
Multicountry Request for Proposal (RFP)

GENEVA, 17 FEBRUARY 2020



Multicountry Request for Proposal - Information Session for applicants

1. Multicountry Catalytic Funding Background
2. Eligibility Requirement for Applicants
3. Funding Proposal Development
4. Funding Proposal Timelines
5. Q&A

Multicountry Catalytic Funding Background

Multicountry Catalytic Investment 2020-2022

As per Board Decision GF/B36/04 and on technical partner recommendation funding is to be directed towards multi-country approaches for the following purpose:

"to target a limited number of key, strategic multi-country priorities deemed critical to meet the aims of the Strategy and not able to be addressed through country allocations alone"

Multi-country approach / 2020 – 2022 allocation

HIV

US\$ 50 Million

Tuberculosis

US\$ 40 Million

Malaria

US\$ 140 Million

HIV Multicountry priorities and approved approach for 2020-2022

Multi-country priority for the 2020-2022 allocation	Amount (USD)	Application Approach
HIV		
Sustainability of services for key populations in EECA region	13,000,000	Request for Proposal
Sustainability of services for key populations in South East Asia	12,500,000	Request for Proposal
Sustainability of services for key populations in Middle East North Africa	7,500,000	Continuation
Sustainability of services for key populations in Latin America	10,500,000	TBD (June 2021)
Sustainability of services for key populations in the Caribbean region	6,500,000	TBD (June 2021)

RFP Multicountry process: General considerations

- **Competitive** process – TRP will assess the merits based on the evaluation criteria
- **No preference** for any specific implementer or interventions
- **Coalition-building** encouraged but not demanded
- **Maximize results** - any combination of interventions and implementers that provides most impact in target regions
- **Rule 51%.** The majority (at least 51 percent) of countries included in the funding proposal must be eligible to submit their own Global Fund request for funding for that same disease through a single-country application.

Eligibility Requirements for Applicants

Who can be an Applicant?

Regional Coordinating Mechanism (RCM)

- Coordinating mechanism at the regional level, representing more than one country
- Coordinate the development of the funding request(s) at the regional level
- Oversee the implementation of program activities
- Subject to Eligibility Requirements and CCM Policy

Regional Organization (RO)

- Demonstrate broad regional stakeholder consultation and involvement by:
 - ✓ Experience in working in the region on the issues targeted by the multicountry priority;
 - ✓ Experience in working with other regionally / multicountry focused initiatives, programs;
 - ✓ Experience of working with key populations.
 - ✓ Not be a United Nations, multilateral or bilateral agency.
- Demonstrate elements for sustainability for the regional strategic priority.
- Subject to some of the Eligibility Requirements

Consortium

- Request may be developed and owned by multiple partners operating in the region
- Demonstrate how this collaboration and interaction will increase impact and build local capacity
- Same elements as for Regional Organization with a single representative of the consortium

Who can be an Implementer (Principal Recipient/Sub-Recipients)?

- Qualified entities from the public or private sector or civil society, (please see RFP for details)
 - In exceptional cases - the local/regional office of a multilateral organization or bilateral organizations
-
- The Implementers will be the entity implementing the grant proposed by the Applicant.
 - RCM and Consortiums cannot act as Implementers and shall nominate an Implementer(s) (one of the organizations forming a Consortium can act as Implementer).
 - RO Applicants may nominate as Implementer(s) both themselves and any third party. In cases RO Applicants nominate themselves as Implementers, they have to comply with Implementers' requirements.

Requirements for Applicants

RO

RCM/Consortium

Eligibility Requirement 1: Transparent and inclusive funding proposal development process

Coordinate the development of the funding proposal through transparent and documented processes that engage a broad range of stakeholders, including national CCM members and non-members.
Clearly document effort to engage key affected populations in the development of the funding request, including most-at-risk populations.

Eligibility Requirement 2: Transparent and documented PR selection process

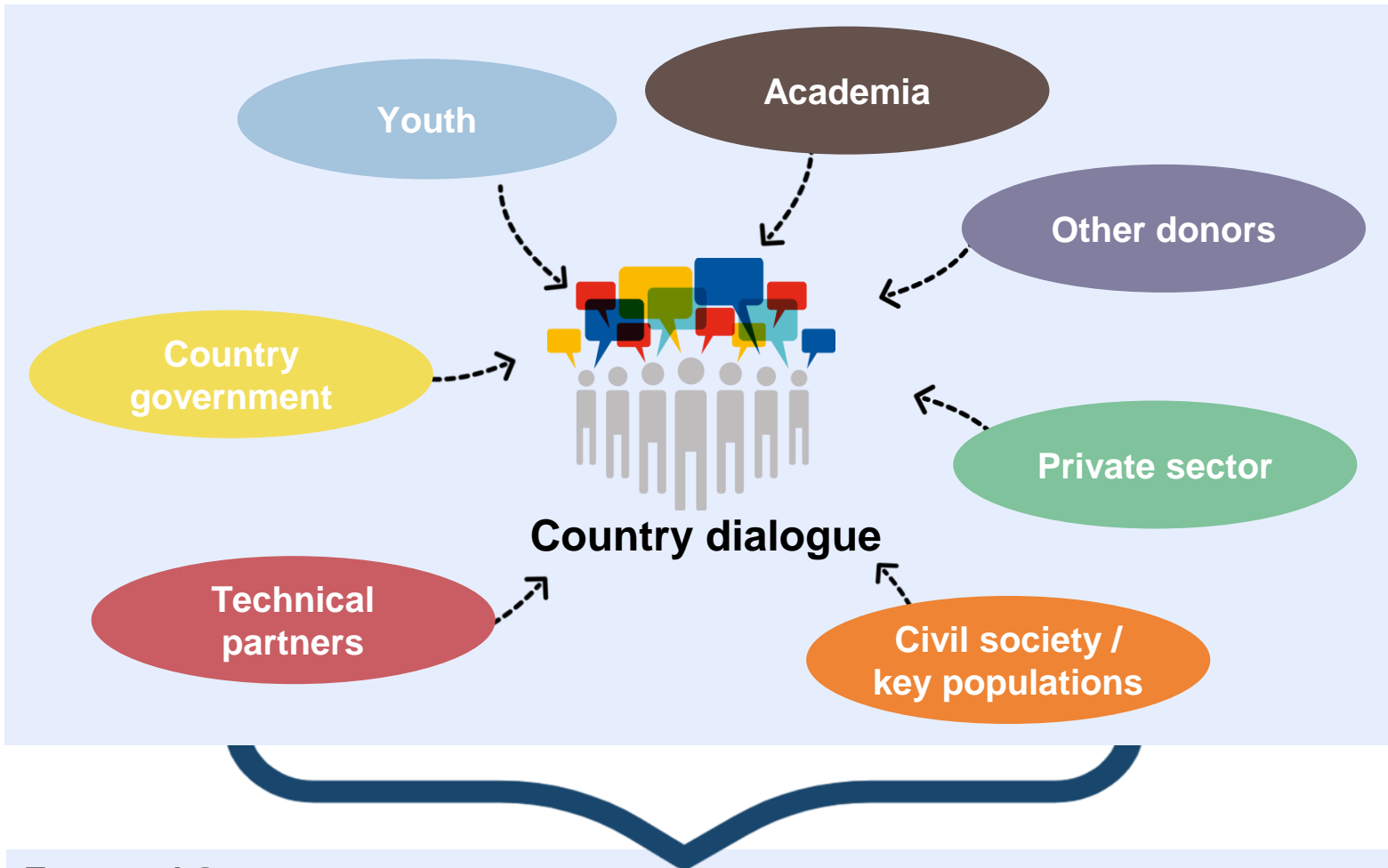
If RO acts as applicant and implementer, requirement does not apply, however an assessment of capacity is required.

Nominate one or more implementers at the time of submission

- a. Document a transparent process for all new implementers nomination based on clearly defined and objective criteria
- b. Document the management of any potential conflict of interest that may affect the implementer nomination process

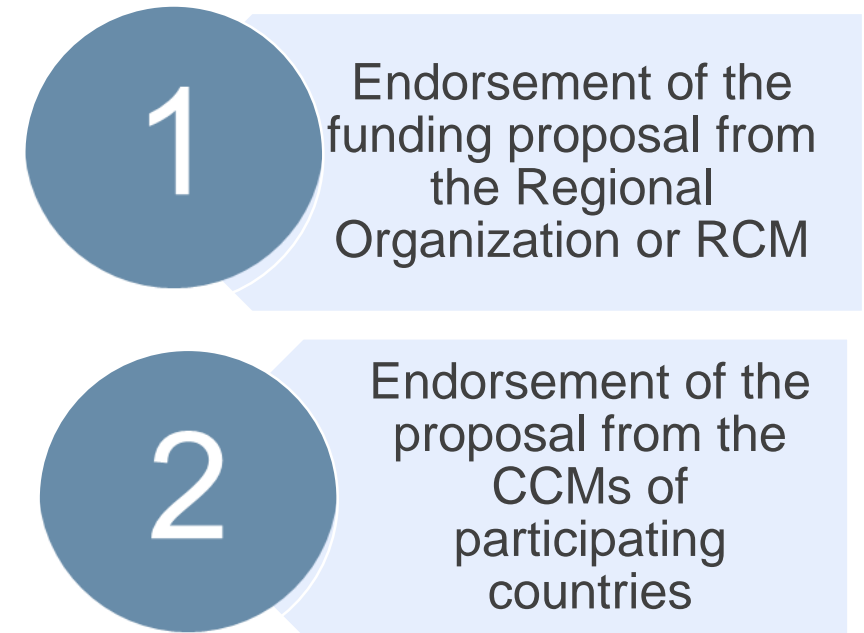
51% Rule: The majority (at least 51 percent) of countries included in the funding proposal must be eligible to submit their own Global Fund request for funding for that same disease

Regional Dialogue & RCM/RO Eligibility Requirements



Expected Outcomes:

- 1 Documented evidence of the inclusive dialogue to comply with Eligibility Requirement 1 and Eligibility Requirement 2.
- 2 Endorsement of the funding request by the CCM from each participating country



ER 1 and 2 are screened at the time of submitting a funding request

<https://www.theglobalfund.org/en/funding-model/applying/multicountry-funding/>

CCM Endorsement

Support from CCM of each country participating in a regional funding request

- ✓ It is at the discretion of each CCM to determine the level of information required for their endorsement. Nevertheless, it is not expected that CCMs are approving the budget, or the specific interventions. Rather, the CCMs are endorsing the overall approach as the funding proposal relates to their country.
- ✓ **A signed letter from the CCM Chair or Vice-Chair, for each country included in the application** (signed and dated; and minutes of CCM meeting from each country, if available).
- ✓ CCM can endorse more than one proposal

NOTE: If CCM endorsement cannot be obtained, provide a short explanation of the reasons and how support will be obtained from in-country partners for implementation. In non-eligible countries, an endorsement of the Ministry of Health is expected in order to confirm the possibility to implement activities in such countries.

- ✓ If any of the countries included in the funding proposal have no CCM, a signed letter of endorsement from Ministry of Health or national coordinating body should be attached.

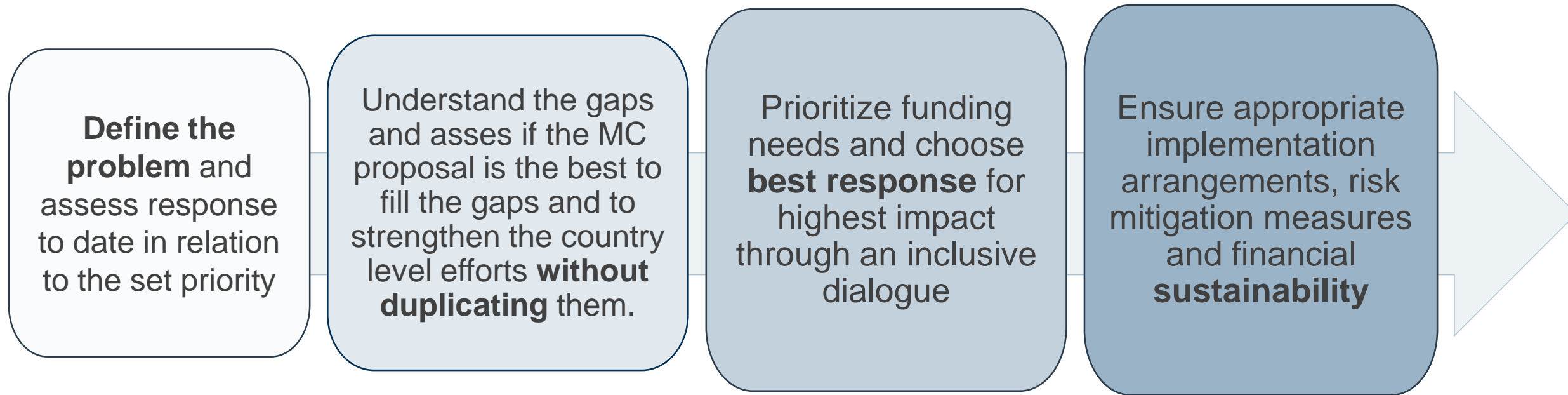
NOTE: If no endorsement has been provided, explain the reasons for the lack of such endorsement. For these countries, describe how RCM/RO will obtain support from in-country partners to implement the proposed interventions and address any operational and legal challenges to program implementation

Minimum Standards for Implementers and Program Delivery

- The Implementer demonstrates technical expertise in the multicountry strategic priority at multicountry and country levels.
- The Implementer demonstrates effective management structures and planning at multicountry and country levels
- 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.
- The internal control system of the Implementer is effective to prevent and detect misuse or fraud.
- The financial management system of the Implementer is effective and accurate
- Data-collection capacity and tools are in place to monitor programmatic and financial performance.
- A functional routine reporting system with reasonable coverage is in place to report multicountry financial and programmatic performance timely and accurately.

Funding Proposal Development

Logical flow of funding proposal development



Funding proposal

Thematic Sections in each Funding Request

Context

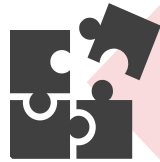
Request

Implementation

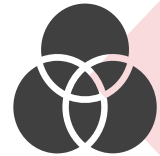
Sustainability



Regional
Context



Funding
Request
Prioritization



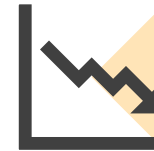
Opportunities
for Integration



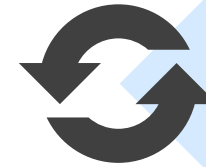
Value for
Money



Implementation
Arrangements



Risk



Sustainability
& Transition

What are the elements of a successful MC funding proposal (based on the lessons learnt from 2017-2019 cycle)?

1. Proven consultative process in Funding Proposal development
2. Clear focus on the RFP objective
3. Clear analysis of lessons learnt
4. Clear geographical focus
5. Synergy with the national interventions and other regional interventions
6. Multicountry lens and maximizing the catalytic changes at the country level
7. Alignment to technical partners' guidance for key populations and other interventions
8. Value for money
9. Program Management cost to be minimized and with strong rationale
10. Strong and clear coordination and oversight mechanism
11. Tangible outcomes
12. PF to be robust and realistic at national and regional level – regional and/or catalytic targets
13. Innovative approaches are welcomed
14. PAAR important in case of savings identified during grant making

Funding Request

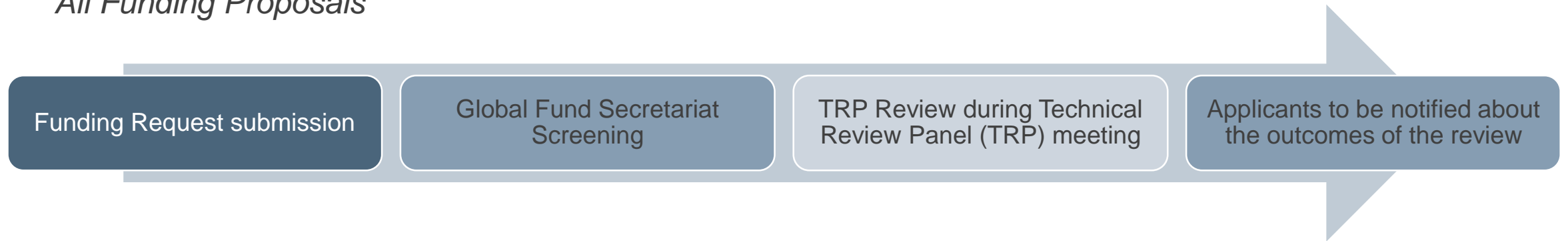
Core documents and Annexes



Funding Proposal Timeline

Next Steps in the Funding Request Review Process

All Funding Proposals

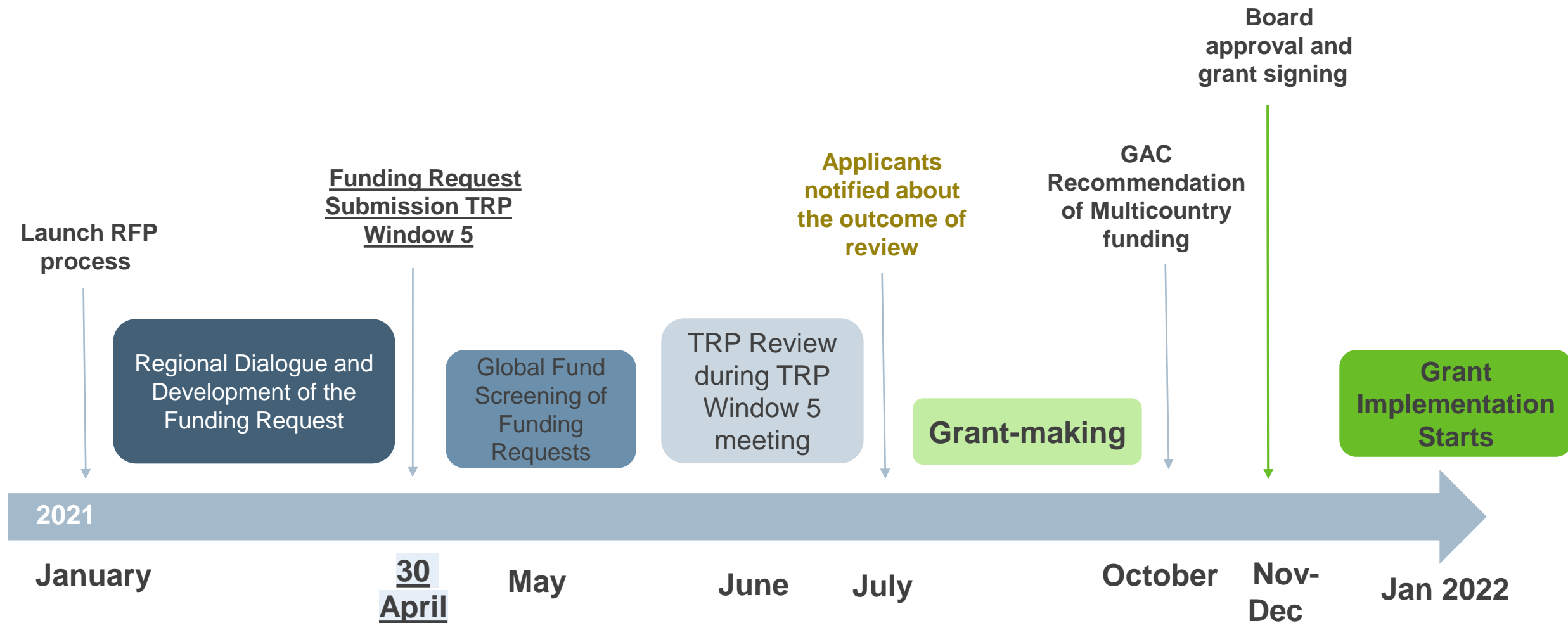


Only TRP recommended Funding Proposal



2020-2022 Multicountry timelines

Request For Proposal (RFP)



Useful resources

1. Multicountry [webpage](#)
2. Multicountry [guidance note](#)
3. Guidance on CCM/RCM [Eligibility Requirements 1&2](#)
4. Multicountry RFP for [EECA](#) (SEA RFP will be published subsequently)
5. RFP application materials and corresponding instructions are available upon request to Accesstofunding@theglobalfund.org
6. Technical Review Panel (TRP) [Observations on the 2017-19 Allocation Cycle](#)
7. Implementation arrangement map [instructions](#)

Questions?

Any remaining questions, please reach out to
Accesstofunding@theglobalfund.org

Thank you for your participation!




*Any remaining questions, please reach out to
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Backup slides

Catalytic Investments for 2020-2022

Modality	Total Funding (US\$ m)	Proportion of Funding
Matching Funds	302	34%
Strategic Initiatives	358	40%
Multi-country	230	26%
Total	890	100%

Multi-country Catalytic Investments for 2020-2022

  	Component	Strategic priority	Allocation US\$ M
	HIV	Key populations and sustainability	50
	TB	TB multi-country approaches	40
	MALARIA	Addressing drug resistance in Great Mekong sub-region	120
		Malaria elimination in Southern Africa	20
	TOTAL		230

TB and Malaria Multicountry Priorities for 2020-2022

Multi-country priority for the 2020-2022 allocation	Amount in US\$
TB	25,500,000
Interventions among refugees in Eastern Africa (IGAD)	5,000,000
Interventions among migrants & mobile populations in Asia: Interventions for Afghan refugees, returnees and mobile population in Afghanistan, Pakistan and Iran	4,000,000
Interventions among migrants and mobile populations in Asia: the Greater Mekong	7,500,000
Supranational labs in Eastern and Southern Africa (ECSA)	4,000,000
Supranational laboratory in Western and Central Africa	5,000,000
Supranational labs in Latin America and the Caribbean (decided in Jan 2020)	4,000,000
TB in mining (decided in Jan 2020)	10,500,000
Malaria	20,000,000
Elimination of malaria in Southern Africa: E8	14,000,000
Elimination of malaria in Southern Africa: MOSASWA	6,000,000
Elimination of malaria multi-drug resistance (RAI) (decided with allocation letters in Dec 2019)	120,000,000

CCM/RCM eligibility requirements:

Requirement 1: The Global Fund **requires** all applicants to: i. Coordinate the development of all funding requests through transparent and documented processes that engage a broad range of stakeholders, including national CCMs members and non-members, in the solicitation and the review of activities to be included in the funding request; and ii. Clearly document efforts to engage Key Populations in the development of funding requests.

Requirement 2: The Global Fund **requires** all applicants to: i. Nominate one or more PR(s) at the time of submission of the funding request(s); ii. Document a transparent process for the nomination of all new and continuing PR(s) based on clearly defined and objective criteria; and iii. Document the management of any conflicts of interest that may affect the PR(s) nomination process.

Requirement 3: Recognizing the importance of **oversight**, the Global Fund **requires** all applicants to submit and follow an oversight plan for all Global Fund approved financing. The plan must detail oversight activities and must describe how the applicant will engage program stakeholders in oversight, including CCM members and non-members, and in particular non-government constituencies and Key Populations.

Requirement 4: The Global Fund requires all applicants, based on epidemiological as well as human rights and gender considerations, to show evidence of membership of: people that are both living with and representing people living with HIV; ii. people affected by and representing people affected by tuberculosis and malaria; and people from and representing Key Populations.

Requirement 5: The Global Fund requires all CCM members representing non-government constituencies to be selected by their own constituencies based on a documented, transparent process, developed within each such constituency. This requirement applies to all non-government members, including those members selected pursuant to Requirement 4 above, but not to multilateral and bilateral partners.

Requirement 6: To support CCMs' leadership role of setting a tone and example of abiding by the highest standards of ethics and integrity, the Global Fund requires all CCMs to: Approve and adopt the Code of Ethical Conduct for CCM Members; ii. Develop or update, as necessary, and publish a Conflict of Interest Policy that applies to all CCM members, alternates, and CCM Secretariat staff; and iii. Enforce the Code of Ethical Conduct and apply the Conflict of Interest Policy throughout the life of Global Fund grants.