

## CO “100 PERCENT LIFE” is announcing an open Call for Proposals to

support sustainability of HIV responses in EECA countries

Kyiv, Ukraine

# Summary

CO “100 PERCENT LIFE” (hereinafter – 100%Life) is pleased to request Applications from eligible qualified organizations which have the capacity to contribute to the overall goal of the project, which is to ensure sustainable and significant response to HIV epidemics in the European and Central Asian regions (including but not limited to reduction of infection, illness and death by HIV / AIDS) under the Regional Program “Sustainability of Services for Key Populations in Eastern Europe and Central Asia (EECA)” funded by the Global Fund to Fight AIDS, Tuberculosis and Malaria (hereinafter – the Global Fund) and operating in Eastern Europe and Central Asia (EECA), along with the Southeast Europe (SEE) sub-regions.

Implementation of the program activities by the winner(s) of this Call for Proposals is planned from March 2022 to December 2024. The application work plan should reflect the period of performance.

**Submission Deadlines are prolonged**: Application is due by 23:59 Kyiv time (UTC + 02:00) on January 27th, 2022.

Organization intends to award the grant(s) with a funding limit (maximum amount for three years):

● PROGRAM COMPONENT 1 – 613 437 US dollars (Year 1 – 251 011 USD, Year 2 – 179 771 USD, Year 3 – 182 655 USD)

● PROGRAM COMPONENT 2 – 814 631 US dollars (Year 1 – 246 761 USD, Year 2 – 284 435 USD, Year 3 – 283 435 USD)

● PROGRAM COMPONENT 3 – 153 822 US dollars (Year 1 – 153 822 USD)

The final budget of the grant(s) will be defined based on the Grantee’s proposal and budget negotiations. Grant agreements with the successful applicants will be signed annually within negotiated budget limits. Funding will be subject to donor approval and availability of funds.

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# PROJECT SUSTAINABILITY OF SERVICES FOR KEY POPULATIONS IN EASTERN EUROPE AND CENTRAL ASIA (EECA)

## Background

The overall goal of the regional program is contributing to reducing the HIV epidemic in the EECA region, through accelerating progress on Fast-Track and ensuring the sustainability of HIV services for key populations in countries of the EECA and SEE. For the financing of prevention and care services for KPs and PLHIV, the purpose is to fully utilize the previously untapped potential of possible ARV price reductions in the selected countries to generate accumulated savings and advocate for budget reallocations.

The Regional Program is managed by Alliance for Public Health in Ukraine in partnership with 100%Life and Consortium of regional organizations.

## Objectives

This Call for Proposals takes into consideration the importance of harnessing all available resources towards the implementation of activities aimed at meeting the objectives of this Grant Program.

The objectives of the Regional Program are:

1. Institutionalizing effective models of, and processes in, HIV responses in the EECA region to impact the HIV care cascade in the region
2. Removing barriers to services for key populations to promote quality health interventions based on human rights principles; addressing gender barriers to services
3. Budget advocacy for sustainable services for key populations in the EECA region

Expected outcomes:

1. Absolute increase in national and local funding for HIV activities targeting the key populations and PLHA in all project countries
2. The practice of social contracting is applied in all Program countries without interruption.
3. Decentralization of HIV testing services and ART through the removal of normative, legal and technical barriers in at least two countries.
4. Total savings resulting from optimized prices for ARV procurement in 3 EECA and 5 Balkan countries.
5. Total savings resulting from optimized prices for procurement of HIV tests for treatment monitoring (VL, CD4) in 3 EECA countries.
6. Increase in access to PrEP in all project countries.

## Thematic focus of this Call for Proposals and priority issues

**This Call for Proposals is focused on EECA countries. It is possible to submit a proposal that will cover all program components or just selected ones. Applicants are expected to propose activities that will have an impact on all the below listed project countries within one program component.**

**Grant funding under this Call for Proposals shall be provided under the following categories**:

**PROGRAM COMPONENT 1.** Community-led advocacy and technical support to in-country CSOs in the decentralization of treatment and testing services in the selected two countries of the EECA region

Actions under this track will include:

1. Holding community-led operational research in Armenia, Belarus, Georgia, Kazakhstan and Kyrgyzstan to assess the acceptance of community-based testing, and/or testing in primary care, with research focused on mapping of legal and technical barriers that hinder decentralization.
2. Community-led advocacy and technical support to in-country CSOs to eliminate barriers that hinder implementation of community-based testing, and/or testing in primary care, in two (2) countries of the EECA region based on above operational research results.
3. Support the functioning of a regional platform to share best practices to countries of the EECA region on the integration of treatment services in primary care and the private sector, in collaboration with WHO, the Global Fund, ITPCru and other interested parties.
4. Holding community-led operational research on legal and technical barriers/bottlenecks in the implementation of treatment services in primary care in Georgia and Kazakhstan.
5. Community-led advocacy and technical support to in-country CSOs to eliminate barriers that hinder implementation of treatment services in primary care in Georgia and Kazakhstan.

Expected results of work on this program component:

|  |  |  |  |
| --- | --- | --- | --- |
| **Key activity**  | **2022** | **2023** | **2024** |
| Decentralization of HIV testing services through the removal of normative, legal and technical barriers | Community-led research is conducted in 5 countries (Armenia, Belarus, Georgia, Kazakhstan and Kyrgyzstan) | Draft laws and regulatory documents are developed in two of the following countries - Armenia, Belarus, Georgia, Kazakhstan and Kyrgyzstan | Draft laws and regulatory documents enabling decentralization of HIV testing are approved by national authorities in 2 of the following countries - Armenia, Belarus, Georgia, Kazakhstan and Kyrgyzstan |
| Decentralization of HIV treatment services through the removal of normative, legal and technical barriers | Community-led research is conducted in 2 countries (Georgia, Kazakhstan) | Draft laws and regulatory documents are developed in 2 countries (Georgia, Kazakhstan) | Draft laws and regulatory documents enabling provision of HIV treatment services in primary care are approved by national authorities in 2 countries (Georgia, Kazakhstan) |

**PROGRAM COMPONENT 2.** Budget advocacy for sustainable services for key populations in the EECA region (9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan).

Actions under this track will include:

1. Regulate service packages for key populations and PLHA in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan.
* Collect information, including existing regulatory documents, in project countries, including those that have been adopted;
* Analyze and identify those documents that need to be created or that require change; and,
* Coordinate activities with international technical assistance projects working in countries of the region to develop standards and tariffs for services;

2. Increase domestic financing for HIV services targeting key populations and PLHA in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan.

* Analyze existing legal and regulatory documents (including those adopted in 2021) that govern mechanisms for social contracting in countries of the EECA region;
* Provide technical assistance to develop and improve policies and procedures for the implementation of social contracting;

3. Establish and operationalize a legal framework for the financing of HIV services from domestic funds in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan.

* Promote social contracting mechanisms for NGOs to provide HIV services in 9 countries;
* Provide technical assistance to national and local authorities in the development of policies and procedures for the implementation of social contracting of NGOs for the provision of HIV services;
* Remove barriers to government funding for HIV services;
* Increase budget advocacy capacity of NGOs through collecting relevant topics from NGOs, developing programs and conducting webinars;

4. Support country hubs on budget advocacy issues, including:

* training of in-country experts on budget advocacy;
* implement mentoring support of selected experts in accordance with plans for the development of expertise;
* develop teaching materials for the further work of hubs;
* support the implementation of national training plans on budget advocacy issues; and,
* develop regulatory documents depending on the needs of each country.

*NB: Budget advocacy hubs are not a legal entities, but a product of the SoS\_project implemented in 2019 – 2021, the main activity of which is aimed at increasing the capacity of civil society to influence the processes of formation and implementation of government policies at the national and local levels to ensure the sustainability of HIV services. So, as part of the implementation of the tasks set in 2021, SoS\_project created Budget Advocacy Hubs, which are teams of professionals, including community representatives: advocacy, experts in budget analysis, experts in the field of social contracting, communications / PR specialists.*

*Each Hub in Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova has a coordinator. The contacts will be shared with the winners of the call for proposal.*

Expected results of work on this program component:

|  |  |
| --- | --- |
| **Indicator** | **2024** |
| Cumulative national budget expenditures increase for servicing key populations and PLHA in Armenia (1 000 000 USD), Azerbaijan (500 000 USD), Belarus (3 000 000 USD), Georgia (2 000 000 USD), Kazakhstan (3 000 000 USD), Kyrgyzstan (500 000 USD), Moldova (2 000 000 USD), Ukraine (3 000 000 USD) and Uzbekistan (500 000 USD) | 15 500 000 USD (compared with 2020 data) |

|  |  |  |  |
| --- | --- | --- | --- |
| **Key activity**  | **2022** | **2023** | **2024** |
| Functional social contracting mechanisms in all project countries  | in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan:Information, including existing regulatory documents, in project countries, collected and analyzed. Country hubs on budget advocacy issues are supported. Adoption of national standards and tariffs for the provision of services are provided. Technical assistance in the development and improvement of policies and procedures for the implementation of social contracting are made. Budget funding for services to key groups is increased. | At country level, service packages are normatively regulated (standards and calculations of the cost of service packages are officially adopted) in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan. | The practice of social contracting is applied without interruption (costs for HIV services are allocated for NGOs every year through calls for proposals/tenders to ensure uninterrupted service provision) in 9 countries - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Ukraine, Uzbekistan. |

**PROGRAM COMPONENT 3.** Support of a module for analysis of reference prices for medicines for the treatment of HIV, TB, VH

Reference pricing portal was created for the accumulation of the data on medicines procurements from state budgets and prices for the target medicines. Reference prices portal has been already tested and may be found via the link - <http://arteye.byustudio.in.ua:3000/>. Applicants are expected to extend information gained at the said portal with relevant data from other countries and to make it a reliable regional-level tool for the development of the analytical reports and advocacy purposes to improve the in-country procurement practices, decrease prices and improve access to treatment.

Actions under this track will include:

1. Community building around the use of the reference price module in 4 countries of the EECA region (Kyrgyzstan, Uzbekistan, Georgia, Armenia) in order to improve procurement and access to HIV treatment.
2. Technical support of the developed portal of reference medicines prices work’s, including collection and processing of procurement data; expanding the pool of IT solutions for data analysis.
3. Technical support for the development and advocacy of recommendations for revising the business processes in PSM cycles in 4 countries of EECA region (Kyrgyzstan, Uzbekistan, Georgia, Armenia) based on the data from the portal of referencing medicines prices.
4. Creation of tools for automatic data analysis of the portal referencing medicines prices and support for forming an evidence-based analytical base for eliminating barriers to access to HIV treatment.

 Expected results of work on this program component:

1. Key target groups, including communities, in 4 countries of EECA region (Kyrgyzstan, Uzbekistan, Georgia, Armenia) are informed about the portal, its functionality and opportunities for its use for advocacy, research, monitoring etc.
2. Analytical report regarding procurement practices and ARV-medicines prices with recommendations based on the gaps and experience of neighboring countries is conducted in 4 countries of EECA region (Kyrgyzstan, Uzbekistan, Georgia, Armenia).
3. Additional functionality is created and the medicines reference price portal is scaled up for 4 countries of EECA region (Kyrgyzstan, Uzbekistan, Georgia, Armenia).

It is seen as critically important that the suggested outcomes/activities build upon previous/ on-going efforts in the frame of SoS project on the regional and national levels, create synergies, both with Global Fund, other international donors and national efforts. Ideally, activities would be linked to the existing or planned regional and national plans, such as already developed transition and/or sustainability plan.

# PROPOSAL PREPARATION INSTRUCTIONS

## Key Dates

|  |  |
| --- | --- |
| **Announcement of the Call for Proposals** | **January 6th 2022** |
| **Deadline for submission of applications** | **January 27th 2022** |
| **Disclosure committee** | **1st week of February 2022** |
| **Expert committee** | **2nd week of February 2022** |
| **Committee protocol approval** | **3rd week of February 2022** |
| **Notification of award** | **by last week of February 2022** |
| **Contract signature** | **February 2022** |

* + Where and how to send the application

The application and supportive documents should be submitted by email not later than January 27th, 2022, 23:59 Kyiv time, at the address **applicants@network.org.ua** with copy to **advocacy.official@network.org.ua**, **o.kolomiichuk@network.org.ua** and**z.zamikhovska@network.org.ua****.**

Any applications submitted after the deadline will be rejected.

Questions regarding the call for proposals could be submitted at the same email addresses **applicants@network.org.ua**, **advocacy.official@network.org.ua**, **o.kolomiichuk@network.org.ua** and **z.zamikhovska@network.org.ua** until January 24th 2022, 23:59 Kyiv time. Replies will be given not later than 3 days before the deadline for submission of applications**.**

## Application Documents

* + 1. Annex A: Grant application form (.doc format)
		2. Annex B: Budget, project staff, work plan (.excel format)
		3. Annex C: Logical framework (.excel format)
		4. Additional documents explaining the status of the applicant:
			- The Charter, Regulations or another similar document, based on which the Organization operates (please provide translation in Ukrainian)
			- An official document which confirms state registration of the legal entity and contains: name of the legal entity, date of its registration, place of the Organization registration, its head (in case of Ukraine, it is the Certificate of State Registration and/or Extract from the Unified State Register of Legal Entities).
			- Certificate of non-profit organization (issued by the authorized state bodies, usually it is a tax agency), which confirms that the Organization is included in the state register of non-profit organizations.
			- A document confirming the authority of an official person to sign the Subaward Agreement: Protocol of the legal entity on the election of the head, Order appointing the head, Order/Protocol/Power of Attorney which provides for the power to sign the Subaward Agreement (please provide translation in Ukrainian)
			- Certificate from the bank about the opening of a separate foreign currency account for the Agreement (please provide translation in Ukrainian)
			- Residence Certificate of the Organization **for 2022.**
			- Guarantee letter for the absence of legal claims.
			- Project Organogram/staffing table of responsibilities
			- Support letters from partners.
			- CV of all Key personnel.
			- If the applicant is a consortium: A memorandum of understanding of the consortium or a brief outline document, explaining the purpose, membership, roles and responsibilities, decision-making process including leading organization for management.
		5. Anneх D: Instruction on the formation of the working plan and budget.

Further documentation may be required and this may be communicated to provisionally selected applicants in due course.

Documents may be checked for truthfulness and accuracy of representation through various means, including but not limited to internet searches, official confirmation from responsible offices, letters of recommendation, etc.

## Proposal Formatting

Full project proposals must be submitted in accordance with the instructions in the application form annexed to this document.

Proposals may be submitted in English or Russian (in case of submission in Russian please note that all application documents must be translated into English by Applicant after notification of award within a 10 days period).

Proposals should be submitted in 11 point, Arial font.

Proposal sections may include URLs for additional information.

## Eligibility of applicants

* + 1. be a non-profit making organization (CSOs, including CBOs) registered under the relevant laws of the country of registration. Priority will be given to a non-profit making organization / consortium of organizations (1) led by representatives of key vulnerable groups or PLHIV or (2) with significant involvement of organizations representing the interests of key vulnerable groups or PLHIV;
		2. be directly responsible for the preparation and management of the project, i.e. not acting as an intermediary;
		3. eligible organizations must demonstrate:
			- an international reach (multi-country or national) in the public healthcare system preferred.
			- proven experience working with the national healthcare system at the multi-country or national level.
			- at least one year of previous experience relevant to grant task areas.
			- experience of technical assistance provision to the government and/or non-government sector in the public healthcare system (provide a list of examples).
			- track-record of successful advocacy cases (provide a list of examples).

## Eligible projects

***Duration***: All activities proposed in this Grant Program must be implemented by December 31st, 2024. Applicants are requested to submit detailed budget for Year 1 only.

***Location***: EECA countries (the exact list of countries is indicated for each of the programmatic components)

***Types of proposal:***

* Proposal shall contain activities for at least one program component or for all three components (see clause 1.3).
* Only proposal aimed at achieving the objectives, priorities and results as indicated in sections 1.2 and 1.3 is eligible for funding under this Call for Proposals.
* Applicants are expected to propose activities that will have an impact on all the above listed countries (*see clause 1.3*).

The following types of proposals are not eligible:

* proposals concerned only or mainly with individual sponsorships for participation in workshops, seminars, conferences, congresses, individual scholarships for studies or training courses, scholarships, sponsorships and school fees.
* not covering all of the above listed countries (see clause 1.3.)
* credit or loan schemes;
* debts and provisions for losses or debts;
* proposals which consist exclusively or primarily of capital expenditure e.g. land, buildings, equipment, vehicles, etc. These can be better dealt through procurement;
* proposals which discriminate against individuals or groups of people on grounds of their gender, sexual orientation, religious beliefs, or lack of them, or their ethnic origin;
* cash donations;
* support for political parties and/or religious activities.

## Eligibility of costs

The Applicant must:

* Include a detailed and realistic budget for Year 1 using the template provided (*see Attachment B*). Applicant should indicate the amounts requested for Year 2 and 3 activities in the application form.
* The budgets must be prepared in USD and should be based on activities described in clause 1.2 and 1.3.
* Budgets should not include costs that cannot be directly attributed to the activities proposed.

Prohibited Goods and Services

* luxury goods and services (first class\business tickets and hotel accommodation).
* per diems and other compensation for the participants of the conference/training/workshops/round tables (except for employees of the organization).
* payment for taxi services.

## Evaluation and selection of applications

100%Life intends to award a grant resulting from this solicitation after evaluation in accordance with the criteria/factors listed here. The evaluation criteria below are presented by major category so that Applicants will know which areas require emphasis in the preparation of Applications.

|  |  |
| --- | --- |
| **Application Evaluation Criteria** | **Points** |
| Proposed work (Background; Goal, objectives, and outputs; Key activities) | 30 |
| Coordination and Collaboration | 20 |
| Logical framework | 20 |
| Key personal | 20 |
| Organizational Capacity and Past Performance | 20 |
| Budget | 20 |
| **Total points** | **130** |

The proposed budget will be analyzed as part of the Application evaluation process.

The Budget must be sufficiently detailed to demonstrate reasonableness and completeness. Application, including budget information, determined to be unreasonable, incomplete, or based on a methodology that is not adequately supported may be judged unacceptable.

Reasonableness. 100%Life will make a determination of reasonableness based on 100%Life’s experience for

similar items or services, what is available in the marketplace, and/or other competitive offers.

Completeness. A detailed line item budget, budget notes, assumptions, and schedules that clearly explain how the estimated amounts were derived must adequately support the Applicant’s budget. 100%Life may request additional supporting information to the extent necessary to determine whether the costs are fair and reasonable