

Attachment A: Request for Proposal (Amendment 01)

To: Offerors
RFP: ATI-049
Issuance Date: January 22, 2024
Amendment Date: January 23, 2024
From: Procurement and Partnerships Team, Africa Trade, and Investment (ATI) Program; Implemented by DAI Global LLC
Subject: Request for Proposals (RFP) ATI-049 Deal Facilitation Support
Due Date: February 19, 2024

Dear Offerors:

Enclosed is a Request for Proposals (RFP) to support the implementation of DAI's ATI project funded by Prosper Africa and the United States Agency for International Development (USAID). DAI invites firms to submit a proposal to support work under the Deal Facilitation Support Activity.

- I. RFP Process and deadlines:** This solicitation will result in the award of a firm fixed price subcontract. We anticipate issuing one or more Firm Fixed Price (FFP) Subcontract award, with a budget range of between **USD \$80,000-USD \$100,000** per award resulting from the implementation of this scope of work. Note: ATI funds will not support construction activities.
- a. Submission of Questions – Questions must be submitted no later than **6:00PM East Africa Time (10:00AM Eastern Daylight Time) on February 2, 2024**, via email to ATI_Procurement@atiprogram.com
 - b. Submission of Proposal – Proposals must be submitted no later than **6:00PM East Africa Time (10:00AM Eastern Daylight Time) on February 19, 2024** via email to ATI_Procurement@atiprogram.com, copying ATI_Partnershipteam@dai.com . The subject line of the email should be your organization name, followed by **'RFP-ATI-049 Deal Facilitation Support'**. Please certify in your submission email a validity period of 60 days for the price(s) provided and include your organization's Unique Entity Identity Number (UEID via SAM.GOV). Please limit file submissions to 10 megabytes or less.
- II. Composition of Proposal:** The proposal should comprise the following submission documents. The Technical Proposal and Cost Proposal should be prepared as separate files for independent evaluation, as follows below. Technical proposals should be submitted as a ten (10) slide presentation, using 12-point standard font size. Graphics may be included, so long as text is clearly legible. If text or graphics are of poor resolution, the information provided may be excluded from consideration. Submissions in PowerPoint or PDF are acceptable, although PDF is preferred along with an accompanying PowerPoint document. Please provide a copy of your cost proposal in Excel format; offerors should use the attached cost/budget template.

Eligibility Criteria:

- 1. Africa Trade and Investment (ATI) Program, Core Institutional Partners are ineligible to bid for this activity.

~~2. Offerors MUST have been shortlisted as Business Advisory Service Providers (BASP) under USAID/ Kenya Investment Mechanism (KIM) activity. Offerors must provide evidence. (Deleted)~~

Part 1 – Technical Proposal

The technical proposal is composed of the following three (3) sections:

1. **Technical Approach** – Offerors will detail their approach to fulfilling the accompanying Statement of Work (SOW). The Proposals will be objectively evaluated on the basis of the quality of an innovative technical approach, well thought-out methodology, and relevant, effective, and efficient deliverables, which lead to the following sustainable outcomes:
 - a) Outcome 1) Mobilize private sector resources and expertise, in conjunction with other USG interagency partners, resulting in increased capacity, competitiveness and availability of businesses, investors and intermediaries that will drive future trade and investment; and
 - b) Outcome 2) Facilitate and close transactions sized at a minimum of \$5 million per transaction totaling at least \$10 million or more cumulatively for all closed transactions within a 12-month time frame.

Proposals do not need to address every aspect of the gaps or challenges within the ecosystem but are expected to address the two above-mentioned outcomes through at least one (1) of the following Target Sectors and Geographies:

Table 1:

<u>Target Sectors</u>	<u>Target Geographies</u>
<ul style="list-style-type: none"> • Agriculture (Production, Value Addition, Food Security, Mechanization) • Health Access (Services, Commodities) • Technology (Agtech, Fintech, Healthtech) • Water, Sanitation and Hygiene 	<ul style="list-style-type: none"> • Counties: Nakuru, Isiolo, Kakamega, Homa Bay and Kilifi • Feed the Future Zone of Influence¹ • Eligible East Africa Community² Countries

Transaction advisory services should be structured to achieve critical milestones and provide clear additionality of USAID support. Further details can be reviewed in the accompanying SOW.

3. **Institutional Capacity** – Offerors should provide details about the experience, expertise, and capacity of their firm to implement their proposed approach detailed in their proposal. This should also include proof.
 - a) ~~Previously shortlisted as a Business Advisory Service Provider (BASP) under the USAID Kenya Investment Mechanism activity. (Deleted)~~
 - b) Strong networks and connections with international investors of varying types, e.g., institutional investors globally, in the United States and Africa.

¹ As will be currently recognized by the USAID/KEA Mission)

² [https://www.usaid.gov/sites/default/files/2022-05/Final_EA_RDSCS - Public_508_20210701-opt.pdf](https://www.usaid.gov/sites/default/files/2022-05/Final_EA_RDSCS_-_Public_508_20210701-opt.pdf) (see page 20)

- c) Demonstrated and robust access to transactions and other relevant opportunities with potential impact in East Africa.
- d) Experience and Expertise in the priority sectors of Agriculture (Production, Value Addition, Food Security, Mechanization), Health Access (Services, Commodities), Technology (Agtech, Fintech, Healthtech) and Water, Sanitation and Hygiene.
- e) Capacity and ability to leverage the financial expertise and instruments of the US and global capital markets and financial sectors in emerging markets.
- f) Demonstrated experience capacity for advising on and structuring complex medium and large- scale investments in East Africa; and
- g) Institutional ability to form partnerships with and leverage the risk mitigation tools of other development finance institutions.

Further details can be reviewed in the accompanying SOW.

3. **Management Plan/Staffing Structure** – Offerors should include details of personnel who will be assigned to activities as proposed in the technical approach, as well as a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a milestone/deliverable schedule. Personnel should demonstrate strong experience in the priority sectors noted above. Further details can be reviewed in the accompanying SOW.

In addition to the above, please include the following inputs, which will not be counted as part of the 10-slide limit and format may be PDF or Word:

- Two (2) examples of past performance (i.e., case studies) relevant to this activity (Limited to two (2) pages per example). Examples should be within the last 5 years.
- CV(s) of any individuals proposed in the staffing plan to conduct this activity (Limited to two (2) pages per individual).

A cover page will be considered a non-counting page, should offerors choose to include one. No additional annexes or documentation are requested nor should be submitted.

Part 2 – Cost Proposal

The contract type for the presumptive work will be Firm Fixed Price (FFP) awarded as a subcontract by DAI Global, LLC. Please include your total proposed fixed price along with details for specific deliverable pricing. Offerors must also include a cost breakdown of the hourly rates for proposed personnel, any other direct costs, indirect costs, and any fees or applicable taxes if applicable, with a build-up to their total proposed price or include substantiating price reasonableness documentation/justification. Cost breakdowns included will be utilized to determine price reasonableness. The successful Offeror will need to demonstrate that the proposed rates, fees, etc. are reasonable and will be required to provide documentation during subcontract negotiations to substantiate costs, as needed. Offerors may use the attached cost/budget template but are not required to as long as the cost criteria is met; please limit file submissions to 10 megabytes or less.

- III. **Evaluation of Proposal:** DAI will use best value determination for the award of this Request for Proposals. A best value determination means that, in DAI’s estimation, the selected offer will

provide the greatest overall benefit to USAID in response to the requirements stated in this RFP. DAI may also exclude an offer from consideration if it determines that an Offeror is "not responsible," i.e., that it does not have the management and financial capabilities required to perform the work required. DAI reserves the right to check the past performance, references, and other pertinent offeror information in making award decisions. Proposals will be evaluated against a stated number of factors including: the overall proposed approach, past performance, specific qualifications in the identified approach and sectors, and other evidence substantiating the bidder's ability to deliver, including budget and time frame considerations. **Cost proposals are not assigned points, but for overall evaluation purposes of this RFP, technical evaluation factors other than cost/price (shown below), when combined, are considered significantly more important than cost/price factors.**

1. **Technical Proposal:** The Technical Proposal will be scored and evaluated separately from the cost proposal. Technical panel reviewers will evaluate offerors on the following factors, consistent with the offerors' technical proposal. The Proposals will be objectively evaluated on the basis of the quality of an innovative technical approach, well thought-out methodology, and relevant, effective, and efficient deliverables, which lead to the following sustainable outcomes:
 - a) Outcome 1) Mobilize private sector resources and expertise, in conjunction with other USG interagency partners, resulting in increased capacity, competitiveness and availability of businesses, investors and intermediaries that will drive future trade and investment; and
 - b) Outcome 2) Facilitate and close transactions sized at a minimum of \$5 million per transaction totaling at least \$10 million or more cumulatively for all closed transactions or more within a 12-month time frame.

Proposals do not need to address every aspect of the gaps or challenges within the ecosystem but are expected to address the two above-mentioned outcomes through at least one (1) of the Target Sectors and Geographies listed under Table 1 above.

The Technical Proposal will be evaluated against the following criteria:

- a. **Technical Approach (35 Points):** Points for this section will be awarded based on the information presented in the technical approach. The offeror will be scored based on its presentation of a clear methodology of well-planned and sequenced activities that attains the objectives of this activity and also incorporates the offeror's competencies.
 - 1) The approach will clearly indicate the proposed methodology to achieve a target of closed transactions sized at a minimum of \$5 million per transaction totaling at least \$10 million or more cumulatively for all closed transactions within a 12-month time frame. The proposal should highlight the priority activities that will support businesses, funds, and/or projects that have a US Nexus (or high potential for a US nexus). Transaction advisory services should be structured to achieve critical milestones and provide clear

additionality of USAID support. Further details can be reviewed in the accompanying SOW.

- 2) The proposal must clearly articulate the offeror's methodology to facilitate and mobilize capital from local and U.S.-based asset owners or managers into qualifying projects.
- 3) The proposal must clearly define performance metrics with clear traceability for work performed. Metrics will establish the performance payment(s) structure. Success fee arrangements upon successful close of a transaction, as is widely accepted in the global financial industry, are encouraged as part of any proposal.

b. Institutional Capacity (40 Points): Points for this section will be awarded based on information presented in the corresponding section and any submitted examples of successful past performance and experience.

- 1) Previously shortlisted as a Business Advisory Service Provider (BASP) under the USAID Kenya Investment Mechanism activity.
- 2) Strong networks and connections with international investors of varying types, e.g., institutional investors globally, in the United States and Africa.
- 3) Demonstrated and robust access to transactions and other relevant opportunities with potential impact in East Africa.
- 4) Experience and Expertise in the priority sectors of Agriculture (Production, Value Addition, Food Security, Mechanization), Health Access (Services, Commodities), Technology (Agtech, Fintech, Healthtech) and Water, Sanitation and Hygiene.
- 5) Capacity and ability to leverage the financial expertise and instruments of the US and global capital markets and financial sectors in emerging markets.
- 6) Demonstrated experience capacity for advising on and structuring complex medium and large- scale investments in East Africa; and
- 7) Institutional ability to form partnerships with and leverage the risk mitigation tools of other development finance institutions.

c. Management Plan/Staffing Structure (25 Points): Points for this section will be awarded based on the qualifications of proposed staff, clear delineation of the roles and responsibilities of proposed staff, and the demonstrated efficacy and clarity of the management plan. Proposals should provide a clear management plan in narrative form for the implementation, review, and submission of all associated deliverables, including a proposed milestone schedule. The offeror should clearly demonstrate that they can work in or travel in relevant Target geographies noted above as the activity requires. The plan should outline:

- 1) Clear roles and responsibilities for all staff outlined in the proposal with at least 5 years of demonstrated industry experience (15 years for the team leads) facilitating and closing transactions.

- 2) Clear mechanisms for collaboration and coordination with industry stakeholders, USAID, and ATI's technical team.

2. **Cost Proposal:** Cost and associated cost build-up will be evaluated separately from the technical approach, with due consideration for realism, price reasonableness, and allowability consistent with U.S. government cost principles. Evaluation for this section will be dependent upon all information presented by the Offeror in their deliverable table and supporting cost information, as well as its alignment with the proposed technical approach.

IV. Offeror's Agreement with Terms and Conditions: The completion of all RFP requirements in accordance with the instructions in this RFP and submission to DAI of the technical and price proposals will constitute an offer and indicate the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto. DAI is not required to accept and/or evaluate proposals that do not conform to the instructions of the RFP, and additionally, DAI may reject all proposals and not award a subcontract for this RFP. DAI reserves the right to award a subcontract without discussion and/or negotiation; however, DAI also reserves the right to conduct discussions and/or negotiations, which among other things may require an Offeror(s) to revise its proposal (technical and/or price). By submitting an offer, Offerors agree to comply with the general terms and conditions for an award, including [Representations and Certifications](#) compliance. Offerors must provide full, accurate, and complete information in response to this solicitation, specifically a **Unique Entity ID (SAM)**. There is a **mandatory** requirement for the Offeror to provide a Unique Entity ID (SAM) to DAI. Without a Unique Entity ID (SAM), DAI cannot deem an Offeror "responsible" to conduct business with and therefore, DAI will not enter into a subcontract/purchase order or monetary agreement with any organization. The determination of a successful offeror/applicant resulting from this RFP is contingent upon the winner providing a Unique Entity ID (SAM) DAI.

Obtaining a Unique Entity ID (SAM) may take up to 3 weeks or more. Therefore, offerors are strongly encouraged to initiate the process to obtain a Unique Entity ID (SAM) prior to submitting an offer. It is preferred that **the Unique Entity ID (SAM) is submitted along with the Technical and Cost Proposals**. If an offeror is selected for award but does not have a Unique Entity ID (SAM), DAI reserves the right to deem the offeror ineligible for award or apply additional conditions in any resultant subcontract/purchase order. A copy of the instructions for obtaining a Unique Entity ID (SAM) - DAI'S Vendors, Subcontractors is attached to this RFP. By submitting an offer, Offerors certify that they have not/will not attempt to bribe or make any payment to DAI employees in return for preference. Issuance of this RFP in no way obligates DAI to award a subcontract, nor does it commit DAI to pay any costs incurred by the Offeror in preparing and submitting the proposal. DAI reserves the right to award a subcontract to one organization or to issue multiple awards to different organizations based on the results of our evaluation.

Thank you,

DAI ATI Procurement and Partnerships Team
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