Modernization of Pumping for Rural Boreholes
Call for Applications

April 22, 2022
Subject: Scaling Up Renewable Energy (SURE) Senegal Modernization of Pumping for Rural Boreholes Call for Applications

Dear Prospective Applicant,

The United States Agency for International Development (USAID) invites eligible organizations to respond to the Scaling Up Renewable Energy (SURE) Senegal Modernization of Pumping for Rural Boreholes Call for Applications.

Through SURE, USAID intends to issue grants and provide technical assistance (TA) to eligible private water service providers operating in rural Senegal. This grant window has an overall ceiling of USD 625,000 split between two Module windows:

- **Module 1: Diesel Replacement** – SURE intends to make 2-4 awards, ranging from USD 100,000 to USD 150,000 to support the conversion of diesel pumping systems to solar power.
- **Module 2: Manual Pump Replacement** – SURE intends to make 2-3 awards, ranging from USD 75,000 to USD 100,000 to support the conversion of manual pumping systems to solar powered pumping systems.

SURE is implemented by Tetra Tech ES, Inc on behalf of USAID. The awards and disbursement of funds will be executed by Tetra Tech ES, Inc.

**DUE DATE:** Applications shall be received no sooner than June 1, 2022 and no later than July 1, 2022 at 5:00pm GMT-4 via application requests made at https://www.surveymonkey.com/r/SUREsignup

**QUESTIONS:** Prospective applicants who have questions concerning the contents of this solicitation must submit them in writing no later than May 6 at 5:00pm GMT-4 to SUREprocurement@tetratech.com

Issuance of this solicitation does not constitute an award commitment on the part of SURE or USAID to pay for costs incurred in the preparation and submission of proposals. Further, SURE reserves the right to reject any or all proposals received.

SURE looks forward to reviewing your application and supporting your organization’s efforts to modernize water services in rural Senegal.

Sincerely,

Arai Monteforte
Chief of Party
Scaling up Renewable Energy
Tetra Tech
USAID Contractor
### Abbreviations and acronyms

<table>
<thead>
<tr>
<th>Abbreviation</th>
<th>Full Form</th>
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<tr>
<td>ADS</td>
<td>Automated Directives System</td>
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<tr>
<td>ASUFOR</td>
<td>Associations d’usagers de forages ruraux</td>
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<td>CFR</td>
<td>Code of Federal Regulations</td>
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<td>DSP</td>
<td>Delegated Service Provider</td>
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<td>FAA</td>
<td>fixed amount award</td>
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<td>OFOR</td>
<td>Office des Forages Ruraux</td>
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<tr>
<td>PUDC</td>
<td>Programme d’Urgence de Développement Communautaire</td>
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<tr>
<td>SURE</td>
<td>Scaling Up Renewable Energy</td>
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<tr>
<td>TA</td>
<td>technical assistance</td>
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<td>USAID</td>
<td>United States Agency for International Development</td>
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Introduction

The United States Agency for International Development (USAID), through the Scaling Up Renewable Energy (SURE) program, is pleased to release this Modernization of Pumping for Rural Boreholes Call for Applications. Through SURE, USAID intends to issue grants and provide technical assistance (TA) to eligible private water service providers operating in Senegal through two grant Modules.

- Module 1: Diesel Replacement
- Module 2: Manual Pump Replacement

Applicants may apply to one Module, both Modules separately, or to both Modules through a combined application. A lead applicant may submit multiple applications.

Background

Over the past 25 years the government of Senegal delegated state-owned water utilities in urban and rural areas. The government created the Offices des Forages Ruraux (OFOR), under technical oversight by the Ministry of Water and Sanitation and financial oversight by the Ministry of Economy and Finance, as the public institution tasked with the operational and financial management of the country’s hydraulic assets and with assuring quality of service in rural areas. OFOR manages equipment and other assets used to collect, produce, treat, and stock water, as well as managing land and buildings.

The government authorized OFOR to perform its tasks by delegating its operational responsibilities to private delegated services providers (DSPs), following the framework established in the Public-Private-Partnership Act of 2014. Whereas OFOR restores water infrastructure, evaluates financial needs, and monitors operations to support universal access to water across Senegal, the DSPs are responsible for the production and commercialization (billing, payments and financial management) of water provision, as well as the maintenance of the assets. They are also responsible for ensuring a minimum level of water quality, and for cultivating a good relationship with users, local communities, and their representatives. They also are responsible for investments on any assets with duration of less than 10 years.

Provision of basic drinking water in rural areas has improved significantly over the past 10 years. According to World Bank data, about 75% of rural households had access to at least basic drinking service compared to 57% in 2010. However, behind this encouraging figure lies a real challenge: 25% of Senegalese living in rural areas still lack access to basic drinking water services, and more than half of them lack access to electricity.

The government has set up programs to address this challenge such as the cooperation between the OFOR and the Programme d’Urgence de Développement Communautaire (PUDC) or Urgent Program for Community Development, in English, that aims to revitalize 300 boreholes in rural areas and introduce a modern and stable power supply. Some DSPs have explored replacing diesel-powered pumping systems with solar photovoltaics and have begun building partnerships with local banks and MFIs to finance the projects. However, capacity across DSPs to engage with local financial institutions on these types of projects varies. Module 1 of this grant call seeks to catalyze the adoption of modern energy solutions by DSPs.
At the same time, tens of thousands of traditional water wells and modern water points are served by methods such as pulleys (operated by animal or human traction). Schools and communities also rely on communal, non-mechanized hand pumps. While access to modern manual pumps has grown over the last two decades, these solutions still place a burden on women and children in smaller villages that retrieve water. In Senegal, those regions with the greater number of manual pumps are Tambacounda, Kolda, and Kedougou. Module 2 of this grant call seeks to accelerate the modernization of manual pumping systems.

**Module 1: Diesel Replacement**

The cost and supply risk associated with diesel generation threatens the financial health of the DSPs and other rural operators. This in turn slows the pace of service improvement for more than 250,000 households. Replacement of diesel pumps can reduce the cost of operating boreholes by 30 to 40 percent, thus freeing resources to be reinvested back into the sector.

USAID intends to support eligible applicants with grant funding and targeted TA to stimulate RE adoption. Grant funds and TA will be used to improve project bankability and help eligible applicants to secure financing.

Where eligible applicants lack a track record with preparing such projects, they are allowed to present a smaller portfolio, or to structure their implementation in stages to reduce the overall project risk. Grant funding may be used to overcome barriers to project bankability, including but not limited to: defraying capital costs related to equipment, completing project preparation requirements such as technical studies, or addressing operational issues that limit bankability like customer management systems or advanced metering.

**Module 2: Manual Pump Replacement**

Efforts to upgrade and expand remote, manual pumping systems presents a challenge for both DSPs and private pump suppliers. Rural markets are hampered by low unit economics due to geographic remoteness and the cost of customer education. Limited access to qualified technicians, and lack of a robust after-sales and maintenance structure reduce the sustainability of investments into rural pumping.

USAID intends to support eligible applicants, including consortia, with grant funding and targeted TA to develop financially viable models for upgrading or replacing manual pumps and modernizing service delivery.
## Eligibility criteria

<table>
<thead>
<tr>
<th>Supported</th>
<th>Not supported</th>
</tr>
</thead>
</table>
| **Types of projects** | **Concepts that do not demonstrate concrete and meaningful benefits to consumers.**  
**One-off capital projects that do not seek to establish a replicable and sustainable model.** |
| ● Projects that pursue a financially sustainable model for cost recovery and the long-term maintenance of assets.  
● Projects that demonstrate a minimum level of existing engagement with financial institutions, such as a Letter of Interest from a recognized bank or investor.  
● DSPs and water operators covering different regions can present a joint project. In that case, SURE reserves the right to provide a larger award commensurate with the size of the combined project.  
● Module 1  
  ○ Projects that result in the reduction of diesel dependency by adopting solar or hybrid solar-diesel solutions.  
● Module 2  
  ○ Projects that result in the replacement of manual pumps with solar or hybrid solar-manual solutions or similar innovations. Solutions should incorporate a small water storage tank and water access points. |  
| ● Concepts that do not demonstrate concrete and meaningful benefits to consumers.  
● One-off capital projects that do not seek to establish a replicable and sustainable model. |
<table>
<thead>
<tr>
<th>Supported</th>
<th>Not supported</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Types of companies</strong></td>
<td><strong>Supported</strong></td>
</tr>
<tr>
<td>● Businesses legally registered in Senegal.</td>
<td>● Any entity whose name appears on the U.S. Treasury Department’s “Specially Designated Nationals List,” the EPLS on SAM, or the United Nations Security Resolution #1267 list.</td>
</tr>
<tr>
<td>● Companies with a financially sustainable business model, demonstrated revenue, and ongoing engagement with the Senegalese government.</td>
<td>● Any public international organization, such as an organ of the United Nations, multilateral development bank, etc.</td>
</tr>
<tr>
<td>● Businesses that demonstrate adequate financial controls through the pre-award survey. This includes financial accountability, detailed records of all expenses, possession and application of a system of internal controls to safeguard assets and protect against fraud, waste, and conflicts of interest.</td>
<td>● Political parties and their subsidiaries or affiliates.</td>
</tr>
<tr>
<td>● Companies are free to form Consortia of companies for either Module or for a combined application. In the case of a consortium, only the lead applicant is required to meet eligibility.</td>
<td>● Any organization that fails to receive vetting eligibility from USAID.</td>
</tr>
<tr>
<td>● Module 1</td>
<td>● Faith-based organizations that are not in compliance with ADS 303.3.6.4.m, which is in accordance with Executive Order 13279, Equal Protection for the Laws of Faith-based Community Organizations.</td>
</tr>
<tr>
<td>o DSPs (for projects implemented inside of a concession territory).</td>
<td>● Applicants that do not operate as a legally registered entity (for-profit business or group within a non-profit or academic institution) in Senegal.</td>
</tr>
<tr>
<td>o Other water service providers (for projects implemented outside of a concession territory). Note that water service providers that are not DSPs will need to present documentation of OFOR’s awareness of the proposed project. Ideally applicants should secure letters of comfort from OFOR or independent Associations d’usagers de forages ruraux (ASUFORS) (provided these are recognized by the OFOR) that confirm companies’ capacity to engage in service provision during the period 2022-2025.</td>
<td>● Activities and/or approaches that reinforce harmful gender norms.</td>
</tr>
<tr>
<td>● Module 2</td>
<td>● Any entity affiliated with Tetra Tech, its officers, directors, or employees.</td>
</tr>
<tr>
<td>o DSPs and other water service providers operating in rural Senegal, renewable energy developers, and other solution providers.</td>
<td>● Government entities and individuals.</td>
</tr>
</tbody>
</table>
### Supported

<table>
<thead>
<tr>
<th>Use of funds</th>
<th>Not supported</th>
</tr>
</thead>
<tbody>
<tr>
<td>● Activities that contribute to overall PV project bankability.</td>
<td>● Capital costs related to construction.¹</td>
</tr>
<tr>
<td>● Capital costs related to equipment. The type of equipment supported includes advanced metering, irrigation and water dispensation, photovoltaic or purification equipment.</td>
<td>● Grant-funded activities can only be reimbursed at cost. Applicants cannot apply fees or make profit on the execution of activities under this grant.</td>
</tr>
<tr>
<td>● Project preparation studies.</td>
<td>● Infrastructure (water connections, water towers, or reservoirs) can be part of a given project but the grant should not directly cover such expenses.</td>
</tr>
<tr>
<td>● Systems supporting cost recovery and long-term maintenance.</td>
<td></td>
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</tbody>
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### Cost share

- Proposals should include cost share. See details under Cost Share in the Administration section of this document.
- Module 1
  - cost share minimum: 2:1
- Module 2
  - cost share minimum: 0.25:1

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### Geographic scope

- Module 1
  - Rural areas of Senegal.
- Module 2
  - Water concession territories, as well as rural areas of Tambacounda, Casamance, Kedougou, Matam, and Eastern Louga.
- Urban and peri-urban models or projects will not be considered.

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¹ The definition of construction from FAR 2.101 is: “Construction” means construction, alteration, or repair (including dredging, excavating, and painting) of buildings, structures, or other real property. For purposes of this definition, the terms “buildings, structures, or other real property” include, but are not limited to, improvements of all types, such as bridges, dams, plants, highways, parkways, streets, subways, tunnels, sewers, mains, power lines, cemeteries, pumping stations, railways, airport facilities, terminals, docks, piers, wharves, ways, lighthouses, buoys, jetties, breakwaters, levees, canals, and channels. Construction does not include the manufacture, production, furnishing, construction, alteration, repair, processing, or assembling of vessels, aircraft, or other kinds of personal property (except that for use in subpart 22.5, see the definition at 22.502)”
Evaluation criteria

Scoring considerations
Applications will be scored based on the following evaluation guidance.

Technical solution
- Evidence of deployment/piloting of the proposed solution (either by the main sponsor or a consortium partner). High scores will be given to models that have already been demonstrated. Further points will be awarded if the proposed solution has been deployed (or will be fully deployed before contracting) in Senegal by one of the project sponsors.
- Quality of the cost-effectiveness analysis presented by the company. Value for money of the proposed used of funds is paramount.
- Governance structure of the company or consortium lead, including business processes and financial controls.

Cost share
- Awardees receiving grant funding are required to cost share. See details under Cost Share in the Administration section of this document. The cost share must contribute to activities undertaken in the implementation of the business plan.
- Proposals must meet or exceed the minimum cost share for their Module.
- Evidence of discussions with investors, with preference to projects that can mobilize internal or external funding. In the case that the project requires additional support attracting investors, greater points will be awarded to those that can demonstrate investment backing for the concept through a Letter of Interest or other evidence of exchanges with investors.

Team
- The technical, financial, and managerial experience of team leaders and company managers.
- Previous organizational experience implementing projects relevant to the proposed project.
- Gender balance within teams, including women in key leadership and technical positions, as well as companies that have demonstrated gender equity initiatives.

Impact
- Project size in terms of technical indicators including the number of pumping systems impacted and total pumping capacity.
- Number of people with access to improved drinking water supply due to the proposed project.
- Operational and service improvement potential in terms of cost savings or service quality metrics like hours of water availability per day.

Model sustainability (and innovation)
- Models must include a long-term revenue stream and maintenance strategy.²

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² The maintenance strategy must overcome all shortcomings related to remote water points including the supply of spare parts (battery, etc.). The involvement of the community in maintenance activities, particularly in ways that promote youth employment, is encouraged.
- Business model innovations overcoming challenges around the long-term deployment of remote pumping systems. Innovation may focus on technology deployment, business model adaptation, customer service, project financing, or other areas relevant to a successful business model.
- A description of how the grantee proposes to integrate gender into its activities to ensure a gendered approach to promote access to water for rural communities.

Score weighting
Applications will respond to a series of questions that capture important aspects of the applicant’s business plans. Application questions are categorized, and each category weighted to calculate a final score as indicated in the following table.

<table>
<thead>
<tr>
<th>Module</th>
<th>Module 1</th>
<th>Module 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Technical solution</td>
<td>20%</td>
<td>20%</td>
</tr>
<tr>
<td>Cost share</td>
<td>30%</td>
<td>15%</td>
</tr>
<tr>
<td>Team</td>
<td>10%</td>
<td>10%</td>
</tr>
<tr>
<td>Impact</td>
<td>25%</td>
<td>25%</td>
</tr>
<tr>
<td>Model sustainability (and innovation)</td>
<td>15%</td>
<td>30%</td>
</tr>
</tbody>
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Application review information
The grant application period comprises three stages: the application stage, interview stage, and pre-award stage. The application stage is open to all eligible organizations. Based on an evaluation process, top applicants will be invited to the interview stage. The interview stage will lead to the selection of final candidates for grant award, and these will then enter the pre-award stage meant to confirm their eligibility and ability to manage grant funding.

Application stage
Applications will be submitted using an online form that may be requested at [https://www.surveymonkey.com/r/SUREsignup](https://www.surveymonkey.com/r/SUREsignup), including all attachments for key documents. Applications missing required attachments will be considered incomplete. Applications may be written in English or French.

Applicants may apply to one Module, both Modules separately, or to both Modules through a combined application. A lead applicant may make multiple applications.

- In the event of multiple applications, each proposal must meet the minimum cost share requirements with distinct financial resources.
- In the event of a combined application, total cost share should follow the rules of each Module proportionally to the split proposed under use of grant funds. Namely grant funds that are allocated to Module 2 must be cost shared according to Module 2 minimum cost share requirements, and similarly, grant funds requested for activities under Module 1 should meet cost sharing requirements under that Module.

Applications will respond to the following questions.

**Basic information**

1. Name and full address.
2. Country of incorporation and year of registration.
3. Point of contact – name, title, email and telephone.
4. Names of partnering organizations, as applicable.
5. Number of employees.

**Technical solution**

6. Describe your company or consortium’s level of engagement with relevant government authorities. Attach proof of contract, or demonstration of engagement (where applicable). (Attachment required)
7. Describe the solution proposed and previous experience implementing similar projects.
8. Present a financial analysis of unit economics and a discussion of the overall financial model, explaining the assumptions and risks.
9. Describe the project consortia or other key partners (if any).
10. Provide a timeline for project development including achieved and remaining milestones (e.g. technical studies, financing agreements).
11. Describe the applicable regulatory framework for the project and, where relevant, present a plan to secure any necessary permits or licenses.
12. Describe environmental risks associated with the project and proposed mitigation measures, such as technology choice, construction techniques, and operational guidelines.
13. Attach relevant project development documentation (e.g. technical studies, financing agreements). (Attachment optional)
14. Attach documentation that demonstrates the company’s established policies, such as: customer contracts, audited financial accounts, written statements of policy. (Attachment required)

**Cost share**

15. Using the template provided, present a high-level budget of capital and operational costs that will be supported by the grant and cost share. The budget should clearly indicate which line items will be covered by SURE grant funding. (Attachment required)
16. Describe the project’s financing plan including details around potential sources and amounts of cost share.
17. Provide any documentation relating to ongoing discussions with financial institutions (e.g. a Letter of Interest). (Attachment optional)

**Team**

18. Describe the company/consortium’s management structure and technical capability. This should be demonstrated by an organization chart and CVs for senior managers and technical staff. (Attachment required)
19. Describe any gender equity initiatives undertaken by the company. This may include written policies or descriptions of initiatives aimed at closing a gender gap within the company or at better serving women as beneficiaries or customers. (Attachment optional)

**Impact**

20. Technical details of systems to be replaced. (Attachment optional)
• Module 1: Provide technical details on the diesel generators to be replaced, including the number, nameplate capacity, age, and average fuel consumption.
• Module 2: Provide technical details on the manual pumping systems that will be replaced, including their age and size.

21. Provide technical details of the proposed replacement systems. Including specifications for all relevant equipment, such as PV panels, balance-of-system Modules, and solar pumps. (Attachment optional)
22. Identify the number and location of pumping systems to be impacted as well as the population centers they will serve. State the number of customers that will be served by each system, disaggregated by sex. Describe the methodology used to choose target locations.
23. Provide estimates for the operational and service improvements expected from the new systems, including operational cost savings and service availability improvements.
24. Describe how gender equity has been considered in the business model.

Model sustainability

25. Describe the business model and why it is innovative.
26. Describe the revenue model and how the project will support cost-recovery.
27. Describe the model’s long-term maintenance strategy.

Interview stage
Finalists will be invited to interview with SURE personnel, USAID representatives and other stakeholders to present their proposal. Interview presentations will provide an overview of the project and highlight the status and structure of financing, as well as risks and support needs. Applicants will have an opportunity to address weaknesses identified by reviewers and answer follow on questions. Applicants will also be able to ask questions of SURE staff regarding the program of assistance. Interviews will be conducted in English or French.

Pre-award stage
The pre-award stage serves to assess organizational capacity to determine whether the applicant is capable and qualified to manage the grant. Since grants under this window will be Fixed Amount Awards, SURE will use the Fixed Amount Award Entity Eligibility Checklist per ADS 303.

If an applicant submits an excellent application but has a history of poor performance, is not financially stable, has an insufficient management system, has not conformed to the terms and conditions of a previous award, or is not otherwise responsible, SURE may impose additional requirements as needed, provided that the applicant is notified in writing as to:

• The nature of the additional requirements,
• The reason(s) the additional requirements are being imposed,
• The nature of the corrective action needed,
• The time allowed for completing the corrective actions, and
• The method for requesting reconsideration of the additional requirements imposed.

Depending on the result of the survey, SURE has the option to deny the recommendation of the evaluation committee and reject the grantee or grant with “Specific Conditions” as detailed at 22 CFR 200.207 (See Mandatory Reference, 22 CFR 200.207) (See also ADS 303.3.9.2).
Application submission details

Timetable
SURE invites eligible companies to submit an application by July 1, 2022 at 5:00pm GMT-4. SURE will evaluate applications and finalists will be invited to interview by August 4, 2022. SURE will then hold video teleconference interviews to select the awardees. The following table provides key milestones in the review and selection process.

<table>
<thead>
<tr>
<th>Date</th>
<th>Step</th>
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<tbody>
<tr>
<td>April 22, 2022</td>
<td>Application window opens</td>
</tr>
<tr>
<td>May 6, 2022</td>
<td>Questions are due from applicants</td>
</tr>
<tr>
<td>May 25, 2022</td>
<td>Orientation and Q&amp;A webinar</td>
</tr>
<tr>
<td>July 1, 2022</td>
<td>Applications are due</td>
</tr>
<tr>
<td>August 4, 2022</td>
<td>Application evaluation ends and finalists are notified</td>
</tr>
<tr>
<td>September 5, 2022</td>
<td>Interviews completed and awardees selected</td>
</tr>
<tr>
<td>October 3, 2022</td>
<td>Pre-award and onboarding completed</td>
</tr>
</tbody>
</table>

Questions and answers
Questions regarding this solicitation must be submitted in writing no later than May 6, 2022 at 5:00pm GMT-4 to the email address: SUREprocurement@tetratech.com. SURE will address the questions and incorporate the questions and answers as an amendment to this solicitation (if necessary). SURE will also hold a webinar to discuss the Q&A and provide any additional instructions to applicants. Verbal explanations or instructions given before the issuance of an award will not be binding. Any information given to a prospective applicant concerning this solicitation will be furnished promptly to all other prospective applicants as an amendment to this solicitation, if that information is necessary in submitting applications or if a lack of the information would be prejudicial to any other prospective applicant. All questions received by the deadline will be answered without attribution and disseminated among all applicants.

Online application platform
Applications must be submitted online using the application form requested at https://www.surveymonkey.com/r/SUREsignup.

All proposals received by the submission deadline will be reviewed for responsiveness to the eligibility criteria. Applicants must ensure that their applications are received by SURE in their entirety. No additions or modifications to the applications will be accepted after the submission deadline. SURE bears no responsibility for data errors resulting from transmission or conversion processes associated
with electronic submissions. Applicants should retain a copy of their proposals and accompanying uploaded documents for their records.

Please note that the application responses may be used for public communication after awards are made. SURE reserves the right to make minor edits to the responses in order to enhance their readability for public communication. SURE will screen any public-facing communication materials with entrepreneurs before release to ensure no breaches of confidentiality and that commercially material or sensitive information is not being released.

Award information

Award budget, period of performance

Module 1
- The estimated ceiling for this solicitation is USD 400,000. Subject to the availability of funds, it is anticipated that 2-4 individual awards will be made in the range of USD 100,000 to USD 150,000 each.

Module 2
- The estimated ceiling for this solicitation is USD 225,000. Subject to the availability of funds, it is anticipated that 2-3 individual awards will be made in the range of USD 75,000 to USD 100,000 each.

DSPs and water operators covering different regions can present a joint project. In that case, SURE reserves the right to provide a larger award commensurate with the size of the combined project.

For both Modules, the period of performance of support will vary depending on awardees’ proposed projects and may range from 1-2 years.

The awards will be issued and administered by Tetra Tech ES, Inc as the implementer.

Funding milestones

SURE funding will be disbursed over the period of performance based on the achievement of performance and/or TA milestones.

Grantees, together with SURE, will establish mutually agreed implementation milestones to assess progress in business plan implementation. SURE will verify and review milestones, then disburse funding. SURE reserves the right to withhold funding disbursement until milestones are deemed to be met as per the grant agreement.

Implementation and financial milestones may include the completion of project development activities, such as:

- Technical studies contracted
- Letters of comfort or other financing mechanisms secured
- Financial close
- System procurement
- Installation and commissioning
The number of funding milestones will be limited and manageable; we do not intend for grant reporting to be overly burdensome for awardees. Failure to meet milestones will result in withheld funds and potentially an adjustment of funding milestones or the cancelation of the grant.

All awardees may receive an initial tranche of funding at the outset of the award. Initial funding will depend, in part, on the business plan’s progress and verified needs. SURE will make every attempt to distribute funding to awardees as quickly as possible, but awardees should expect to begin activities immediately after the award is signed, even if funding is delayed by 1-2 months. A minimum of 10% of the award amount must be reserved for the final milestone payment.

Technical assistance program
Awardees will work with SURE to create a TA workplan that identifies specific services to be provided by SURE. These services should directly relate to the company’s ability to implement and scale solar pumping.

SURE may provide catalytic TA to improve project design, address investor concerns, ensure regulatory compliance, fully incorporate ESG principles, or comply with the terms of the grant agreement if grant funding is provided. This may be in place of or in addition to grant funding.

SURE may provide mentorship and TA to grantees in relation to any of the following service areas:

- Investment readiness and facilitation
- Business development
- Base of pyramid impact
- Environmental sustainability
- Enabling environment
- Organizational capacity development
- Public relations and communications
- Market research and analysis
- Marketing and sales
- Grant compliance
- Monitoring and evaluation advisory services

Administration
Reporting requirements
SURE is responsible for verifying that milestone reports are received on time, reviewing them for completeness, and monitoring progress against set benchmarks. If there are problems in implementation, a report is incomplete, and/or the verifiable program milestones have not been met, SURE will decide the appropriate action to be taken, including but not limited to termination of the grant, a financial audit, and/or legal action.

Generally, performance reports will not be required more frequently than quarterly and not less than annually. However, it may be determined necessary to require monthly reporting as a specific award condition if the grantee is determined to be medium-to-high risk as a result of the pre-award survey.

Performance reports will generally contain brief information on each of the following:
● A comparison of actual accomplishments against the goals and objectives established for the period, the findings of the implementing partner, or both. When appropriate and when the output of programs or projects can be readily quantified, such quantitative data should be related to cost data for computation of unit costs.
● Reasons why established goals were not met, if appropriate
● Other pertinent information including, when appropriate, analysis and explanation of cost overruns or high unit costs

Because all grants under this window will be Fixed Amount Awards, disbursement will be made upon presentation of a statement certifying that the milestones for which payment is being requested have been completed. This statement must be accompanied by the certification of milestone completion and required documentation, as set forth in the FAA award document. SURE staff will review the required documentation to verify that the milestone for which payment is requested has been completed in accordance with the terms set forth in the FAA necessary for payment. The grantee is not required to provide data on expenditures, because costs were identified, negotiated, and approved during the award stage.

Non-disclosure
In accordance with the marking requirements specified in 22 CFR 700.16, all awards will comply with the approved Branding Implementation Plan for the SURE Activity. The relevant sections of the SURE Branding Implementation Plan will be provided to each grantee as part of their award. If exceptions/waivers are required for a grant, they will be submitted to USAID along with the initial package for approval.

All costs associated with branding (press conferences, media and promotional materials, photography, site visits, success stories, etc.) and marking (plaques, banners, signs, stickers, etc.) are to be included in the total budget amount of the grant.

Branding and marking requirements
SURE encourages grant recipients to provide as much cost matching as they reasonably can. Cost share should equal at least 50 percent of the value of the requested award.

Grant cost share must adhere to applicable USAID guidance, such as ADS 303.3.10, Acquisition and Assistance Policy Directive (AAPD) 02-10, and any other applicable Standard Provision. It is USAID’s policy not to apply its source, origin, and nationality requirements or the restricted goods provision established in the Standard Provision entitled “USAID Eligibility Rules for Goods and Services” on cost share amounts. In accordance with Title 2 of CFR 200.207, program income may be used to finance the required non-U.S. government cost-share portion of the grant award.

Cost share
Cost sharing or matching refers to that portion of project or program costs not borne by SURE. All contributions, including cash and third-party in-kind contributions, are acceptable as part of the recipient’s cost share or match when they meet the criteria established in the Standard Provision governing recipient contributions.
For instance, the cost share may be in the form of funds from other (non-U.S. Government) donors; it may be the labor of the grant recipient employees or volunteers; or it may be the use of a recipient’s meeting room to hold a workshop for the grant activity.

Grant cost share must adhere to applicable USAID guidance, such as ADS 303.3.10, Acquisition and Assistance Policy Directive (AAPD) 02-10, and any other applicable Standard Provision. It is USAID’s policy not to apply its source, origin, and nationality requirements or the restricted goods provision established in the Standard Provision entitled “USAID Eligibility Rules for Goods and Services” on cost share amounts. In accordance with Title 2 of CFR 200.207, program income may be used to finance the required non-U.S. government cost-share portion of the grant award.

Backup documentation is used to verify the source and value of the cost share contributions. The types of backup documentation required vary according to the type of cost share. Examples of backup documentation include:

- A donation letter from a donor for cash or in-kind contributions and a copy of the bank statement (for cash contributions only),
- Time sheets,
- Rate calculations,
- Valuation of donated goods and use of space, and
- Independent appraisals (for donated equipment, building or land).

SURE encourages grant recipients to explore different cost-sharing possibilities within their organization as well as to pursue other potential donors that could contribute to project costs. SURE staff will be available to work with recipients to help identify possible sources of cost share. It is critical that all forms of cost share are documented throughout the duration of the grant.

**Allowable and Unallowable Cost Share**

All costs, whether reimbursable or contributions to cost share, must have the following three characteristics:

1. Costs must be reasonable, meaning they are generally recognized as ordinary and necessary and would be incurred by a prudent person in the conduct of normal business.
2. Costs must be allocable, meaning they are incurred specifically for the grant activity.
3. Costs must be allowable, meaning that they must conform to any limitations in SURE’s award from USAID.

Contributions, whether cash or in-kind, are acceptable as part of cost share if they meet ALL of the following criteria:

1. Cost-share contributions must be verifiable from the recipient's records.
2. Cost-share contributions must not be included as contributions for any other U.S. Government-assisted program.
3. Cost-share contributions must be necessary and reasonable for proper and efficient accomplishment of grant activity objectives.
4. Cost-share contributions must be types of charges that would be allowable under the applicable Federal cost principles.
5. Cost-share contributions may not be paid by the U.S. Government under another grant or cooperative agreement.
6. Cost-share contributions must be provided for in the approved budget when required by USAID.
7. Cost-share contributions must conform to other provisions of USAID guidance.

**Reporting Cost Share**

SURE must submit reports of cost share to USAID within its financial reports. Recipients need to maintain records and backup documentation for all cost-share and submit them to SURE with the financial reports. The backup documentation is used to verify the source and valuation of the cost share. Once submitted, SURE will review grantee cost share contributions and may request further information if some is missing or not sufficient.

Cost share portions are subject to the Standard Provision titled “Cost Share” and can be audited. If a recipient does not meet its cost share requirement, SURE may apply the difference in actual cost share amount from the agreed upon amount to reduce the amount of USAID funding or period of funding, require the recipient to refund the difference to USAID when this award expires or is terminated, or reduce the amount of cost share required under the award.

**Prohibitions on equipment**

**Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment** FAR 52.204-24 (Nov 2021)

The Offeror shall not complete the representation at paragraph (d)(1) of this provision if the Offeror has represented that it “does not provide covered telecommunications equipment or services as a part of its offered products or services to the Government in the performance of any contract, subcontract, or other contractual instrument” in the provision at 52.204-26, Covered Telecommunications Equipment or Services—Representation, or in paragraph (v) of the provision at 52.212-3, Offeror Representations and Certifications-Commercial Items.

(a) Definitions. As used in this provision—

Backhaul, covered telecommunications equipment or services, critical technology, interconnection arrangements, reasonable inquiry, roaming, and substantial or essential Module have the meanings provided in the clause 52.204-25, Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment.

(b) Prohibition. (1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential Module of any system, or as critical technology as part of any system. Nothing in the prohibition shall be construed to—
(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract or extending or renewing a contract with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential Module of any system, or as critical technology as part of any system. This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract. Nothing in the prohibition shall be construed to—

prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or

(i) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.

(c) Procedures. The Offeror shall review the list of excluded parties in the System for Award Management (SAM) (https://www.sam.gov) for entities excluded from receiving federal awards for “covered telecommunications equipment or services”.

(d) Representation. The Offeror represents that—

(1) It □ will, □ will not provide covered telecommunications equipment or services to the Government in the performance of any contract, subcontract or other contractual instrument resulting from this solicitation. The Offeror shall provide the additional disclosure information required at paragraph (e)(1) of this section if the Offeror responds “will” in paragraph (d)(1) of this section; and

(2) After conducting a reasonable inquiry, for purposes of this representation, the Offeror represents that—

It □ does, □ does not use covered telecommunications equipment or services, or use any equipment, system, or service that uses covered telecommunications equipment or services. The Offeror shall provide the additional disclosure information required at paragraph (e)(2) of this section if the Offeror responds “does” in paragraph (d)(2) of this section.
(e) Disclosures. (1) Disclosure for the representation in paragraph (d)(1) of this provision. If the Offeror has responded “will” in the representation in paragraph (d)(1) of this provision, the Offeror shall provide the following information as part of the offer:

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the original equipment manufacturer (OEM) or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(ii) For covered services—If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(A) If not associated with maintenance, the Product Service Code (PSC) of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.

(2) Disclosure for the representation in paragraph (d)(2) of this provision. If the Offeror has responded “does” in the representation in paragraph (d)(2) of this provision, the Offeror shall provide the following information as part of the offer:

(i) For covered equipment—

(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the OEM or a distributor, if known);

(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and

(C) Explanation of the proposed use of covered telecommunications equipment and any
factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.

(ii) For covered services—

(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or

(B) If not associated with maintenance, the PSC of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.