



**ELTON JOHN
AIDS FOUNDATION**

Fund for Key Populations in Eastern Europe and Central Asia

Opportunity Announcement

January 2018

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I. FUND FOR KEY POPULATIONS IN EASTERN EUROPE AND CENTRAL ASIA

Elton John AIDS Foundation (“the Foundation”) recently announced new funding initiatives for people living with and at-risk for HIV and hepatitis C. The Foundation has launched the Key Populations Fund for Eastern Europe and Central Asia (EECA KP Fund), to increase prevention and treatment of HIV for individuals most vulnerable to the HIV epidemic in the region.

Over 1.5 million people are living with HIV in Eastern Europe and Central Asia. New HIV infections in the region have increased by over 50% since 2010. The most vulnerable groups, including people who inject drugs (PWID), men who have sex with men, transgender people and other LGBT people (LGBT people) and female sex workers (FSW) and their sexual partners make up over 96% of those infected. Most people living with HIV in EECA are not on treatment. Co-infection with hepatitis C is widespread, with an estimated 60 – 98% of people living with HIV who inject drugs co-infected with hepatitis C, depending on the country.

The EECA KP Fund aims to reach an estimated 20,000 people with HIV prevention, testing, and treatment, and provide treatment for 5,000 patients who are co-infected with HIV and hepatitis C. The Fund will also include a Rapid Response element to address emergencies, including the physical safety of people living with HIV. The EECA KP Fund seeks to develop “Lighthouse” grants that support HIV and hepatitis C care within the public health system. Funding for the new initiatives will include financial contributions from Gilead Sciences, who will also donate hepatitis C products for 5,000 patients in the region.

“The HIV epidemic in Eastern Europe and Central Asia, particularly in Russia and Ukraine, remains the fastest growing in the world,” said Anne Aslett, Executive Director of EJAF-UK. “As other donors have withdrawn from the region, EJAF remains committed to those most vulnerable to and affected by HIV throughout the region to improve their health and protect their human rights. The EECA KP Fund is the first initiative of its kind. It aims not only to save the lives of thousands of very vulnerable people but to introduce new ways of addressing and scaling up the response to the region’s expanding epidemic.”

II. OPPORTUNITY ANNOUNCEMENT: Lighthouse grants, Community grants and Emergency support Fund Manager

The Fund will support innovative, evidence-based efforts to bring the region closer to epidemic control. The Fund aims to reach over 20,000 members of key populations by scaling up innovative HIV prevention and treatment services, in partnership with communities and health systems. Moreover, the Fund aims to empower communities delivering and advocating for better, stigma-free HIV services, and collate best practices to demonstrate how effective evidence-based programming in Eastern Europe and Central Asia can bring the region closer to epidemic control.

CURRENT OPPORTUNITIES

The EECA KP Fund, with this announcement, is accepting concept notes for the following solutions:

A. Lighthouse grants: In the Russian Federation, the EECA KP Fund is looking to support programmes centred around existing health system infrastructure that scale up evidence-based, exemplary, innovative approaches to HIV services in selected regions with strong leadership. Lighthouses will be designed as blueprints for increasing access to HIV services in the EECA region. The Fund is looking for concept notes for evidence-based solutions up to £1.5m, lasting between 24 and 36 months.

B. Community grants: Across Eastern Europe and Central Asia, the EECA KP Fund is looking to support community-based organisations providing vital HIV services to key populations. The Fund is looking for concept notes for evidence-based solutions lasting up to 24 months, implementing in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan or Turkmenistan. The Fund is looking for proposed solutions in the range of £50,000 – £250,000, but will consider smaller and larger requests.

C. Emergency support Fund Manager: The EECA KP Fund is looking for a Fund Manager with links in Eastern Europe and Central Asia, to host and manage, for a period of 24 to 36 months, a £750,000 fund that rapidly makes flexible small grants of up to £5,000 available to community-based organisations responding to emergencies that threaten HIV service provision for key populations. The Fund is looking for concept notes for potential Fund Managers able to make grants to organisations operating in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan and Turkmenistan.

Further details and application modalities are outlined in this announcement.

FUTURE OPPORTUNITIES

In addition to the funding opportunities announced here, there will be additional future funding opportunities through the EECA KP Fund in 2018 and/or 2019. These may consist of funding available for the same and/or other grant types in the same and/or other countries. The Foundation will advertise opportunities on our website, www.ejaf.org.

TERMS AND CONDITIONS

The terms and conditions, as well as grants administration details, applying to this announcement, as well as announced opportunities are outlined in a separate document, available on our website, www.ejaf.org.

III. NATURE OF PROGRAMMES FUNDED: Lighthouse grants, Community grants and Emergency support Fund Manager

OVERVIEW

Proposed solutions must demonstrate readiness for rapid implementation and be able to show impact within two years. Solutions must be evidence-based and have strong potential to reduce new HIV infections among key populations affected by HIV in Eastern Europe and Central Asia, and to demonstrably increase access to care and adherence to treatment.

Please note, we will not fund basic or laboratory-intensive research. The majority of funds will be committed to achieving the Fund's objectives through service delivery. For use of funds for other purposes such as procurement of goods and products or capacity building, a description of how this leads to impact must be included. Solutions proposed may include pilots; however, the solution design must be well informed by related evidence and have a well-founded theory of change. Additionally, solutions proposed may include innovations which improve on previous successes, e.g., to expand service, reduce delivery time or reduce cost.

A. NATURE OF PROGRAMMES FUNDED: LIGHTHOUSE GRANTS

In the Russian Federation, the EECA KP Fund is looking to support programmes centred around existing health system infrastructure that scale up evidence-based, exemplary, innovative approaches to HIV services in selected regions with strong leadership. Lighthouses will be designed as blueprints for increasing access to HIV services in the EECA region.

Lighthouses will be approaches newly implemented or piloted in a given healthcare setting that increase access to HIV and co-infection information, prevention (including harm reduction), testing, and treatment services for key populations. Lighthouse grants are designed as catalytic funds to improve the quality, and thereby the uptake of HIV services in existing health care settings. Supported solutions will be cost-effective and scalable strategies that maximise numbers of people receiving prevention, harm reduction, testing and treatment services within a given healthcare setting, while minimising losses in the HIV care cascade, including by reducing barriers for initiation and adherence to ART regimens.

The Fund is looking for concept notes for evidence-based solutions up to £1.5m implementing in one region/location/city, lasting between 24 and 36 months. Implementers will have strong financial management, monitoring and evaluation, and health system strengthening skills, as well as strong partnerships with AIDS centres and community organisations. We welcome applications from consortia.

Examples of approaches that may be funded through a lighthouse grant include (but are not limited to):

Improvements to existing HIV services, e.g.,

- Integration of key population-specific health services into mainstream public health clinics
- Decentralisation of HIV service provision, e.g., provision of testing, prevention, HIV care, or other services in community, mobile or other (non-HIV) healthcare settings (e.g., pharmacy, primary care), with strong linkage to AIDS centres
- Measures that increase uptake of HIV testing, increase linkage to care for people newly diagnosed with HIV, or increase adherence to ART e.g., process improvements reducing time lags, process steps, number of patient-clinician interactions and information requirements; increased options for ART disbursements; improvements to clinician-patient interactions and data management; use of technologies such as mobile reminders
- Efforts to improve HIV service design and implementation, including needs assessments and patient-centred design interventions that improve clinic processes and make clinics friendlier and more desirable places to visit
- Changes to models of care, including improvement of patient algorithms, introduction of differentiated care, offering of telephone consultations, total quality improvement approaches, and other approaches that increase the capacity of health care settings to offer high-quality HIV prevention, testing and treatment services to large numbers of key populations
- Improvements to referral and linkages across the prevention, care and treatment continuum

Approaches that remove barriers preventing uptake of existing HIV services, e.g.,

- Mechanisms for community feedback to troubleshoot problems, and make services more respectful and appropriate
- Tackling of data safety and security issues to ensure confidentiality
- Training and sensitisation of health workers and other workers in health settings to reduce stigma, and create friendly, welcoming environments where key populations feel comfortable receiving prevention and care services
- Tackling internal and external stigma in broader societal structures
- Strategies that systematically identify and reduce barriers to adherence in care
- Capacity-strengthening of AIDS centres on monitoring and evaluation, documentation and data-tracking systems, as well as measures to change organisational culture within healthcare settings

Interventions that increase the demand among for HIV services, e.g.,

- Use of social media and other technology to create demand for HIV services
- Peer outreach and behaviour change interventions
- Strategies to re-engage into care those who have dropped off or lost to follow up

The provision of new services, e.g.,

- Integration of HIV services with other related services (prevention, harm reduction, psychosocial support, adherence support) in one physical location etc.
- Offering of PrEP, self-testing, and other innovative HIV and harm reduction services

- Expansion of prevention commodities offered (e.g., increased provision of condoms, lubricants, PrEP, clean needles)
- Community-led comprehensive HIV and STI services
- Special strategies for particularly hard-to-reach key population groups

The above are examples, and we also welcome other potential innovative solutions that take less than 42 months to implement and achieve the Fund's objectives.

B. NATURE OF PROGRAMMES FUNDED: COMMUNITY GRANTS

Across Eastern Europe and Central Asia, the EECA KP Fund is looking to support several community-based organisations providing vital HIV services to key populations, including HIV and co-infection information, prevention, testing, linkage to care, treatment initiation and adherence support services, as well as harm reduction services. Supported solutions are likely to be designed for scale and be led by organisations with a track record of providing HIV services for key populations. Where possible, the Fund is looking to support services that, if successful, can be transitioned to other funders, including national government, domestic funders or large multilaterals.

The Fund is looking for concept notes for evidence-based solutions lasting up to 24 months, implementing in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan or Turkmenistan. Most supported solutions will be in the range of £50,000 – £250,000.

Examples of approaches funded through a community grant include (but are not limited to):

Approaches that provide access to HIV and STI prevention, care, treatment and harm reduction information and services for key populations. Examples of interventions that achieve this objective are:

- Key population specific HIV and harm reduction services in high-incidence and high-prevalence areas where these are not already available e.g.,
 - Provision of testing including HIV self-testing and STI testing; of prevention information and commodities, including condoms, lubricants, and PrEP
 - Provision of harm reduction services
 - Provision of key population-specific health and harm reduction HIV services including treatment, in mainstream public health clinics, or in drop-in centres
 - Referral and linkages across the prevention, care and treatment continuum
 - Mechanisms for community feedback to troubleshoot problems in services provided in the public health system, and make services more respectful and appropriate
 - Provision of adherence support interventions, including support groups, reminders and community ART provision
- Interventions that increase the demand among key populations for HIV and harm reduction services, e.g.,
 - Use of social media and other technology to create demand for HIV services
 - Peer outreach and behaviour change interventions
 - Linkage of key populations to friendly providers
 - Sensitisation of existing health services to make them friendly and accessible for key populations
- New services for key populations, e.g.,
 - Community-led comprehensive HIV and STI services

- Special strategies for particularly hard to reach key populations
- Cross-cutting approaches, e.g., community mobilisation or community-based approaches integrated into peer outreach and support and/or clinical service
- Other new and innovative approaches

Approaches that decrease stigma, discrimination and violence acting as a barrier to HIV and harm reduction service uptake among key populations. Examples of interventions that achieve this objective are:

- Interventions that directly protect key populations from stigma, discrimination and violence, e.g.,
 - Incorporation of violence response systems into health services, community groups and other relevant organisations
 - Safe spaces for communities to organise and undertake interpersonal and group communication and other activities
- Advocacy activities that mobilise and engage stakeholders to create appropriate health and harm reduction services for key populations
 - Training and sensitisation of health workers, police, government authorities to reduce stigma
 - Community mobilisation for advocacy to create enabling environments
 - Strategic planning with local government and other stakeholders (e.g. PEPFAR, Global Fund, UN family)
 - Contributions to national policy guidance and operational frameworks
 - Participation in local, regional or national accountability and decision-making mechanisms

The above are examples, and we also welcome other potential innovative solutions that take under 30 months to implement and achieve the Fund's objectives.

C. NATURE OF PROGRAMMES FUNDED: EMERGENCY SUPPORT FUND MANAGER

The EECA KP Fund is looking for a Fund Manager with links in Eastern Europe and Central Asia, to host and manage, for a period of 24 to 36 months, a £750,000 fund that rapidly makes flexible small grants of up to £5,000 available to community-based organisations responding to emergencies that threaten HIV service provision for key populations.

The successful Applicant will be responsible for disbursing and managing EJAF and partner funds for an “emergency support fund” by way of sub-grants to selected awardees ensuring monitoring and evaluation of the sub-grants and providing overall programme support when needed. Sub-grants will be to organisations operating in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan and Turkmenistan.

The Foundation expects to award **one** grant. A portion of the total Fund can be used for administration and management services described and this will be based on allowable, allocable and reasonable project direct costs. The remaining funds will be re-granted to civil society organisations. The Fund Manager is expected to not only administer monitoring and evaluation of the sub-grants but also to provide overall programme support where necessary.

More specifically, the Fund Manager selected will be responsible for:

- 1) **Issuing small grants, of up to £5,000, for emergency support** – the Fund Manager will be responsible for re-granting Foundation funds to the civil society organisation in a timely and efficient manner in order to ensure access to HIV services for key populations. The Fund Manager is expected to monitor the progress, including fiscal management, of sub-grantees with regular reporting of results to the Foundation. This will include the following:
 - Negotiate and sign grant agreements with awardees and provide funding and timely disbursements in accordance with the achievement of agreed project delivery targets
 - Ensure robust and transparent assessment and supervision of funded projects, including proper fiduciary oversight
 - Ensure all awardees have reasonable M&E plans to consistently monitor progress against milestones and targets, and that supported projects will ensure access to HIV services for key populations
 - Provide support to projects to help them deliver their objectives
 - Notify EJAF of progress with projects, including where problems have arisen that may require action
 - Aggregate data from funded projects to report consolidated results to and share with relevant stakeholders
 - Establish and maintain case study database, provide progress reports to the Foundation, and disseminate lessons learned and report those to EJAF
 - Conducting preliminary due diligence on awardees before an official Award is made
 - Assess and manage risk at regular intervals

2) **Managing, monitoring and evaluating sub-grants** – the Fund Manager will be expected to manage all sub-grants including related paperwork and documentation as well performance management and monitoring and evaluation of the sub-grants to ensure Foundation funds are being used appropriately, and are used to ensure that key populations can access HIV services. The Fund Manager is to exercise full financial oversight and provide reporting to the Foundation. This will include the following:

- Negotiate budgets for all approved funding
- Produce and issue sub-grant agreements
- Verify and authorise all claims, ensuring funds are claimed in accordance with agreed budgets
- Disburse funds (on behalf of the Foundation) to ensure valid claims are paid within agreed timeframes
- Check and verify expenditure reports for all sub-grants submitted with narrative reports
- Deal with ad hoc enquiries
- Produce quarterly and annual financial returns for the Foundation showing amounts disbursed, broken down into individual projects
- Actively pursue those sub-grantees who fail to submit financial expenditure reports and Audited Accounts on time; report any concerns about the reports to the Foundation

COUNTRIES FUNDED

(A) Lighthouse grants will be available for organisations implementing in the Russian Federation.

(B) Community grants will be available for organisations implementing in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan or Turkmenistan.

(C) The Fund Manager for the emergency support fund must be able to re-grant to potential applicants from the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan or Turkmenistan.

IV. HOW TO APPLY

TIMELINE

The application process for EECA KP Fund grants has two stages, first a Concept Note stage, followed by an Application stage. Applications will be invited from those organisations submitting the most relevant Concept Notes, as defined by the eligibility and selection criteria.

At the point of the release of this opportunity announcement, the first stage, we are inviting Concept Note submissions. Concept Notes should outline a high-level vision for a potential solution, with a clear narrative of how this solution will achieve the Fund's objectives. Compared to the full Application stage, implementation and financial planning can be at a higher level.

An expected timeline is below.

Preliminary timeline (subject to change):

| | |
|--|------------------------------------|
| Opportunity announcement | January 2018 |
| Concept Note portal opens on london.ejaf.org | January 29, 2018 |
| Deadline for Concept Notes | February 15, 2018, by 11:59 PM GMT |
| Applications invited (subject to change) | March 2018 |
| Application deadline (subject to change) | April/May 2018 |
| Notification to awardees | May/June 2018 |
| Negotiation and Terms of Agreement | May/June 2018 |
| Implementation start | July 2018 |

CONCEPT NOTES

Unless explicitly approved by the Foundation, all Concept Notes must be submitted through our application portal on london.ejaf.org **by February 15, 2018 at 11:59 PM GMT**. It is the sole responsibility of the Applicant to update or correct information provided through the application portal on the website. Concept Notes submitted via post, facsimile, e-mail, or other form will not be accepted. Any exception requests must be sent to the Foundation via friedrich.conrad@ejaf.org at least one week before the submission deadline (i.e., before February 9, 2018 at 11:59 PM GMT for Concept Notes). The Foundation is not responsible for human error, theft, destruction, or damage to Concept Notes or Applications, or other factors beyond its control.

GENERAL REQUIREMENTS FOR ALL GRANT TYPES

Key information required in the Concept Note will include the following:

- **Your project:** Organisation or Consortium name; partners delivering this project; country; project summary; project cost; focus area

- **Narrative:** Your submission should explain your project, and why it is a good fit against the selection criteria outlined in section V of this RfP
- **Budget:** A provisional GBP budget
- **Applicant details:** contact details; type of applicant; registration details; organisational income and number of employees; address

SPECIFIC REQUIREMENTS BY GRANT TYPE

Concept notes for (A) lighthouse grants will require

- Answers to the following narrative questions about the proposed project:
 - Project summary (750 characters incl. spaces)
 - Please provide a background to your organisation and how you help to create an AIDS free. (500 characters incl. spaces)
 - Please tell us about your proposed project, what your planned activities are and your intended outcomes. Please also tell us how the success of the project will be measured. (2000 characters incl. spaces)
 - Why have you chosen to focus on this specific key population? How does this project meet the objectives of the EECA KP Fund? (2000 characters incl. spaces)
 - List any implementing partners, and their role in the project (500 characters incl. spaces)
 - Why are you and/or your partners best places to undertake this work and effect this change? (1500 characters incl. spaces)
- A provisional GBP budget
- Two references

Concept notes for (B) community grants will require

- A limited number of brief answers to high-level questions
- A provisional GBP budget
- A 2-4 page proposal, in whichever format, outlining the proposed project and its relevance to the selection criteria stated in section VI of this RfP. In addition to the selection criteria, proposals should answer the following questions:
 - What does your project involve? What precise changes does the project intend to achieve and how? What is your organisational approach to implementation?
 - What is the intended impact of your project? How will your project further the objectives of the EECA KP Fund? What will the project contribute to tackling the HIV epidemic among key populations in your country?
 - Who are the implementing partners? Why are you and/or the implementing partners best placed to undertake this work and to effect this change?

Concept notes for (C) emergency support Fund Manager will require

- A limited number of answers to brief high-level questions

- A provisional GBP budget
- A 2-4 page proposal, in whichever format, describing your organisation as a potential Fund Manager, referring to the selection criteria stated in section VI of this RfP

Applications from partnerships and/or consortia are welcomed. Applicants with more than one project idea may submit multiple Concept Notes for multiple grant type. Please note each idea requires a separate Concept Note and applicants may submit **no more than four Concept Notes**. All Concept Notes must be in English. Minor language errors as one would expect from a non-native speaker are acceptable as long as the proposed project and its aims can be clearly understood.

SUPPORT WITH APPLICATIONS

All applicants have the opportunity to request a telephone conversation with representatives from the Foundation to ask clarification questions about this opportunity announcement and the selection criteria used to evaluate applications. All such requests must be made by February 8, 2018, latest, via email, to friedrich.conrad@ejaf.org. Requests must include a summary of questions.

APPLICATIONS

Applicants whose Concept Notes are selected to move forward to the Application stage will be notified by the Foundation and will be requested to submit an Application with further details on their solution. Selection of your Concept Note does not obligate you to submit an Application.

Successful Concept Note applicants will be invited to submit an Application. As with the Concept Note, all Applications will be submitted through the website. The Foundation may provide feedback to applicants to help further hone their Applications. The Application will require information such as additional detail on the proposed solution, monitoring & evaluation (M&E) framework, and proposed implementing partners that will receive funding under this grant. A detailed budget will also be required, as well as references and financial documentation. We will provide further information on this in the invitation to apply.

V. ELIGIBILITY REQUIREMENTS

All Concept Notes and Applications will be reviewed for eligibility before they are assessed against the evaluation criteria. The eligibility review is a pass/fail test, and covers both non-financial and financial considerations. Once eligible, Concept Note and Application selection will be based on our selection criteria listed below.

ELIGIBILITY REQUIREMENTS

The EECA KP Fund eligibility criteria are summarised in below, with accompanying explanations.

- **Country:** We are funding projects implemented in the Russian Federation, Armenia, Ukraine, Belarus, Moldova, Kazakhstan, Kyrgyzstan, Uzbekistan, Tajikistan or Turkmenistan. Applicants must have presence in the country of implementation or partner with a local organisation with in-country presence.
- **Type of applicant:** We encourage Applications from non-profit, academic and research organisations. Ineligible entities include individuals and governments. No organisation will be allowed to financially profit from implementation of project activities. Profit is defined as any amount in excess of allowable direct and indirect costs. Programme income earned by the recipient must be deducted from the total project or programme allowable cost in determining the net allowable costs on which the share of costs is based. Cost share and/or leverage is not required, but is strongly encouraged. Co-funding from partners is encouraged as this demonstrates a key stake in the project success by project partners, as well as demand for the solution.
- **Registration and Bank Account:** The Applicant must be a registered entity and must have an active organisational bank account.
- **Project Timetable:** Depending on grant type, the proposed grant must be implemented and all funds disbursed within two - three years from the date the grant agreement is signed with the Applicant or by January 1, 2022, whichever is earlier. The overall project duration must not exceed 42 months.
- **Completeness and Language:** All Concept Note and Application information and supporting documentation must be submitted in English; any other language will be considered ineligible. Written submissions must be completed in full to be considered eligible for review; incomplete submissions will be considered ineligible.
- **Key Populations:** The Fund supports HIV services for people who inject drugs, LGBT people including but not limited to men who have sex with men and transgender people, sex workers, as well as their families and intimate partners.

VI. SELECTION CRITERIA

After eligibility review, the Foundation will score each Concept Note holistically, using the below selection criteria. While the Concept Note and Application will use the same criteria, the level of detail requested from the Applicant at the Application stage will be greater. Applicants should reflect on the below questions when considering their solution's competitiveness and crafting their submission. While selection criteria will be used to objectively assess each Concept Note, the Foundation reserves the right to make final award decisions to ensure an optimal portfolio of awardees and solutions.

A. SELECTION CRITERIA: LIGHTHOUSE GRANTS

Strategic Alignment and Impact

- How well does the solution align and advance the goals and objectives of the EECA KP Fund?
- What is the likelihood that the solution achieves what it intends to achieve, through the means it proposes to do so, in 24-36 months? Is the solution feasible to implement in the country context?
- How significant, in numbers, are the potential impacts of the solution on reducing HIV infections, and increasing treatment of people living with HIV, among key populations in the country?
- Is there significant HIV incidence and prevalence, as well as unmet need in the region where the proposed solution would be implemented?
- Do the proposed activities differ substantially from those that other actors, such as the local government and health system, or international donors and NGOs are already undertaking?

Intervention Design

- Is the solution implemented within the existing public health system? What provisions for sustainability does the solution involve?
- Can the solution act as a blueprint for increasing access to HIV services elsewhere? Are the proposed activities likely to be replicated elsewhere? Is the intervention design scalable and cost-effective?
- What is the role of government and community partners in the intervention, and what support is there from these stakeholders for the proposed intervention?
- Is the proposed solution a response to previously identified barriers, building on existing and emerging learnings of key populations accessing HIV services?
- Will the solution, if successful, act as a good example of how to improve HIV services for key populations?

Organisational Capacity and Track Record

- Has the lead Applicant implemented programmes of similar nature and size? Does the lead Applicant have adequate management and financial systems in place to absorb the funds requested?
- How capable are the Applicant and its partners of implementing the solution? Are the experiences and track record of the Applicant and its partners applicable and well-suited to deliver the solution?

- Does the Applicant, either directly or through partners, have sufficient knowledge of and presence in the target area to rapidly begin mobilisation of personnel and implementation of activities upon award?
- What is the Applicant's track record and experience in working with AIDS centres in the Russian Federation, and in working with key populations communities?

Cost-effectiveness

- How do the solution's costs compare with other initiatives with similar expected results? Are the unit costs reasonable and properly substantiated?

B. SELECTION CRITERIA: COMMUNITY GRANTS

Strategic Alignment and Impact

- How well does the solution align and advance the goals and objectives of the EECA KP Fund?
- What is the likelihood that the solution achieves what it intends to achieve, through the means it proposes to do so, in two years? Is the solution feasible to implement in the country context?
- How significant, in numbers, are the potential impacts of the solution on reducing HIV infections, and increasing treatment of people living with HIV, among key populations in the country?
- How significant is the unmet need in the specific area and key population that the proposed solution is looking to support?
- Do the proposed activities differ substantially from those that other actors, such as the local government and health system, or international donors and NGOs are already undertaking?
- What is the role of government and community partners in the intervention, and what support is there from these stakeholders? Is the proposed solution a response to previously identified barriers, building on existing and emerging learnings of key populations accessing HIV services?

Organisational Capacity and Track Record

- Has the lead Applicant implemented programmes of similar nature and size? Does the lead Applicant have adequate management and financial systems in place to absorb the funds requested?
- How capable are the Applicant and its partners of implementing the solution? Are the experiences and track record of the Applicant and its partners applicable and well-suited to deliver the solution?
- What is the Applicant's track record and experience in the country of operation, in delivering HIV services, and in working with key populations?

Cost-effectiveness

- How do the solution's costs compare with other initiatives with similar expected results? Are the unit costs reasonable and properly substantiated?
- Is the proposed solution comparatively cost-effective in terms of cost per beneficiary, cost per individual linked to or supported in HIV care?

C. SELECTION CRITERIA: EMERGENCY SUPPORT FUND MANAGER

Grants Disbursement and Management:

- What prior experience does the Applicant have in grants disbursement and management? What was the impact of that work? What lessons about what did not work will advance future work?
- What structures for strong fiduciary and financial management are in place?
- How would the Applicant manage the Emergency Support Fund in a way that meets the goals of the EECA KP Fund?
- What processes and timelines would the Applicant use for proposal review, grant-making and grant management?
- What criteria would the Applicant use for assessing proposals sub-grants? How would the Applicant monitor and evaluate sub-grantee performance, as well as overall Fund performance?
- How would the Applicant navigate any barriers and complexities of sending funds to community organisations in Eastern Europe and Central Asia?

Organisational Capability and Capacities:

- What prior experience does the Applicant have in HIV programming for key populations; in Eastern Europe and Central Asia; and in responding to emergencies, where a rapid response may be required?
- What are the Applicant's capabilities, in financial management, implementation support, analysis, monitoring and evaluations, and communications?

Cost-effectiveness:

- What proportion of funding is used for overhead and administrative components of the proposal, including salaries? Does the proposal leverage existing structures and activities carried out by the Applicant?
- How do the solution's costs compare with other initiatives with similar expected results? Are the unit costs reasonable and properly substantiated?

REVIEWERS

A review panel will be created to review all Concept Notes and Applications. In addition to subject matter experts, submissions may be reviewed by a panel with broad expertise and a track record in working with key populations. Some of these reviewers may not be deep domain experts in an applicant's particular field; as such, applicants should describe their solution in clear language without the use of jargon.