should anticipate the following deliverables to demonstrate the project's progress and success:

- A detailed monitoring and evaluation plan, with expected timelines to completion
- Annual progress report detailing the technical and programmatic achievements
- A clear proof-of-principle demonstration described in the original proposal and documented as part of the final report, including detailed documentation of the technical work accomplished and success and lessons learned from the project.
- Dissemination of knowledge through publications in peer-reviewed literature, patent applications, etc.

In addition, awardees will likely be responsible for the following activities and documentation during the life of the program:

- Conducting ongoing assessment of progress and a final evaluation, and submitting periodic reports according to the requirements outlined in the Award;
- Briefing *Securing Water for Food* Partners on project progress and outcomes;
- Cooperating with *Securing Water for Food* Partners to facilitate rigorous program evaluations; and
- Maintaining communication with key *Securing Water for Food* staff.

[END SECTION V]

SOL-OAA-14-000019

Section VI. Appendices

Appendix 1- Eligible Countries of Implementation

Afghanistan	Dominican Republic	Malawi	Senegal
Albania	Ecuador	Malaysia	Serbia and Montenegro
Algeria	Egypt	Maldives	Seychelles
Angola	El Salvador	Mali	Sierra Leone
Anguilla	Equatorial Guinea	Marshall Islands	Solomon Islands
Antigua and Barbuda	Eritrea	Mauritania	Somalia
Argentina	Ethiopia	Mauritius	South Africa
Armenia	Fiji	Mexico	South Sudan
Azerbaijan	Gabon	Micronesia, Federated States of	Sri Lanka
Bangladesh	Gambia, The	Moldova	Sudan
Belarus	Gaza Strip	Mongolia	Suriname
Belize	Georgia	Montserrat	Swaziland
Benin	Ghana	Morocco	Tajikistan
Bhutan	Grenada	Mozambique	Tanzania
Bolivia	Guatemala	Myanmar	Thailand
Bosnia and Herzegovina	Guinea	Namibia	Timor-Leste
Botswana	Guinea-Bissau	Nauru	Togo
Brazil	Guyana	Nepal	Tokelau
Burkina Faso	Haiti	Nicaragua	Tonga
Burundi	Honduras	Niger	Tunisia
Cambodia	India	Nigeria	Turkey
Cameroon	Indonesia	Niue	Tuvalu
Cape Verde	Iraq	Pakistan	Uganda
Central African Republic	Jamaica	Palau	Ukraine
Chad	Jordan	Panama	Uruguay
Chile	Kazakhstan	Papua New Guinea	Uzbekistan
China	Kenya	Paraguay	Vanuatu
Colombia	Kiribati	Peru	Venezuela
Comoros	Korea, South	Philippines	Vietnam
Congo, Democratic Republic of the	Kosovo	Rwanda	Wallis and Futuna
Congo, Republic of the	Kyrgyzstan	Saint Helena	West Bank
Cook Islands	Laos	Saint Kitts and Nevis	Yemen
Costa Rica	Lebanon	Saint Lucia	Zambia
Cote d'Ivoire	Lesotho	Saint Vincent and the Grenadines	Zimbabwe
Djibouti	Liberia	Samoa	
Dominica	Libya	Sao Tome and Principe	
	Macedonia		
	Madagascar		

Appendix 2- Draft Full Application Criteria

NOTE: This Annex is for informational purposes only. Only a select number of applicants will be invited to submit a full application. We have included the Full Application Criteria below for informational purposes only. There will also be specific questions tailored to each theme, and additionally to each innovator.

Following submission of the Concept Note, a ***select*** number of applicants will be invited to submit a Full Proposal. The Full Proposal is meant to provide evaluators with in-depth information about the innovation. All questions asked at the Concept Note stage are repeated in the Full Proposal stage. Applicant must also answer additional questions in the Full Proposal stage. Applicants invited to submit a Full Proposal may update their responses from the Concept Note. Applicants will be also asked to provide a budget.

Questions are divided into three categories: 1) Innovation Viability; 2) Application and Sustainability in Developing or Emerging Country(ies); and 3) Business/Financial Viability. Below, we list likely questions; there may also be different and/or additional questions asked of applicants.

Innovation Viability

- a) Describe your innovation. **Provide back-up documentation in the form of 1 .pdf of no more than 3 pages).**
 - i. What is your innovation? What is transformative or “game-changing” about it?
 - ii. If your innovation is a technology, provide technical specification on how your innovation works; if a business model, what is innovative about it?
 - iii. Why is there an urgent need for your innovation?
 - iv. How does your innovation differ from existing products or services on the market?
 - v. What is/are the specific critical barrier(s) or problem(s) – related to water for food security – that your innovation addresses?
 - vi. What are the key, quantifiable metrics related to your innovation’s performance or expected performance (e.g. total increased installed storage capacity [cubic meters]; liters of water saved or used per hectare of land)? Focus on the most important pieces of quantitative data that you have on your product or service’s performance or expected performance.
- b) Describe how you will measure and monitor success, including metrics/indicators and targets.
- c) Stage 1 applicants only: Describe your experience to date piloting and validating your innovation (*If Stage 2, write N/A in this section*).
 - i. Where has this been piloted?
 - ii. What were the results of that pilot?
- d) Stage 1 applicants only: Describe any future pilots and/or validation for your innovation (*If Stage 2, write N/A in this section*).
 - i. Do you plan to launch future pilots in a new market(s) under *Securing Water for Food* and what is the timeframe for doing this?
 - ii. What is your timeframe for validating your technology solution? (technology innovations only; *if business model innovation, write N/A*).

Application and Sustainability in Developing or Emerging Country(ies)

- a) Describe the effect that your innovation would have at wide scale.

SOL-OAA-14-000019

- i. How many people will your innovation affect (directly and indirectly) within 3-5 years? Indirect effects include “trickle down” benefits to people who may not be actual users of the product or service. What assumptions went into your analysis? While we understand that this question is difficult to answer, please be as thoughtful as possible. *(For example, please do not say “This innovation will affect 5 million people in 3-5 years because the country has a population of 100 million people and 2.5% will like our innovation and another 2.5% will benefit just because they are in the country.”)*
- b) Describe your expected end-users.
 - i. Who are your end users?
 - ii. Was this innovation designed with input from these end-users?
 - iii. How might end users need to modify their existing practices or behaviors to use your product or service?
 - iv. How will you ensure that the proposed innovation is affordable to end users (affordability should include the full costs of management, maintenance, and replacement in developing or emerging markets)?
- c) Describe your resource needs (financial and non-financial).
 - i. For Stage 1 innovators: What outside resources (e.g. suppliers of additive technology, materials/components, funds) are necessary to adapt the innovation to new markets? For Stage 2 innovators: What outside resources (e.g. suppliers of additive technology, materials/components, funds) are necessary to commercialize and/or bring the innovation to scale?
- d) Describe your developing or emerging country experience.
 - i. Do you have any developing or emerging country experience?
 - ii. Are you already active in the developing or emerging country in which you propose to work in this application?
- e) Describe your partnership strategy and provide letters or other forms of commitments (e.g. contracts, letters of support, memoranda of understanding between collaborating entities) supporting your partnership strategy. **Provide back-up documentation in the form of 1 .pdf document of no more than 3 pages if you are able to do so**
 - i. Who are your existing local and global partners?
 - ii. In the future, what other potential partnerships would be beneficial to bring your innovation to scale (e.g. with local companies, international corporations, local governments, investors, consumer groups, cooperatives, companies, public sector agencies) and what stage are you at in identifying and/or working with these partners?
- f) Describe the enabling environment.
 - i. Provide detail about the legal and regulatory challenges in the country(ies) in which you propose to work, including specific laws and policies that will either foster or inhibit the scale-up of the technology.
 - ii. What are the social, economic, and environmental, challenges your innovation faces that may prevent its scale-up and how you propose to overcome those challenges?
- g) Describe the economic and environmental impacts of your innovation.
 - i. What are the potential positive and negative economic impacts of your innovation?
 - ii. What are the potential positive and negative environmental impacts that could be caused by your innovation?
- h) Describe how your innovation benefits vulnerable groups, including the poor and women.
 - i. How does your innovation directly or indirectly benefit or impact vulnerable groups, including poor and women (for example, does this innovation engage one or more of these vulnerable groups as innovators, employees, suppliers, distributors and consumers)?

Business/Financial Viability

- a) Describe the demand for your innovation.

SOL-OAA-14-000019

- i. In what country(ies) is your product/service currently available?
 - ii. In what country/region/market are you proposing to expand with *Securing Water for Food* funding?
 - iii. What is the total addressable market for your innovation? What is the basis for your claim?
 - iv. What is the potential market share for your innovation within 3-5 years? What is the basis for your claim?
 - v. For Stage 2 innovators: What is the existing market share for your innovation?
- b) Describe key elements and timeframe of your go-to-market strategy.
- i. Define recent trends that make your innovation and go-to-market strategy possible.
 - ii. What are the key elements and timeframe of your go-to-market strategy (these should include the: pricing plan; licensing plan; distribution strategy)?
 - iii. Where do you see the biggest challenges and opportunities?
- c) Describe the competitive landscape.
- i. What is your competitive advantage?
 - ii. Who are the companies/organizations that you see as competition?
 - iii. What are the competitive advantages of your key competitors?
- d) Describe your financial model. **Provide back-up documentation in the form of 1 .pdf document of no more than 3 pages if you are able to do so).**
- i. What is the unit cost of your product/service? For technology innovations, how much does it cost to produce, store, and sell one unit of this innovation? For business model innovations, what must be spent to offer this specific service including the number of times the service is offered, the salaries of those employed to deliver the service, and any materials used to deliver the service?
 - ii. What is your price per unit?
 - iii. What are your sources and uses of capital, including your own investment in the innovation?
 - iv. For Stage 2 innovators, include financial statements (include profit and loss, balance sheet, and cash flow analysis).
 - v. For Stage 2 innovators, describe the sales and distribution model.
- e) Describe the skills and experience of your key operational executives and board members.
- iii. What are the qualifications and years of experience of your key operational executives and board members in terms of technical, operations and business expertise (focus on the following: track record; expertise; and networks)? **Provide back-up documentation in the form of 1 .pdf document of no more than 3 pages if you are able to do so).**
- f) Describe the source(s) of your matching funds and/or in-kind contributions (note: additional evaluation points will be awarded for applicants who provide higher matching funds than the minimum described in Section 3.C). **Provide back-up documentation in the form of 1 .pdf document of no more than 3 pages if you are able to do so).**
- i. What are the source(s) and amount(s) of market-based matching funds or in-kind contributions?

Appendix 3- Stage 2 Budget Information Requirements

- **Budget Spreadsheet**

The budget should represent a detailed summary budget. The basic definitions for the detailed cost elements are provided below.

- **Budget Narrative**

The budget narrative should provide information on the basis for estimating each line item, including reference to sources used in substantiating the cost estimate (e.g. organization's policy, payroll document, vendor quotes, etc.).

- 1) **Direct Labor**

Direct salaries, wages and annual increases for all personnel proposed under the application must be in accordance with the Applicant's established personnel policies. To be considered adequate, the policies must be in writing, applicable to all employees of the organization, subject to review and approval at a high enough organizational level to assure its uniform enforcement, and result in costs which are reasonable and allowable in accordance with applicable cost principles. The narrative should include a level of effort analysis specifying personnel, rate of compensation, and amount of time proposed. Anticipated salary increases during the period of the agreement should be included;

- 2) **Fringe Benefits**

If the Applicant has a fringe benefit rate that has been approved by a USG agency, such rate should be used and evidence of its approval should be provided. If a fringe benefit rate has not been so approved, the application should propose a rate and explain how the rate was determined. If the latter is used, the narrative should include a detailed breakdown comprised of all items of fringe benefits (e.g., unemployment insurance, workers compensation, health and life insurance, retirement, FICA, etc.) and the costs of each, expressed in dollars and as a percentage of salaries;

- 3) **Travel and Transportation**

The application should indicate the number of trips, domestic, regional, and international, and the estimated costs. Specify the origin and destination for proposed trips, duration of travel, and number of individuals traveling. Per diem should be based on the Applicant's normal travel policies.

- 4) **Allowances**

Allowances must be broken down by specific type and by person and must be in accordance with the Applicant's established policies.

- 5) **Supplies and Equipment**

Differentiate between expendable supplies and nonexpendable equipment (NOTE: Equipment is defined as tangible nonexpendable personal property including exempt property charged directly to the Award having a useful life of more than one year and an acquisition cost of \$5,000 USD or more per unit, unless the Applicant's established policy establishes nonexpendable equipment anticipated to be required to implement the program, specifying quantities and unit cost).

- 6) **Sub-awards (contracts/grants) (if any)**

SOL-OAA-14-000019

Applicants who intend to utilize sub awardees should indicate the extent intended and a complete cost breakdown, as well as all the information required herein for the Applicant. Sub-awards cost applications should follow the same cost format as submitted by the Applicant.

7) Other Direct Costs

This could include any miscellaneous costs such as office rent and utilities, communications, transportations, supplies, public outreach, sub-awards, audits, report preparation costs, passports, visas, medical exams and inoculations, insurance (other than the Applicant's normal coverage), etc. The narrative, or supporting schedule, should provide a complete breakdown and support for each item of other direct costs.

8) Indirect Costs

The Applicant should support the proposed indirect cost rate with a letter from a cognizant U.S. Government audit agency, a Negotiated Indirect Cost Agreement (NICRA), or with sufficient information for USAID to determine the reasonableness of the rates (For example, a breakdown of labor bases and overhead pools, and the method of determining the rate).

C. USG Forms and Certificates

Depending on mechanism, Applicants may be requested to submit the following:

- USG Standard Forms SF-424 series, which includes the**
 - SF-424, Application for Federal Assistance,
 - SF-424A, Budget Information – Non-construction Programs, and
 - SF-424B, Assurances – Non-construction Programs
- Certificates**
 - Certificate of Compliance if your organization's systems have been certified by USAID/Washington's Office of Acquisition and Assistance (M/OAA)

Each of these USG Standard Forms can be downloaded from:

<https://apply07.grants.gov/apply/FormsMenu?source=agency>