

## Frequently Asked Questions about the Innovation-to-Scale Call for Proposals

This addendum provides clarifications in response to questions received by the GFF Secretariat. Similar questions have been clustered, combined, and compressed.

Please find the Call for Proposals at the following link:

[https://www.globalfinancingfacility.org/sites/gff\\_new/files/documents/GFF-innovation-scale-call-for-proposals.pdf](https://www.globalfinancingfacility.org/sites/gff_new/files/documents/GFF-innovation-scale-call-for-proposals.pdf)

### Submission/Format

1. *Is there a specific proposal and budget format that is required?* The format requirements for the proposal have been laid out in the Call for Proposals in the paragraph on the second page beginning with: “The initial submission of the proposal should be a maximum of 3 pages....” (See also Question 4 below.)
2. *What is the process for submitting our application?* As stated in the Call for Proposals, proposals should be submitted to [GFFSecretariat@worldbank.org](mailto:GFFSecretariat@worldbank.org) with the subject line “Innovation-to-Scale proposal” by April 30, 2019.
3. *Can the proposal be submitted in French?* Proposals will be accepted in English or French.
4. *What information is required at each of the two steps of the application process?* The requirements for the initial submission are laid out in the Call for Proposals. The 15 applicants selected to provide full submissions will be informed of the specific requirements for the second stage when that request is made; it can be anticipated that the full submissions will include more detailed descriptions of activities, timelines and budgets.
5. *Can there be a combined application (private sector + NGO)?* Combined, multi-stakeholder submissions are encouraged, especially when such partnership will facilitate the achievement of impact at scale (see also section on “Organization/Country Eligibility” below). However, the parties should agree and indicate which organization is the prime who will be legally and financially responsible if and when the proposal is approved. The responsible party should submit the proposal.
6. *Who is the contact person for information on the proposal submission process?* The GFF Secretariat mailbox [GFFSecretariat@worldbank.org](mailto:GFFSecretariat@worldbank.org) is the point-of-contact for all inquiries related to the Innovation-to-Scale proposal submission.

### Budget

1. *What rate is allowed for indirect costs for the proposal?* The total grant award of up to US\$5 million is inclusive of both direct and indirect costs. We do not have a cap on the rate for indirect costs, but indirect costs will be assessed as part of the proposal evaluation, and we expect proposals to demonstrate efficiency in use of grant resources to achieve the stated outcomes.
2. *Is there an overhead cap for indirect or direct costs?* Per the instructions in the Call for Proposals, there is no overhead cap (See also Question 1 above).
3. *What is the limit of the budget?* The limit for the submitted budget of the application is US\$5 million, inclusive of all costs.
4. *Does GFF encourage applicants to show leveraged funding and cost share?* We encourage leveraged funding, but there is no requirement for cost sharing or matching funds.

### Implementation and funding

1. *What is the duration of the implementation of the proposal?* The duration of implementation is three years from initiation of activities, which is expected to be within six months of award.
2. *How many proposals will be accepted?* Five grants are expected to be awarded through this Call for Proposals.
3. *Can the proposal finance the components of the investment case directly?* Yes, this is encouraged but not a requirement. Note that all other funding requirements in terms of eligible organizations need to be met.
4. *How will funding be monitored? What are the reporting requirements?* As mentioned in the Call, UNICEF will be the contracting agency for grants awarded through this Call and as such, it will establish an oversight mechanism that will be responsible for managing the flow of funds. In addition to the requirements from UNICEF as contracting agency, the grantee will have to provide an annual update and final report after the end of the program with outcomes and results achieved and lessons learned. The final report will be posted on the GFF website.
5. *Will there be other opportunities to gain funding for new innovations?* GFF does not anticipate funding opportunities to establish proof-of-concept or other early-stage development of innovations. There are other organizations and initiatives that focus on these areas.
6. *Can you clarify what “funding may be provided in multiple tranches” means?* There will be an initial award for initiation of activities, followed by subsequent funding tranches made upon achievement of agreed milestones that will be negotiated as part of the final grant awards.
7. *Is the contracting agent the World Bank/GFF, the National Government, and/or UNICEF?* Innovation-to-Scale is a GFF initiative and the selection process involves multiple GFF partners. It is anticipated that funds will be transferred to UNICEF to make and manage the grant awards. Funds will not flow through national governments for grants made under this Call for Proposals.

### Government role

1. *Is representation of the applicant in the country GFF platform required?* No, but applicants must demonstrate that they are well-aligned with country priorities (for example, in a national health strategic plan or a GFF Investment Case) that relate to maternal and newborn health. One way this can be demonstrated is through participation in the GFF country platform, but this is not the only way and other methods that demonstrate such effective alignment will be considered.
2. *Is there added value to having endorsed letters or emails from the government expressing engagement and commitment during the evaluation process?* As stated in the Call for Proposals: “Applications must include documentation that shows engagement and involvement of the ministries of health and any other relevant ministries, demonstrating local ownership of the proposed program of work and the potential commitment for uptake beyond the three-year grant.” This could be done through written government endorsement, although other documentation that satisfies the requirements as stated above will be accepted.
3. *What is the relationship with the government and the organization that will present the proposal?* As indicated, alignment between the applicant’s proposal and government priorities is important and needs to be documented, but Innovation-to-Scale grant funds under this Call for Proposals will not flow through government channels.

### Organization/Country eligibility

1. *Is my country eligible to apply for the proposal or can my organization apply to implement in a country that is eligible for GFF funding but is not a GFF funded country?* This grant is only available for organizations that are proposing to implement in one of the 27 GFF-supported countries as of March 2019. These include Afghanistan, Bangladesh, Burkina Faso, Cambodia, Cameroon, Central African Republic, Côte d'Ivoire, Democratic Republic of Congo, Ethiopia, Guatemala, Guinea, Haiti, Indonesia, Kenya, Liberia, Madagascar, Malawi, Mali, Mozambique, Myanmar, Nigeria, Rwanda, Senegal, Sierra Leone, Tanzania, Uganda, and Vietnam.
2. *Should the lead organization be a locally based NGO, a country office, or an organization that is not in-country? Is this an open call for proposals, in which any organization or institution, including universities or academic institutions (including those based in Europe or North America, which have with very strong partnerships within the innovation target regions), can serve as the prime?* For proposals for a single country, leadership should be from a country-based organization, inclusive of all organizations – not-for-profit, for profit private sector, universities (including public sector universities) – that are not strictly governmental. In cases where a single submission is justified for multiple countries, it would be possible to have an internationally-based organization play a coordinating role, but the aim is that the funding should primarily be channeled to local implementing partners and that results/funding would also be accounted for on a country-specific basis.
3. *Can you clarify what is meant by “implementing partners/organizations that operate at country level”?* This refers to organizations that have local presence in GFF-supported countries, ideally have country registration (see also Question 4 below) and are able to provide in-country leadership for proposed implementations activities.
4. *Can an NGO not registered by the Government present a proposal?* There are no requirements specific to the issue of registration; however, please note the requirement for an applicant to demonstrate country buy-in for the achievement of scale. It is anticipated that relevant country governments will be consulted through the GFF platform on proposals reaching final stages of the evaluation process.
5. *Can one organization submit one proposal as lead applicant and be a consortium member on other applicants' submissions?* Yes.
6. *Is a federal (or state) government agency eligible to apply? Can a parastatal organization apply?* No. The generally applicable criterion is that if an organization is eligible for World Bank IDA/IBRD lending, it is not eligible to receive an Innovation-to-Scale grant.
7. *Does the five-minute video presentation have to be done by the project manager or whoever is involved in the proposal development?* This is left to the discretion of the applicant. At this stage of proposal evaluation, the focus is more on the innovation and the proposed approach.
8. *What do you mean by graphical presentation?* We will accept up to six figures, photos, or tables to accompany the three-page application.

### Scope

1. *What should the focus of the innovations be?* As stated in the Call for Proposals, the purpose of Innovation-to-Scale is to “accelerate uptake of proven interventions to reduce maternal and neonatal mortality around the time of birth and in the immediate postnatal period.”
2. *Will my innovation be acceptable if it does not solely focus on perinatal mortality, but positively impacts it?* As long as an intervention has evidence establishing that the intervention aligns with

the principles outlined in the Call for Proposal and that it has a direct impact on perinatal mortality, then the proposal would be acceptable.

3. *Will my innovation be acceptable if is not implemented during the perinatal period?* Yes, though it must have direct and specific impact on perinatal mortality. For example, an innovation in training for skilled delivery would have direct impact on perinatal mortality, even though the innovation would be integrated into activities that are implemented outside of the perinatal period.
4. *How has “immediate postnatal period” been defined?* For this Call, this is defined as innovations that will have mortality impact on maternal and neonatal conditions that arise within the first seven days postpartum. The intervention would be deployed within this period, even if it may require continuing implementation beyond this seven-day window. Applicants should recall that the emphasis is on lifesaving impact of the innovation, and this will in turn depend on estimated mortality burdens during delivery, in the first 24 hours after delivery, and up to seven days afterwards.
5. *Although the goal is country-level impact, can the proposal provide proof of regional level impact?* Yes, as long as the country-level impact is also well-defined and serves as the basis for determining success.
6. *Are innovations limited to only technology?* No, the innovations are not just technologies but also very much include implementation and delivery innovations.
7. *Can the application propose to implement two linked interventions that have not previously been implemented jointly but have evidence from each for proof-of-concept and scalability?* Yes, provided that the argument can be reasonably made that linked implementation would not detract from the individual impacts of each intervention.
8. *If our innovation is past-proof of concept, are we still eligible to apply?* Yes, in fact, Innovation-to-Scale is designed to support only those innovations that are past proof-of-concept.
9. *Can an application be submitted for a single province in a country?* Yes, if such an approach is consistent with achieving at-scale impact.
10. *How do we prove that the innovation is successful?* Evidence does not need to be peer reviewed, but nevertheless should include robust documentation of impact at a demonstration phase, ideally evaluated by a third party.
11. *What is life-saving impact?* Life-saving impact is when an innovation has a positive impact on maternal and newborn mortality that is quantifiable.
12. *When asking for scale, are you specifically seeking a significant number of lives saved or could the scale criteria be met through expanding to new geographies, contributing to legislation change and other outcomes? Will one of the approaches be given greater weight in evaluating proposals?* Whether scale has been achieved will ultimately be determined by the actual impact of the funded results compared to the potential impact, if the innovation were fully implemented at national scale. National scale will not be possible in all countries within a three-year timeframe. Because it is important that the Innovation-to-Scale grants minimally show that the innovation is on a pathway to full-scale impact, other enabling factors that support this pathway may also be an important part of the applicant’s approach. There is no single preferred approach. Proposals will be evaluated on whether the applicant’s approach is likely to achieve large-scale impact on mortality – even if more limited in the short-term.
13. *Do you have a recommendation of minimum target numbers for lives saved – how small is too small relative to the burden in the country?* No. The intent is to maximize the impact on lives saved by scaling the innovation, both within the three-year implementation period and beyond the period of

Innovation-to-Scale support, where the grant helps to better position the innovation for continuing scale-up.

*The country is still establishing its GFF Investment Case. Can we apply while that process moves forward?* Yes. As described in the Call for Proposals, the proposal should “address a critical bottleneck to achieving impact on maternal and newborn mortality, as identified in national health development plans/strategies or in GFF investment cases.”

### Standards of evidence

1. *Does the innovation need to be proved in the particular country or countries where it is proposed for scale up?* No, not necessarily. Nevertheless, evidence that the innovation is successful at a pilot scale and poised for scale-up in the context of the country, or a context similar to where it is proposed, must be included in the application.
2. *If an intervention is proven to be successful in one country, can organizations propose to scale it up in another country?* Yes, this is acceptable provided that the circumstances in the two countries are sufficiently similar that the case can be made that the innovation is ready and would be successful and sustainable at scale up.

### Multiple countries and cross-country issues

1. *Can one organization/consortium submit an application for multiple countries? Can a single application propose implementation in multiple countries?* Proposals that cover multiple countries will be accepted. They will be neither encouraged or discouraged, but we expect that there will be country-level accountability (in terms of both results and funding) for the funds provided.
2. *Can an organization send a multi-country application that includes countries in multiple regions?* Yes, the same standard would apply to any application that involves multiple countries. This includes ensuring and accounting for country-level impact in each of the countries included.

### Further questions as of April 23, 2019

1. *Can you clarify what “up to six one-page CVs for key members of the project team” means?* – This means that a one-page CV for each key member (maximum 6 provided for application) should be submitted with the proposal.
2. *Can an organization propose an innovation to scale a training in a specific country that has already been tested in countries and is another organization’s original innovation (with of course the permission granted from the original organization)?* An organization can propose any innovation for which it holds intellectual property rights or is in the public domain.
3. *If more than one NGO applies for the grant through consortium partnership, is it necessary to write the name and details of all consortium member NGOs in that particular concept paper or is just the name and details of the lead NGO enough?* If a consortium partner is to receive funding through the Innovation-to-Scale grant, then that partner should be listed, including name, address, role to be played, and funding level. In addition, if a partner is not to receive funding but is playing a role that is critical to the overall success of what is being proposed, then the same information (with the exception of funding level) should also be provided.
4. *How does the GFF expect the private sector to contribute to the implementation of innovation projects?* The GFF values private sector experience in rapidly scaling innovation, from proof-of-concept to development to delivery. Private sector partners may submit a proposal under Innovation-to-Scale and/or be a partner on a proposal submitted by other eligible organizations.

5. *Can you please give more details about the “multisectoral” concept? Would this be related to having diverse partners involved or diverse topics?* The term “multi-stakeholder” was used in the FAQ document to mean diverse partners bringing various comparative advantages to bear on the deployment at scale of an innovation. Depending on the innovation, such a partnership could also involve diverse sectors, though not necessarily.
6. *Can GFF please clarify if international organizations are eligible to apply if they are proposing a single country where they have local presence and are registered in that country?* Yes, international organizations are eligible to apply. Proposal submissions are preferred from local organizations, including local affiliates of international organizations.
7. *Can the GFF provide more directions regarding the content of the required graphical presentation?* This is left to the discretion of the applicant.
8. *Please clarify what is meant by the term “fees” in the budget guidance.* In addition to the overhead cost which some organizations may have, please also include any fees that your organization may charge. For instance, some organizations charge an administrative fee which can be a flat fee per contract or a percentage of the total contract value. If this is the case with your organization, please specify and include such fees in the budget.
9. *Am I correct in my understanding that the three-page limit is inclusive of the budget?* Yes. A very detailed budget, beyond the requirements specified, is not required at this stage of proposal.
10. *The FAQ posted online states: “There will be an initial award for initiation of activities, followed by subsequent funding tranches made upon achievement of agreed milestones that will be negotiated as part of the final grant awards.” Will milestone payments be submitted with a financial report of costs incurred? If so, will payment be adjusted based on incurred costs as long as total costs are within the overall project ceiling?* This question will be considered at a later stage of proposal development guidance (for the 15 applicants selected to submit full proposals) and as part of negotiations with the final awardees.
11. *Can “geographical presentation” be clarified?* The term “graphical presentation” (but not “geographical presentation”) was used in the Call for Proposals and has already been clarified in the FAQs.
12. *Note that UNICEF will be supporting the Call as a contracting agency and as a stakeholder in this critical issue”. Does this mean that a proportion of the bid budget needs to be reserved for UNICEF management costs? If so what % should be so reserved?* No, UNICEF management costs are already accounted for through a separate funding stream and should not be included in applicant budgets.
13. *When will the successful recipients of Innovation-to-Scale grant awards be announced?* As stated in the Call for Proposals: “The aim is to select successful applicants and make awards by September 30, 2019.”
14. *Please clarify the deadline for proposals.* Proposals are to be submitted no later than April 30, 2019, at 11:59 pm Eastern Time (23:59 Eastern Time). Only materials, including any annexes, that are received prior to the deadline will be considered as part of the proposal evaluation.
15. *Our organization has local offices in two countries that have innovation concepts that they would like to scale. Can we only submit one proposal?* Any eligible organization can submit as many proposals as it cares to.
16. *Is it possible for a sub-applicant to send its budget separately from the main proposal, without sharing the budget details with the prime applicant?* No, the budget needs to be



submitted as part of a single, unified proposal. The level of detail required at this stage should allow aggregate information that protects the confidentiality of any proprietary information.