

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

Issue Date	20 December 2017
RFP number	GF-MC-2017-02
RFP Multicountry strategic priority	HIV: Sustainability of services for key populations in Eastern Europe and Central Asia region
RFP Closing Date	30 April 2018
RFP Closing Time	17.00 PM Geneva time
Proposal and Questions Submission Address	accesstofunding@theglobalfund.org ; cc: vira.zemlyanska@theglobalfund.org

The Global Fund to Fight AIDS, Tuberculosis and Malaria (the “Global Fund”) is seeking proposals from regional stakeholders to implement a multicountry program under the Catalytic Investments for the 2017-2019 Allocation Period.

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

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

This RFP contains the following attachments and annexes:

Attachment A	Statement of Work
Attachment B	Evaluation Criteria
Attachment C	Proposal Requirements and general guidelines
Attachment D	General Instructions

Submitting a proposal in response to this RFP constitutes an acceptance of the terms indicated herein, including the Global Fund Grant Regulations (2014), and the Global Fund reserves the right to reject the proposal of any entity or individual, as the case may be, that fails or refuses to comply with, or accept, such terms. This RFP shall not be construed as a contract or a commitment of any kind. This RFP in no way obligates the Global Fund to award

a grant, nor does it commit the Global Fund to pay any costs or expenses incurred in the preparation or submission of proposals.

1. For audit and efficiency purposes, this RFP process is being managed electronically, and Applicants are required to submit their proposals by email to Access to Funding Department at accesstofunding@theglobalfund.org copying the Multicountry priority Focal Point Vira Zemlyanska at vira.zemlyanska@theglobalfund.org
2. Proposals must be submitted in the Global Fund provided format, and received by the Global Fund at the RFP Closing Date and by the RFP Closing Time, all as indicated in the RFP Information Table above. All templates will be shared with all interested Applicants upon request sent by email to Access to Funding Department at accesstofunding@theglobalfund.org copying the Multicountry priority Focal Point Vira Zemlyanska at vira.zemlyanska@theglobalfund.org
3. Unless otherwise indicated, proposals shall be submitted in the officially provided template in the appropriate MS Office file format, and **should be divided in three separate files** containing
 - a. The funding proposal narrative and the core supporting documents;
 - b. Relevant Regional Coordinating Mechanism (RCM)/Regional Organization (RO) Eligibility documentation;
 - c. Supporting documents referenced in the funding proposal.

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

- Funding Proposal narrative: GF-MC-2017-02-FP-[Your organization name]
 - Performance Framework: GF-MC-2017-02-PF-[Your organization name]
 - Budget: GF-MC-2017-02-Budget-[Your organization name]
 - Implementation Arrangement Map: GF-MC-2017-02-ImpMap-[Your organization name]
 - RCM Eligibility documentation: GF-MC-2017-02-RCM-[Your organization name]
 - RO Eligibility documentation: GF-MC-2017-02-ROE-[Your organization name]
 - Annexes: GF-MC-2017-02-[name of annex]- [Your organization name]
(Note: shorten the name of the annex as much as possible as if it is too long the it might not be possible to open the file)
4. All communications with regard to this RFP shall be in writing, electronically via email to the Access to Funding Department copying the Global Fund Secretariat Focal Point. The final deadline to sending clarification questions associated to the RFP is April 15, 2018 17.00 Geneva time.
 5. Any communication between an Applicant and the Global Fund regarding this RFP, which is not through the designated channel, as set forth in Section V of Attachment C of this RFP, shall invalidate such Applicant proposal to this RFP.

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ATTACHMENT A STATEMENT OF WORK

The Global Fund

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

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

The Global Fund is calling for proposals from qualified organizations to provide programming for the strategic priority area “Sustainability of services for key populations in Eastern Europe and Central Asia region” under the Multicountry catalytic funding modality for the 2017-2019 Allocation Period.

Multicountry approach

1. Based on the Global Fund Board’s decision ([GF/B36/04](#)) in November 2016 on the Catalytic Investments available during the 2017-2019 Allocation Period, US\$ 50,000,000 has been made available for HIV: sustainability of services for key populations under the Multicountry approach. The amounts and priority areas for Catalytic Investments have been determined primarily by technical partners in consultation with the Global Fund Secretariat, and reflect critical needs that will assist in the delivery of the global plans for HIV, TB, and malaria and the 2017-2022 Global Fund Strategy. Under the recommendation of the Global Fund Board and technical partners, unless an ideal Applicant can be agreed through comprehensive regional consultations, the funds will be allocated through an open and competitive RFP process.
2. Of the US\$ 50,000,000 made available for this strategic priority area, this RFP refers to the US\$ 13,000,000 made available under Multicountry priority area “Sustainability of services for key populations in Eastern Europe and Central Asia region”. This funding is intended to address challenges stated below.

2.1. Problem statement

Sustainable financing for HIV services for key populations

Several countries in EECA, e.g., Belarus, Kazakhstan, Macedonia, Moldova, Ukraine, have already established national and local legislation and mechanisms that enable providers of HIV services for key populations (both non- and for-profit non-governmental organizations) to apply for government funding. However, the accumulated experience remains very limited and

the amount and proportion of government funding for HIV services among key populations, including people living with HIV, remains deeply inadequate. The practice of implementing such mechanisms by relevant government departments has been inconsistent, and varies considerably even within a single country. Often the mechanisms to implement this legislation do not exist or are rudimentary.

Sustainable access to affordable ARV drugs and other HIV commodities of assured quality

Countries in EECA region continue to pay some of the highest prices for ARV therapy among middle-income countries, while at the same time providing some of the lowest coverage of people on treatment. Expanding ART eligibility based on the WHO new recommendation of offering ART to all people living with HIV regardless the CD4 cell count will have significant cost implications for the HIV response in all countries of the region. As EECA countries engage in planning for scaling-up of ARV drugs through domestic sources to end the epidemics, it becomes critical to further reduce the current ARV drug prices. ARV price reduction is achievable through harmonizing national regulations in order to meet the procurement and supply chain management (PSM) standards, including international procurement mechanisms, promoting of local production and strengthening the national capacity in the area of PSM. Options for pooled procurement of ARV drugs for a group of countries have not been explored, e.g., within Eurasian Economic Union. Similar approaches should be explored for the purchase of other HIV commodities (condoms, harm reduction commodities, HIV test kits, reagents, etc.)

Reduction of stigma and discrimination of key populations

HIV-related stigma and discrimination constitute a major barrier for people living with HIV to access HIV prevention, treatment and support; because of stigma and discrimination, or fear of it, key populations are reluctant to test and follow up on the results of testing/survey/medical examinations, even if they have access to services. In addition, there are laws and new attempts in many countries of the region (e.g., Kyrgyzstan, Belarus, Ukraine, Russia, Tajikistan) to reintroduce more severe punishments for drug use and possession of small quantities of illegal drugs as well as for sex work. There are also attempts to further restrict freedom of expression and other aspects of same-sex sexual relationships (often under the pretext of protecting minors), etc. While such legislation does not directly prohibit the provision of HIV prevention services in key populations, it has been proven to discourage key populations from seeking HIV services. Widespread reports of abusive law enforcement further exacerbate vulnerabilities of key populations and constitute barriers in their access to health services. A multicountry grant may equip relevant networks and activists with resources to monitor and intervene when appropriate. One possible type of intervention could be creatively tapping into social media as a driving force behind pertinent social change.

Improving efficiency of service delivery models of HIV services for key populations

The work on HIV allocative efficiency was only partially implemented in some EECA countries in 2014 - 2016, but all participating countries found it a useful exercise to inform the allocation of national and donor funding. The allocative efficiency of national AIDS programs is questionable. Program efficiency has not been addressed in a consistent manner in the region.

There is little knowledge about how efficient are the service models that are currently on the “market” (accept “self-reported” efficiency). Most models also appear overpriced.

Improved access to HIV testing services is especially important for key populations at higher risks who face limited access to the public medical facilities that conduct HIV testing. There is an urgent need to remove barriers to enrolment of key populations in HIV testing programmes.

2.2 Geographic scope

Eastern Europe and Central Asia region, however please note that Global Fund multicountry eligibility criteria will apply¹.

2.3 Epidemiological context

The annual number of new HIV infections continues to increase in Eastern Europe and Central Asia (60% increase between 2010 and 2016), indicating sub-optimal quality and coverage of HIV prevention programs. Large gaps also remain along the treatment continuum in the region, with the region not on-track to reach the 90-90-90 targets by 2020. Treatment coverage remains alarmingly low (28%), and less than a quarter of people living with HIV had suppressed viral loads (end 2016). Increasing domestic investments and greater attention to the provision of services to key populations could accelerate progress towards the targets².

2.4 Strategic focus

1. the grant should build on and enhance existing mechanisms for collaboration and partnership between civil society organizations, in particular local organizations of key populations, and government, including through CCMs;
2. the grant should enable meaningful engagement of communities and organizations of key populations in planning for and delivering evidence-informed sustainable HIV services for key populations, and in reducing human rights-related barriers affecting the accessibility and effectiveness of such services;
3. the grant should be a model of transparency and inclusivity to enable national and local governments and other partners to support and enhance HIV services;
4. the grant should strengthen and build on existing regional and cross-border initiatives between civil society and governments in EECA;
5. the grant should leverage the potential for real-time networking and sharing of results, including through the innovative use of social media;

¹ All multicountry applicants shall only be eligible for funding where the majority (at least 51%) of countries included in the applicant be eligible to submit their own funding request. [The Global Fund Eligibility Policy](#).

² Ending AIDS: progress towards the 90–90–90 targets. Joint United Nations Programme on HIV/AIDS (UNAIDS), JULY 2017

6. all actions and deliverables supported by the grant should be informed by and in conformity with the latest relevant international normative and operational guidelines and tools;

2.5 Target populations and diseases under the grant

Target groups under the grant are key populations, as defined in the “Consolidated guidelines on HIV prevention, diagnosis, treatment and care for key populations” (WHO, 2014).

2.6 Scope of work

Programmatic sub-areas to be addressed by multicountry grant(s) with the overall purpose of accelerating progress on Fast-Track by 2020 and ensuring the sustainability of HIV services for key populations are outlined below. An eventual multicountry grant should be confined to at least two sub-areas. At the discretion of the applicant, the funding proposal may but need not cover all sub-areas.

Sub-area I: Sustainable financing for HIV services for key populations

Relevant activities in Sub-area I may include (but not be limited to):

- design/revision of a costed standard package of HIV services³ (commensurate with local market rates in project countries) to be funded from local health and social care budgets;
- reaching agreement between relevant municipal/regional government and non-government stakeholders on what is in the “package” and its cost, etc.;
- building competence of both government and non-government stakeholders in development of relevant ToR for subsidies, grants, etc.;
- capacity building of local governments, health insurance companies, NAP units, central authorities, etc. to organize the planning, implementation, M&E, oversight, control of services financed from local/domestic funding by NGOs;
- sharing pertinent good practices among service providers and authorities in project countries and beyond;
- support to patient groups to advocate for appropriate change in medical insurance coverage or that of other domestically funded basic package of medical services;
- setting up and running ARV drug banks, including procuring appropriate level of legal support for ARV drug banks operations;

Sub-area II: Sustainable access to affordable ARV drugs and other HIV commodities of assured quality

Relevant activities in Sub-area II may include (but not be limited to):

³ The term “HIV services” is used as it is defined in “Consolidated guidelines on HIV prevention, diagnosis, treatment and care for key populations” (WHO, 2014), and further articulated in the key populations implementation tools

- promote implementation of the latest WHO guidelines on use of antiretroviral drugs for treating and preventing HIV infection;
- support to national stakeholders to implement HIV treatment optimization in line with WHO guidelines;
- advocacy and technical support for revision and improvement of PSM system regulatory framework;
- advocacy and technical support for development of unified PSM strategy in project countries;
- support to setting up of a comprehensive single Logistic Management Information System (LMIS) for quantification and reporting;
- capacity development of government and CSOs responsible for different functions of the PSM cycle;
- capacity building of civil society organizations on monitoring of ARV and other HIV commodities procurement and pricing;
- supporting and equipping stakeholders with means and skills to negotiate with patent producers, suppliers, and patent-holders;

Sub-area III: Reduction of stigma and discrimination of key populations

Relevant activities in Sub-area III may include (but not be limited to):

- build capacity of society organizations/key population groups to carry out community-led monitoring of access to HIV services and quality of HIV services and systematically feed that information to local health authorities/institutions;
- support to civil society organizations/key population groups to conduct budget advocacy;
- support to civil society organizations/key population groups to perform watchdog function;
- supporting country activist groups with resources to pay for expertise, legal support to bring specific cases to courts;
- advocacy and communication campaigns (e.g. targeting members of parliament, members of national health council, and other relevant bodies) to promote antidiscrimination legislation;
- media campaigns to sensitize the society and form non-stigmatizing attitude towards PLHIV and other key populations;
- documentation and share of best practices in the field;
- capacity building of the law enforcement agencies to minimize negative practices towards key populations in the country;
- trainings for health care workers to minimize discrimination toward key populations and PLHIV;
- efforts to remove age-related barriers to services for adolescents and young people, including young key populations;

Sub-area IV: Improving efficiency of service delivery models of HIV services for key populations

Relevant activities in Sub-area IV may include (but not be limited to):

- HIV allocative efficiency studies;
- evaluation of technical efficiency of current models of HIV services delivered to key populations;
- collection of evidence on high impact HIV prevention services in EECA with particular focus on transmission in key populations;
- expansion of different HIV testing models, including community-based testing and self-testing, allowing the early linkage to HIV care services;
- integration of HIV testing services into broader health system, including TB, RH, PHC, and STI services;
- grants to NGOs to prepare necessary documents for HIV testing among key populations and implementation capacity building and HIV counselling and testing services in the country;
- PrEP advocacy (possibly a feasibility study in a group of countries);
- use of information and communication technology to improve effectiveness and efficiencies in service delivery along HIV care cascade;
- assessments (e.g., population size, key risk factors, special needs, interaction with HIV services) of key populations, prioritizing transgender;
- assessments of impact and costs of human rights-related barriers on key population services;
- implementation research to develop and test a country or region specific models of implementing evidence-based interventions tailored to the local socio-economic context, epidemiological situation and so on. Such research would also include an evaluation of implementation costs;

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

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

2.7 Duration of the Grant

The maximum duration of each grant shall be three years from the grant implementation start date. The grant is expected to start in January 2019.

2.8 Key deliverables and timeline

Grant making to be conducted in the second half of 2018. Applicant should propose the evaluation concept and expected milestones.

2.9 Expected outcomes and anticipated results

Sub-area I: Sustainable financing for HIV services for key populations

- increased number of mechanisms for receiving domestic funding for HIV-related health and social care services;
- increase the overall funding amount that non-government service providers receive each year to provide relevant HIV-related health and social care services to key populations;
- increase in instances and amounts, at either national or regional or municipal levels of domestic co-funding of HIV prevention services for key populations funded by the Global Fund in each project country each year;
- increased number of new elements of HIV services that are added to the list of services covered by compulsory medical insurance or other domestically funded basic package of medical services in each project country;

Sub-area II: Sustainable access to affordable ARV drugs and other HIV commodities of assured quality

- improve ratio between median price of ARV drugs and other HIV commodities; procured and the international median reference value;
- increase in number of countries with national PSM strategy developed and LMIS set - up;
- increase in number of countries that adopted the latest WHO guidelines on use of antiretroviral drugs for treating and preventing HIV infection;
- increase in number of cities rolling out access to ARVs through drug stores;
- increased amount and proportion of HIV prevention commodities paid for by the government budget;

Sub-area III: Reduction of stigma and discrimination of key populations

- increase in number of instances when attempts to introduce discriminative practices have been successfully blocked;
- increases in number of examples of discriminative legislation that has been repealed;
- increase in number of new legal or normative acts aligning to decriminalization and public health approach in relation to key populations;
- decreased % of PLHIV and key populations experiencing stigma and discrimination in healthcare;
- decreased % of key populations reporting stigma as reason for not seeking health services (IBBS);
- decreased % of key populations reporting having experienced physical violence in the past 12 months identifying the police as the perpetrator (IBBS);

Sub-area IV: Improving efficiency of service delivery models of HIV services for key populations

- increase in proportion of PLH identified through community based HIV services and self-testing that were linked to care;
- increase in number of NGOs initiated HTS services for KP at the community level;
- increase % of gained efficiency for the same services in different models (increased yield);
- increase number of models integrated in, for example TB, RH, PHC, and STI state and private institutions of care;
- increase number of countries introducing innovative approaches (e.g., PreP, etc.);

2.10 Roles, Responsibilities, and Management Structure

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

2.11 Implementation arrangements

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

The Applicant will provide strategic oversight to ensure effective and strategic implementation of programs. The Applicant will oversee the performance of the Implementer to ensure that it achieves the agreed targets of the programs being implemented.

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

For more information, please refer to “Guidelines on Implementers of the Global Fund Grants.”⁴

2.12 Applicable Global Fund Policies

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

⁴ https://www.theglobalfund.org/media/5663/core_guidelinesonimplementers_guideline_en.pdf?u=636486807190000000

2.13 Framework Agreement and Grant Regulations

The Applicant will select an appropriate Implementer, which will enter into a Grant Agreement with the Global Fund. The Grant Agreement is governed by the standard Framework Agreement terms and Global Fund Grant Regulations (2014)⁵. Acceptance by Applicants of the standard Framework Agreement terms and Global Fund Grant Regulations (2014) will be taken into account in the assessment of Applicants' proposals.

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

The Applicant and Implementer shall confirm acceptance of the standard Framework Agreement terms and Global Fund Grant Regulations (2014) in full with the technical proposal or, as the case may be, identify any proposed significant deviations from these terms in writing within the proposal.

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

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

⁵ https://www.theglobalfund.org/media/5682/core_grant_regulations_en.pdf

ATTACHMENT B EVALUATION CRITERIA

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

During the Global Fund Secretariat screening procedure, applications are evaluated to ensure they fulfil the requirements outlined in **Attachment C** (Proposal Requirements and General Information) and demonstrate sufficient attention to the project described in **Attachment A**.

Only those proposals that fulfil all requirements will be considered for technical review by the TRP.

The Global Fund Secretariat evaluation:

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

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

In addition, the Global Fund Secretariat will provide the TRP with a confidential assessment of the merits of the proposal. This assessment will address:

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

TRP review process and criteria:

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

a. Technical approach

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

b. Expertise and qualifications

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

c. Country and regional expertise

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

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

1- Maximizing impact against HIV, TB and malaria towards ending the epidemics	
Strategic focus	<ul style="list-style-type: none"> ▪ Is the proposal based on a comprehensive situational analysis, most recent available data, lesson learned and also aligned with the multicountry priority? ▪ Has the Applicant identified the right critical gaps in programming? ▪ Are the goals, objectives, expected outcomes clear, measurable and achievable?
Multicountry focus	<ul style="list-style-type: none"> ▪ Does the funding proposal clearly delineate the advantage of approaching the problem through a multicountry proposal? ▪ Is the explanation why the interventions cannot be done at the country level clearly stated? ▪ Does the proposal enhance country programs? ▪ Does the proposal involve countries in planning and implementation? ▪ Does the proposal strengthen country health systems?

	<ul style="list-style-type: none"> Does the proposal illustrate how multicountry approach addresses unique aspects of the disease(s) of a cross border nature?
Technical soundness	<ul style="list-style-type: none"> Has the Applicant chosen modules and interventions that are aligned with normative guidance/international standards and best practices, which are appropriate to the context?
Prioritization	<ul style="list-style-type: none"> Does the proposal, including the budget distribution appropriately prioritize high burden areas and/or highest risk and vulnerable populations?
Evidence-based programs for key populations	<ul style="list-style-type: none"> Are globally accepted interventions for key populations that fit the epidemiological context being applied?
Scale-up and ambition	<ul style="list-style-type: none"> Is there sufficient scale of proposed interventions to achieve highest impact?
Leveraging partnerships	<ul style="list-style-type: none"> Does the proposal clearly highlight synergies with other investments, including from the government, civil society and donors?
Monitoring and evaluation plan for impact	<ul style="list-style-type: none"> Does the proposal clarify that appropriate investments or provisions are in place for effective measurement of expected outcomes and impact?

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

Empowers and engages key and vulnerable communities	<ul style="list-style-type: none"> ▪ Does the proposal clarify that appropriate investments or provisions are in place for community empowerment to increase community involvement in program design in service delivery as well as advocacy and accountability?
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3- Invests in increasing program quality and efficiency of program implementation through shared ownership and mutual accountability	
Technical and implementation capacity	<ul style="list-style-type: none"> ▪ Do the proposed implementation mechanisms seem feasible?
Value for money	<ul style="list-style-type: none"> ▪ Is the budget distribution across different modules appropriate for achieving highest impact given the epi and program context?
Programmatic risk	<ul style="list-style-type: none"> ▪ Are potential <u>programmatic</u> risks identified and are there concrete plans proposed to address them?
Strategies to address bottlenecks	<ul style="list-style-type: none"> ▪ Has the proposal identified challenges and barriers to implementation? ▪ Are there clear actions, including innovative approaches as applicable, to address enduring implementation barriers/challenges?

4- Sustainability	
Sustainability	<ul style="list-style-type: none"> ▪ Does the proposal include a vision for greater program sustainability of the proposed program?

ATTACHMENT C FUNDING PROPOSAL REQUIREMENTS AND GENERAL INFORMATION

I. Background

The objective of multicountry grants is to target a limited number of key, strategic multicountry priorities deemed critical to meet the aims of the 2017-2022 Global Fund Strategy and not able to be addressed through country allocations alone. Funding proposal for multicountry catalytic funding should focus on regional and cross-border collaboration, as well as complementarity with national disease programs, in order to achieve maximum catalytic impact in the strategic priority area.⁶ Proposal will be considered from a single organization or from a consortium,⁷ who provided the proposal that demonstrates sufficient technical capacity and strategic initiative to fulfill the terms outlined in **Attachment A**.

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

II. Requirements for Applicants

An Applicant must be a Regional Coordinating Mechanism (RCM) or Regional Organization (RO)⁸ that demonstrates technical and programmatic capacity in the multicountry strategic priority, sufficient regional knowledge and experience in broad stakeholders engagement, and a commitment to open and inclusive dialog and decision-making.

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

In order to demonstrate an inclusive proposal development and to be eligible for Global Fund funding, Applicants must comply, as relevant, with the applicable Global Fund CCM/RCM Eligibility Requirements⁹ or the equivalent Global Fund principles applicable to RO proposal submissions. At the time of the submission of the funding proposal, the Global Fund

⁶ For more information on Global Fund Catalytic Investments, see [GF/B36/04 – Revision 2](#). For more information on Multicountry priority areas, see the [Guidance note on Multicountry approaches](#).

⁷ In the interest of an enhanced regional dialogue and collaborative drafting process, proposals are encouraged which incorporate multiple partner organizations operating in the region. Such proposals should demonstrate the collaborative and integrated nature of the proposal and the enhanced capacity and impact, which will result from a consortium proposal.

⁸ In order for a Regional Organization to be considered an eligible Applicant it must comply with the following requirements:

1. Demonstrate broad regional stakeholder consultation and involvement by:
 - Having a broad experience in working in the region on the issues targeted by the multicountry priority;
 - Having experience in working with other regionally / multicountry focused initiatives, programs;
 - Having a broad experience and confirmed track of working with people living with and/or affected by the diseases targeted by the multicountry priority.
2. Not be a United Nations, multilateral or bilateral agency.
3. Be a legally registered entity in at least one of the countries forming part of the funding proposal.
4. Demonstrate elements for sustainability for the regional strategic priority.

⁹ Please refer to the CCM Eligibility Requirements for further information https://www.theglobalfund.org/media/1285/ccm_requirements_guidelines_en.pdf

Secretariat evaluates compliance with CCM/RCM Eligibility Requirement 1 and 2 or the equivalent Global Fund principles applicable to RO proposal submissions these being:

Requirement 1:

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

Requirement 2:

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

RCM Applicants may not act as Implementers and shall nominate an Implementer(s) in accordance with procedures and requirements listed below. RO Applicants may nominate as Implementer(s) both themselves and any third party.

Compliance to CCM/RCM Eligibility Requirement 3 to 6 will be monitored on a yearly basis by the Global Fund Secretariat. More information on Eligibility Requirements, see [online](#) and in the [Guidelines and Requirements for Country Coordinating Mechanisms](#).

The Global Fund requires endorsement of the final funding proposal by all RCM members (or their designated alternates) or legal representative of the RO, documented in the designated form. The Global Fund requires multicountry applicants to provide evidence of endorsement from the CCMs of all participating countries¹⁰. For those countries with no CCM, endorsement is required from the legal representative of the Ministry of Health or other national coordinating body.

Additionally, a representative of the “Implementer” must sign off on the bottom of the endorsement sheet confirming that they endorse the funding request and are ready to begin grant making and implementation.

III. Requirements for Implementers

The Implementer will be the entity implementing the grant proposed by the Applicant¹¹. At the minimum, a successful Implementer shall be a legally registered entity and needs to demonstrate the following:

¹⁰ The CCMs endorsements should be submitted together with the Funding Request. However, in special and well documented cases where circumstances do not allow to provide the CCM endorsements at the time of the submission, exception can be granted by the Secretariat to submit the documents during the grant making phase on case by case basis.

¹¹ Eligible Global Fund Implementers are:

- Local and legal entities from the public or private sector or civil society. Locally-incorporated international non-governmental organizations are considered local stakeholders and are acceptable as PRs. The same requirements apply to SRs. For the

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

An Applicant should ensure that the Implementer(s) comply with [the Global Fund Grant Regulations \(2014\)](#).

IV. Proposal Requirements

The proposal should be concisely presented and structured, and should explain in detail the organization's strategic approach, technical capacity and resources to provide the proposed services. Applicants can include a prioritized and costed proposal for funds above the allocation amount (the "Prioritized above Allocation Proposal", or "PAAR") in case any available funds become available during the 2017-2019 Allocation Period, including savings identified in grant-making. Applicants are expected to use the official Funding Proposal Template for Multicountry RFPs and include all required documentation.¹² Proposals deemed incomplete or not responsive to these criteria may not be considered in the review process. All proposals should be submitted as MS-Word documents or in the correct template, though annexes may be submitted as PDF. The Global Fund accepts application documents in English, French, and Spanish or Russian, though the working language of the Global Fund Secretariat and the TRP is English.¹³

Appropriate application materials, instructions, and supporting documentation are only available through the relevant Secretariat Focal Point. After completing the funding proposal

purpose of this RFP local means being registered as legal entity in in at least one of the countries forming part of the funding proposal.

- In exceptional cases, should the RCM/RO conclude that there is no local entity qualified to be PR, the local office of an multilateral organization can be approved to take on the responsibilities of being PR. In this case, firm evidence must be presented by the RCM/RO that there are no local entities with the requisite capacity, and Country Teams must confirm their agreement.

- The Global Fund expects that engaging multilateral organizations or international NGOs to be PR as temporary, and that one or several local entities may be phased-in as PR(s) once their capacities had been strengthened. The Grant Agreement with a non-local entity PR may include plans for developing the capacity of one or several local entities and a timeline for passing PR responsibility to them.

- In rare cases where no other options are considered as acceptable, bilateral organizations (including the consulting arm of bilateral organizations, even if these are private entities) can be considered as PRs. This would be the case where the country context proves to be challenging and where the RCM/RO and the Global Fund Country Team conclude that no other international organizations can be appointed as PR to undertake grant implementation. The use of a bilateral organization as a PR would require approval from Global Fund Senior Management.

¹² Please refer to the attached Funding Proposal Instructions

¹³ Please refer to the Funding Proposal Instructions for Multicountry Approaches for more information on language requirements and translations.

(including the narrative and mandatory attachments) should be submitted via email to the Secretariat Focal Point and with copy to the Access to Funding Department (accesstofunding@theglobalfund.org).

a. Technical Proposal

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

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

- Performance Framework (following the Global Fund Modular Framework)
- Budget (in alignment with the Performance Framework and the Global Fund Modular Framework)
- Implementation Arrangement Map
- Endorsement of the funding proposal from the RCM or RO
- Endorsement letters from CCM of each country that forms a part of the regional application (or equivalent) List of abbreviations and annexes
- Documents describing the Applicant status such as organization's status, by-laws etc.
- Documents describing the Implementers status such as organization's status, by-laws etc. (Not applicable if the Regional Organization – Applicant acts also as an Implementer).

Applicants are requested to include all relevant and necessary contextual documentation with the funding proposal as labelled annexes, including national and regional strategic plans for the relevant diseases.

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

b. Budgeting Guidelines

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

Further information on the Global Fund Modular Framework may be found in the [Modular Framework Handbook](#). Instructions on completing the Performance Framework and Budget may be found in the Instructions completing a Multicountry Funding Proposal.

All proposals should additionally follow the [Global Fund Guidelines for Grant Budgeting](#), which sets forth the financial requirements for all stakeholders involved in the development, review, and implementation of the Global Fund program budgets and specific grant budgets funded by the Global Fund.

V. Proposal submission and communications

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

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

**ATTACHMENT D
GENERAL INSTRUCTIONS**

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

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

<https://www.theglobalfund.org/en/policies-guidelines-templates/governance-policies/>
8. The Global Fund has full discretion to investigate any potential fraud or abuse, whether occurring in the past, present, or future, associated with the procurement with Global Fund resources, and the Global Fund at its full discretion may publish the findings of such investigations; through participation in this process, the Applicant acknowledges these processes and will not challenge in any setting the investigation by the Global Fund of potential fraud or abuse associated with procurement with Global Fund resources, the dissemination of investigation findings, and the responses undertaken

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

9. Nothing contained in this RFP may be construed as a waiver, express or implied, of the privileges and immunities accorded to the Global Fund.
10. Nothing in this RFP shall be taken to mean or read as compelling or requiring the Global Fund to respond to any questions or to provide any clarification to a query of an Applicant. The Global Fund reserves the right not to respond to questions raised by an Applicant that it perceives as irrelevant, or not to provide clarifications if in its sole and absolute discretion it considers that no reply is necessary.
11. The Global Fund reserves the right to seek any additional information or document from the Applicant in the manner it deems fit at its sole and absolute discretion.
12. The maximum allowable email size (including all attachments) is 30Mb. In case the files exceed this limit the Applicant can share the file via sharing web sites.