

**Statement of Objectives under RFP INVEST-045:
USAID INVEST: Mobilizing Private Investment for Development
Italy Economic Support Fund (ESF) for COVID-19 Response**

Part 2: Technical Assistance Facility

IMPORTANT: This RFP INVEST-045 (Part 2: Technical Assistance Facility) is one of two companion RFPs designed to catalyze production and distribution of personal protective equipment and medical supplies for COVID-19 response in Italy. ***Offerors may apply to either or both RFPs. Should a firm (or consortium) wish to apply to both RFPs, separate proposals must be submitted for each, responding to the specific evaluation criteria outlined in each RFP. However, submissions made to both RFPs from the same firm or consortium should concisely reference how the proposals are complementary.***

Introduction

The United States Agency for International Development (USAID) seeks to unlock the potential of the private sector to drive inclusive growth in countries around the world. Increasingly, private investors and businesses are looking to emerging markets for better returns and new market opportunities. However, encouraging private investment and activity in high-impact areas important to USAID such as health, agriculture, financial services, infrastructure, energy, clean water, and education requires new forms of collaboration between USAID and the private sector. This means proactive engagement and collaboration to catalyze more market-based approaches for sustainable outcomes.

In support of its efforts to mobilize private investment within the agency, the USAID Private Sector Engagement Hub set up the INVEST mechanism in September of 2017 with a contract awarded to DAI for the overall management of a global portfolio of activities. Through INVEST's flexible and rapid procurements, USAID Missions and Operating Units can access an unprecedented network of firms and individuals that have the range of technical expertise needed to identify opportunities and effectively mobilize private capital in support of US Government foreign assistance goals. Using a streamlined approach tailored to high potential opportunities, relevant parts of the global partner network will come together to design and implement specific solutions that align private capital with international development needs.

Background

The COVID-19 crisis has had an unprecedented global impact. According to the World Health Organization, as of May 7, 2020, over 3.5 million cases have been reported, with over 250,000

deaths worldwide¹. COVID-19 projection models estimate deaths worldwide may range from 1 million to 40 million, with actual numbers highly dependent on whether countries take extreme mitigation measures or none at all. As some mitigation efforts begin to relax, it is imperative that COVID-19 response efforts remain in place, and that countries continue to prepare for a potential second wave of increased cases and longer-term effects of the initial outbreak.

Italy was among the earliest and hardest hit countries. While the number of new cases is flattening and the country begins a phased approach to opening back up, Italy remains vigilant in ensuring sufficient supply and distribution of personal protective equipment (PPE), medical supplies, and appropriate linkages to healthcare service delivery, both to continue its trajectory of decreasing cases as well as to prepare for a possible second wave of the pandemic. And, with infections increasing in other countries, Italy's ability to access medical supplies in the global market has diminished, as many countries restrict export of medical supplies to serve their own populations or direct them to regions with urgent outbreak needs. In order to meet the ongoing and future projected demand for medical equipment and supplies, the Italian healthcare system must work with the private sector to stimulate local production. This local capacity is critical now and will remain so if the anticipated future waves of the virus come to fruition.

In response to this global crisis, and with a strong focus to support Italy, USAID is establishing an Economic Support Fund (ESF) for urgent assistance to businesses engaged in the research, development, manufacture, and/or distribution of PPE, medical equipment and medical supplies, including the adaptation of Italian factories and supply chains to meet the needs of the Italian healthcare system, personnel, and patients. Through the ESF, USAID seeks to complement the work of the Italian government, non-governmental organizations, international organizations, and faith-based groups responding to the pandemic in Italy. Additionally, the U.S. Government, through this Activity, aims to contribute to the growth of Italy's health sector through increasing private investment.

This Statement of Objectives (SOO) and accompanying RFP, in conjunction with RFP-INVEST-044, are a two-part, concurrent approach to catalyze more effective and rapid adaptation, scaling, and/or retooling of operations, strategies, and business practices to meet the need for short- and long-term COVID-19 response.

Offeror(s) may submit a proposal(s):

1. Solely to this Part 2 RFP-045 Technical Assistance Facility;
2. To Part 1 RFP-044 for catalytic capital **only**; OR
3. To both Part 1 and Part 2.

Objectives and Activities

USAID is looking for ways that technical assistance (TA) solutions can stimulate and facilitate the private sector to invest in and ramp up manufacturing and distribution of personal protective

¹https://www.who.int/docs/default-source/coronaviruse/situation-reports/20200507covid-19-sitrep-108.pdf?sfvrsn=44cc8ed8_2

equipment (PPE) and medical supplies required to address short- and long-term COVID-19 response.

Based on a recent request for information (RFI) conducted by INVEST, companies in Italy identified several bottlenecks that impact their ability to ramp up production and distribution of PPE and other COVID-19 products and services. These included: access to finance; sourcing raw materials; human capital, both for production lines and for specialized technical expertise; and legal support to understand and navigate regulatory and certification processes, existing and emergent.

To address these bottlenecks, USAID seeks business service providers, financial advisors, transaction advisory firms, think tanks, legal firms, or a consortium of firms to help companies address these technical, operational, and financial challenges that may be inhibiting COVID-19 response. Activities proposed for this Part 2 Technical Assistance Facility RFP will be coordinated with those under the separate Part 1 Catalytic Contribution RFP-044, which is designed to create, structure, and/or leverage a financing mechanism to deploy funds to companies engaged in COVID-19 response efforts. Examples of specific challenges that the offeror may provide technical assistance for includes, but are not limited to:

- Analysis of the supply chain and supply chain risk management.
- Product or service development, including retooling current technology and operations to expand production or bring new products to market for COVID-19 response, including PPE, medical supply, or strengthening laboratory diagnostic tools and surveillance.
- Partnering with accelerators, business development services (BDS) providers, lawyers, accountants, associations and/or networks to pivot operations efficiently.
- Hiring and talent management, including training, data collection, analysis, workforce development, and labor policies and enforcement.
- Business planning and forecasting.

Offerors should provide a detailed proposal that outlines the specific needs being addressed; the number and types of companies – and the names or descriptions of the companies – that will receive TA, and how they were identified; the expected outcomes, per company, including how it will increase production and distribution of PPE and other medical supplies or services; how it will link with the healthcare service delivery sector to ensure new products are streamlined into current Italian response efforts; offeror (or consortium) capacity, experience and/or strategy to deliver TA; and how this TA will contribute to the objectives for short- and long-term response to COVID-19 in Italy. Additionally, offeror(s) should describe their experience working in Italy and knowledge of the national healthcare, manufacturing and financial sectors, as well as a description and nationality of any consortium partners and their qualifications.

Selected offeror(s) must be willing to share their experience and make data and other information available to INVEST and USAID throughout the activity. This may include working with the INVEST team to developing a case study, fact sheet, resource guides, or other materials that demonstrate the value of catalytic capital and targeted technical assistance as mechanisms to assist in the COVID-19 response. INVEST and USAID are sensitive to the handling of propriety

and/or confidential information and will discuss these needs with the Awardee prior to contracting.

Timeline and Deliverables

The activities proposed by offerors will take place over a 12-18 month period beginning July 2020.

In the proposal, offerors should clearly identify the proposed milestones, deliverables, targets, and expected delivery dates. Upon selection and award, INVEST will work closely with the Awardee to determine the contract structure, including final timelines, milestones, deliverables, and associated costs. Payment to the Awardee will be based on completion of deliverables.

Technical Approach

In your response, please include the following information, as applicable:

- Investment/Technical Assistance (TA) concept and approach to expanding health commodity manufacturing for COVID-19 response in Italy.
- Type of technical assistance (TA) required by companies and approach to assessing their TA needs.
- Expected results from the TA, and how the support will contribute to COVID-19 response.
- Description of planned TA activities and proposed approach for delivering them, considering protocols for social distancing.
- The number of companies that will benefit from the TA and sector, size, type, and names, if possible.
- Proposed milestones, deliverables and timeline.
- Role of each partner in bidding consortium.
- Demonstrated presence and knowledge of Italian context; how activity will be implemented either through existing operations and presence in the country, or through working with local partner/s.
- Proposed approach to measuring and capturing information during the life of the activity to demonstrate impact and contribute to the overall activity objectives.
- **If submitting proposals to Part 1 and Part 2**, please briefly explain how catalytic capital and technical assistance activities will complement each other.

Budget

INVEST may make multiple awards under this RFP. Proposed budgets for the TA Facility should be in the range of USD \$500,000 to \$1,000,000.