

Frequently Asked Questions

2017-2019 Multicountry Approaches

29 June 2018¹

What is new about multicountry approaches for the 2017-2019 funding cycle?

In April 2016, the Global Fund Board adopted a refined allocation methodology to increase the impact of its investments. Under the refined methodology, funds were set aside for [catalytic investments](#). Catalytic investments serve the critical objective of catalyzing country allocations to ensure delivery against the 2017-2022 Global Fund Strategy. They aim to do so by investing in priorities that are unable to be addressed through country allocations alone, yet are deemed crucial to ensure Global Fund investments are positioned to deliver against Global Fund strategic aims. Catalytic investment priorities are funded through a set-aside amount of US\$800 million for the period 2017-2019².

The Global Fund's Board identified three distinct modalities for the operationalization of catalytic investments: matching funds, multicountry approaches and strategic initiatives. Multicountry approaches target a limited number of key, strategic multicountry priorities deemed critical to meet the aims of the Global Fund Strategy.

The multicountry priorities are:

Malaria: Malaria elimination in low burden countries;
Tuberculosis: Finding the missed people with TB; and
HIV: Sustainability of services for key populations.

Are multicountry grants replacing regional grants?

During the 2014-2016 funding cycle, the Global Fund made a distinction between multicountry grants (funded through consolidated country allocations) and regional grants (which brought together a number of countries and were funded through a separate pool of funds). For the 2017- 2019 funding cycle, we refer to both as multicountry grants.

How much money is available for multicountry grants for 2017-2019?

US\$260 million has been designated to multicountry grants for the 2017-2019 funding cycle and is divided as follows: Malaria US\$145 million, TB US\$65 million, HIV US\$50 million.

¹ Please consult the [Global Fund website](#) periodically as these Frequently Asked Questions may be supplemented from time to time.

² Please refer to [36th Board Meeting report GF/B36/04](#)

Why has only US\$50 million been designated for HIV multicountry grants for 2017-2019 allocation period?

Catalytic investment funding includes multicountry approaches as well as matching funds and strategic initiatives. While HIV has received proportionately less than TB and malaria via the multicountry modality, it has received more funding through the matching funds modality. The total funding for HIV within the catalytic investment funding is US\$200 million. The available US\$800 million is divided as follows across the three diseases, Resilient and Sustainable Systems for Health (RSSH) and broader strategic investments:

Component	Amount available	Overall strategic priorities in catalytic funding
HIV	US\$ 200m	Key Populations; Human Rights; Adolescent Girls & Young Women
TB	US\$ 190m	Finding missing TB cases
Malaria	US\$ 202m	Malaria Elimination; Drug and LLIN Resistance; Piloting first Malaria Vaccine
RSSH	US\$ 166m	Program Sustainability; Service Delivery & Health Workforce; Supply Chain Strengthening; Data Systems & Use for Program Quality; Community Rights & Gender
Broader Strategic	US\$ 42m	Prospective Country Evaluations; Emergency Fund

What is the length of a multicountry grant?

Multicountry grants are to be implemented over a three-year period. All the multicountry grants to be funded by the 2017-2019 catalytic investment funding need to be Board-approved by 31 December 2019.

What is the funding application process for multicountry approaches?

There are 14 separate strategic priority areas within the Board-approved multicountry priorities. For some priority areas, applicants will be pre-identified and for other priority areas there will be a competitive application process.

Pre-identified applicants will be contacted by the Global Fund and invited to develop a funding proposal that addresses the defined priority area and regional focus.

For priority areas with a competitive application process, a Request for Proposal (RFP) will be published on the Global Fund website. These RFPs will include specific Terms of Reference (TORs) that the applicant will need to address in their funding proposal. RFPs will be published, in most cases, four months prior to the expected submission window in order to allow for robust regional dialogue. After a TRP review, one or more (as set forth in the relevant RFP)³ proposals will be selected to proceed to grant-making

³ See the table below for information about the expected number of grants for each RFP.

Application approach for each priority area:

Disease	Priority	Indicative Funding US\$	Application approach	Expected number of grants
Malaria	Elimination of malaria in Mesoamerica and Hispaniola	6	Completed	1
	Elimination of malaria in Southern Africa	20	Pre-identified	2
	Elimination of malaria multi-drug resistance (RAI)	119	Completed	1
TB	TB in mining	22.5	Completed	1
	Supranational labs in Eastern and Southern Africa	4.5	Pre-identified	1
	Improving the quality of care and prevention for MDR- TB in Eastern Europe	5	RFP	1
	Support LAC countries transitioning from GF TB financing	4.5	RFP	1
	Interventions among refugees in Eastern Africa	7.5	RFP	1
	Supranational laboratory in Western and Central Africa	6	RFP	1
	Interventions among migrant and mobile population in Asia	15	2 RFPs	2
HIV	Sustainability of services for key populations in LAC region	17	2 RFPs	2-3
	Sustainability of services for key populations in EECA region	13	RFP	1-2
	Sustainability of services for key populations in SEA region	12.5	Pre-identified	1
	Sustainability of services for key populations in MENA region	7.5	RFP	1
TOTAL		260		16-19

How many grants will result from each of the multicountry priority areas?

As per the above table, for most of the priority areas, the Secretariat expects to sign only one grant for an amount not to exceed the designated amount. There are only four exceptions:

- (I) Elimination of malaria in Southern Africa – two grants with pre-identified modality;
- (II) Interventions among migrant and mobile population in Asia – two RFPs resulting in two grants (one covering interventions among Afghan refugees and the second addressing mobile populations in the Mekong region);
- (III) Sustainability of services for key populations in LAC region - two RFPs resulting in two to three grants; and
- (IV) Sustainability of services for key populations in EECA region – one RFP resulting in one to two grants.

Who can apply for funding?

In general, suitable civil society, and community-based organizations, international organizations, regional networks, and regional co-ordination mechanisms are eligible to apply for multi-country priority funding. However, certain multicountry priorities might set limitations as to what type of organizations is eligible; this is set out in each RFP. All proposals (for pre-selected applicants or applications for RFPs) will be assessed to ensure they meet the aims of the Global Fund Strategy and focus on activities that cannot be addressed through a country allocation alone.

How can I be considered for one of the pre-identified applicant invitations?

The pre-identified applicants will be defined in a regional dialogue process led by the Secretariat. The pre-identified applicants will be existing and regionally-recognized organizations having the highest potential to achieve impact in the designated priority areas. Organizations with or without current grants from the Global Fund might be pre-identified as multicountry applicants. The Secretariat will contact any such pre-identified applicant.

Who can apply to a Request for Proposals (RFP)?

Two types of applicants are eligible to respond to a multicountry Request for Proposal:

- (I) Regional Coordinating Mechanisms; or
- (II) Regional Organizations.

What is a Regional Coordinating Mechanism (RCM)?

A Regional Coordinating Mechanism is a multi-country regional-level public-private partnership whose role is, among others, to (1) coordinate the development of the funding proposal(s) to the Global Fund for relevant program(s) based on priority needs at the regional level and (2) oversee the implementation of program activities.

How is an eligible Regional Organizations (RO) defined?

In order for a RO to be considered an eligible applicant, it must comply with the following requirements:

1. Demonstrate broad regional stakeholder consultation and involvement by:
 - Having broad experience in working in the region on the issues targeted by the multicountry priority;
 - Having experience working with other regionally / multicountry focused initiatives and/or programs;
 - Having broad experience and a confirmed track record of working with people living with and/or affected by the diseases targeted by the multicountry priority.
2. Not be a United Nations, multilateral or bilateral agency.
3. Demonstrate elements for sustainability for the regional strategic priority.

Additionally, a RO should be compliant with CCM/RCM Eligibility Requirements (as follows):

Eligibility Requirement 1:

- Coordinate the development of the funding proposal through transparent and documented processes that engage a broad range of stakeholders – including RCM members and non-members – in the solicitation and the review of activities to be included in the application.
- Clearly document efforts to engage key affected populations in the development of funding proposals, including most-at-risk populations.

Eligibility Requirement 2:

- Nominate one or more Implementer(s) at the time of submission of the funding proposal (if applicable).
- Document a transparent process for the nomination of all new Implementer(s) based on clearly defined and objective criteria.
- Document the management of any potential conflicts of interest that may affect the Implementer nomination process.

The Eligibility Requirement 2 is not applicable if the Regional Organization (acting as Applicant) acts also as an Implementer (Principal Recipient).

Can a consortium apply to RFPs?

A consortium can be considered an eligible applicant for the purpose of a multicountry RFP if the consortium, as a whole, is compliant with requirements for ROs (please refer to the above question and/or Attachment C of the RFPs). The RO requirements do not apply to each consortium member separately.

One possibility for an international organization that wants to apply to a RFP but is not compliant with the RO requirements is to apply as part of a consortium that complies as a whole with the above-mentioned requirements for ROs.

How should an application from a consortium be endorsed?

A representative of each of the organizations forming part of the consortium should sign the “Endorsement Sheet” template provided by the Global Fund.

What is the difference between an applicant and an implementer for purpose of the multicountry RFP?

An applicant is an entity that meets the requirements set for an RCM or RO and that submits a funding proposal. Each applicant must ensure an inclusive regional dialogue process is conducted to inform the proposal during the application period, submit such proposal, and, if selected, oversee the performance of the implementer.

As part of the proposal, the applicant must nominate an appropriate implementer for the grant who satisfies the requirements set forth in the RFP (including Attachment C Section III: Requirements for Implementers). The implementer will enter into a grant agreement with the Global Fund and implement activities under the grant.

Is an implementer the same as a Principal Recipient?

As per the Global Fund guidelines, implementers of the Global Fund grants are the following:

- **The Principal Recipient (PR)** is an entity nominated by the relevant Regional Coordinating Mechanism or Regional Organization to implement a specific program and has signed a grant agreement with the Global Fund.
- **The Sub-recipient (SR)** receives grant funds directly or indirectly from the PR and implements certain program activities under the oversight of the PR.

As per the guidelines, suppliers such as bidders, suppliers, agents, intermediaries, consultants and contractors, who are not the PR(s) or SR(s) but provide goods and/or services to a program are not considered implementers.

Can UN agencies, multilateral or bilateral organizations be applicants and/or implementers?

UN agencies, multilateral and bilateral organizations cannot act as applicants. However, such organizations can be implementers in exceptional circumstances. Should an applicant wish to propose such an organization as an implementer, the applicant should provide firm evidence that there are no local entities with the requisite capacity to implement the grant and explain in its proposal why a UN agency, multilateral or bilateral organization is best suited to be the implementer of this particular multicountry grant. Should an applicant wish to propose a bilateral organization as an implementer, the applicant should additionally explain in its proposal why no other international organizations can be appointed.

What should the country composition be for a multicountry proposal?

Multicountry applications are only eligible for funding if a majority (at least 51 percent) of countries included in the funding proposal are eligible to submit their own Global Fund request for funding for the related-disease component through a single-country application. The eligibility of a country for the purpose of an application for multicountry funding is assessed as per the [2017 Eligibility List](#).

Countries that, as per the Eligibility List 2017, are eligible only for Transition funding are considered “not eligible” for the purpose of a multicountry application.

Who needs to endorse the multicountry proposal?

A multicountry funding proposal should be endorsed by all RCM members/their designated alternates or legal representative of the RO, as applicable. The Global Fund also requires that multicountry applicants provide evidence of endorsement from the CCMs of all participating countries. For those countries with no CCM, endorsement is required from the legal representative of the relevant Ministry of Health or other national coordinating body. In specific cases and where comprehensive rationale is provided, the endorsement of involved CCMs can be provided at the grant-making stage.

Can a Country Coordinating Mechanism (CCM) endorse more than one multicountry funding proposal for the same priority area?

As per the Instructions⁴ for multicountry funding proposals, *“The Global Fund requires multicountry applicants to provide evidence of endorsement from the CCMs of all participating countries. (...) To ensure that the interventions proposed in a multicountry funding proposal do not duplicate and are consistent with initiatives under existing national programs, the membership of the CCM of each country included in the multicountry funding proposal (at a meeting or through another documented process) must agree to endorse the funding proposal. It is important to note that the respective CCMs are not approving the budget, or the specific interventions. Rather, the CCMs are endorsing the overall approach as the funding proposal relates to their country.”*

A CCM can endorse all the funding proposals that it deems consistent with, and not duplicative of, initiatives under existing national programs. CCMs are not required to select only one funding proposal and can endorse any and all proposals that are considered relevant.

If a CCM endorsement is submitted in a language that is not one of the official Global Fund languages (English, French, Spanish and Russian), a translation in English should be provided.

Who from my organization should sign the endorsement sheet?

The endorsement sheet should be signed by an authorized signatory of the relevant organization.

To verify that the signature provided is indeed that of a person with legal signing authority, it is requested that confirmation be submitted along with a specimen signature. This should be presented in the form of a signed letter issued from the organization confirming that the person whose specimen signature is provided (i) is an authorized signatory on behalf of the organization; (ii) holds the office specified next to such person's name, and (iii) the specimen signature constitutes such person's genuine signature. A template is available on the [Global Fund website](#)⁵ to facilitate this confirmation, but other similar statements are acceptable.

In the case that an organization is not a legally registered entity, the Global Fund requests that evidence be provided linking the person to such organization.

In the case of CCM endorsement, this needs to be signed by the current Chair, Vice-Chair, or any other member authorized to represent the CCM (as long as evidence of such authorization is also provided). Please note that if such individual does not match the Global Fund CCM membership records, the Global Fund will seek further clarification from the applicant.

⁴ This document is available upon request. Please contact Access to Funding at accesstofunding@theglobalfund.org.

⁵ Please see at the bottom of the RFP webpage “Related resources”: <https://www.theglobalfund.org/en/applying/multicountry-funding/requests-for-proposals/>

What are the key elements to consider when developing a multicountry funding proposal?

In addition to meeting the general Global Fund application requirements, multicountry funding proposals must:

- Be designed with a regional lens;
- Build on and complement existing strategies, programs, grants etc.;
- Not duplicate already existing programs; and
- Not replace national interventions.

What happens if additional lines are needed in the Performance Framework?

Please contact Access to Funding at AccessToFunding@theglobalfund.org for assistance and attach the relevant Performance Framework to your request.

Do applicants need to prepare an above allocation request?

Applicants are encouraged to prepare a prioritized above allocation request that can be assessed for unfunded quality demand. This ensures multicountry programs have 'pre-approved' interventions to integrate into grants if savings or efficiencies are found during grant-making, or to include via reprogramming during implementation if additional funding becomes available. Private sector or approved public mechanisms can also be a source of funding for the unfunded quality demand. The prioritized above allocation request is submitted with the funding proposal and can be updated during grant-making or implementation.

Multicountry applicants are encouraged to present a realistic prioritized above allocation request that takes into consideration limitations of funding available for multicountry priorities.

How should the prioritized above allocation request be calculated?

The general guidance is that a prioritized above allocation request should represent approximately 30-50 percent more than the funding amount (unless otherwise advised by a regional team). However, given that the funds allocated to multicountry approaches are limited, applicants are strongly encouraged to submit focused and realistic prioritized above allocation requests with clear potential for impact at the regional level.

What role does regional dialogue play in multicountry grants?

Multicountry approaches emphasize a strong multi-stakeholder and multi-sectorial dialogue beyond the Regional Coordinating Mechanism/Regional Organization during all stages of the grant cycle. A regional dialogue that is open, inclusive, and participatory ensures that the adopted strategies and plans reflect a multi-stakeholder response and critical engagement of key populations and community-based organizations.

What is the role of regional dialogue in the process of developing the RFP funding proposal?

The RFP for multicountry priority is published, in most cases, around 4 months before the funding proposal submission date. This time is to allow all eligible applicants to undertake an inclusive country dialogue that remains an essential feature of the Global Fund funding process and is an eligibility

requirement for multicountry applicants. Inclusive dialogue should continue throughout the grant lifecycle.

How compliance with Eligibility Requirement 1 on an open and inclusive regional dialogue should be demonstrated?

Upon the submission of multicountry funding proposal, applicants should demonstrate in section 1.2 that an open and inclusive regional dialogue took place and that this regional dialogue led to the development of the funding proposal. In this section, applicants are expected to provide information about the most important stakeholders that took part in the discussion (**especially representatives of civil society and key affected populations**), the major meetings conducted and the communication channels used for this purpose.

This section should be supplemented by documentation demonstrating that stakeholders from all sectors (CCM or non CCM-members, government, private sector, multilateral or bilateral organizations, civil society and community based organizations as well as key populations representatives) were able to participate in the regional dialogue (e.g. invitations, public and e-mail announcements; minutes, reports and participants lists from funding proposal development consultations; minutes of meetings that record stakeholder input and decisions taken - where applicable). Supporting documentation should in particular demonstrate the efforts to engage key affected populations in country dialogue and in the development of funding proposal. (Information should include: which key populations were included, how they were engaged and their participation in the process; the most important meetings in which they participated and communication channels.)

How compliance with Eligibility Requirement 2 on an open and transparent selection process of the Principal Recipient should be demonstrated?

Upon the submission of multicountry applications, applicants should demonstrate that an open and transparent selection process of the Principal Recipient (PR) took place/will take place in case the applicant does not act as an implementer and how conflict of interest was managed. Applicants should describe the documented and transparent process and criteria used for PR selection, and explain how any potential conflict of interest that may have affected the PR selection process was managed.

This section should be supplemented by documentation demonstrating the open and transparent PR selection process, such as minutes of meetings where PR nomination was planned, discussed and confirmed. Minutes should include a summary of discussions, a list of participants, decision points and a record of who took part in the decision making process. Meeting minutes should also demonstrate how conflict of interest (CoI) was managed and applicants may refer to their governance manual, if applicable.

Is there any funding set aside to support regional dialogue for 2017-2019 allocation period?

Multicountry applicants are allowed to use funds from existing Global Fund regional grants or from RCM/RO funding to support regional dialogue processes only (financing of the funding proposal writing is not allowed). In cases where none of these sources of funding are available, applicants are encouraged to seek support from other donors or organizations.

Limited funds will be available from the Global Fund's Secretariat (Community, Rights and Gender Strategic Initiative) after the TRP recommendation for the successful applicants to support the grant-making regional dialogue.

What happens after the submission of funding proposals?

All multicountry funding proposals submitted no later than the date and time designated in the summary table of the applicable RFP document and pursuant to the submission guidelines noted in the invitation notice of the relevant RFP, will be subject to a screening process conducted by the Global Fund Secretariat to assess the extent to which the applications fulfil the requirements outlined in Attachment C (Funding Proposal Requirements and General Information) of the relevant RFP document and demonstrate sufficient attention to the project described in Attachment A of the relevant RFP document. During the screening process, the Global Fund may seek additional information or document from an applicant in order to clarify the eligibility status and/or ensure the completeness of the application package. It is advised that applicants remain reachable after the submission of their proposals in case further clarification is needed. Failure to provide any additional clarifications/documentation requested by the Global Fund may result in the application being deemed ineligible.

All funding proposals assessed as fulfilling the requirements outlined in Attachment C of the relevant RFP document and considered of sufficient quality and technical rigor will be submitted to the Global Fund Technical Review Panel (the “TRP”) for independent expert review. The TRP will select successful applications as per the criteria outlined in Attachment B of the relevant RFP document.

How will unsuccessful applicants be notified?

All funding proposals that do not fulfill the requirements outlined in Attachment C of the relevant RFP document and/or are of insufficient quality will be considered ineligible and will be disqualified from the competitive process. All unsuccessful applicants will be notified of this fact by the Global Fund Secretariat at the end of the selection process and after TRP review. The Global Fund is under no obligation to reveal, or discuss with any Applicant, how a proposal was assessed, or to provide any other information related to the selection process. Ineligible Applicants shall have no claim whatsoever for any kind of compensation.

Who should I contact to get more information about each of the multicountry priorities?

For more information on each of the multicountry priorities, please contact the following Secretariat focal points.

Disease	Priority	Secretariat Contacts
Malaria	Elimination of malaria in Mesoamerica and Hispaniola	Annelise Hirschmann (Annelise.Hirschmann@theglobalfund.org)
	Elimination of malaria in Southern Africa	Michael Byrne (Michael.Byrne@theglobalfund.org)
	Elimination of malaria multi-drug resistance (RAI)	Urban Weber (Urban.Weber@theglobalfund.org)
TB	TB in Mining	Michael Byrne (Michael.Byrne@theglobalfund.org)
	Supranational Labs in Eastern and Southern Africa	Linden Morrison (Linden.Morrison@theglobalfund.org)
	Improving the quality of care and prevention for MDR-TB in	Dumitru Laticevschi (Dumitru.Laticevschi@theglobalfund.org)
	Support LAC countries transitioning from GF TB financing	Annelise Hirschmann (Annelise.Hirschmann@theglobalfund.org)

	Interventions among refugees in Eastern Africa	Linden Morrison (Linden.Morrison@theglobalfund.org)
	Supranational laboratory in Western and Central Africa	Tina Draser (Tina.Draser@theglobalfund.org)
	Interventions among migrant and mobile population in Asia	Luca Occhini (Luca.Occhini@theglobalfund.org) Urban Weber (Urban.Weber@theglobalfund.org)
HIV	Sustainability of services for key populations in LAC region	Annelise Hirschmann. (Annelise.Hirschmann@theglobalfund.org)
	Sustainability of services for key populations in EECA	Dumitru Laticevschi (Dumitru.Laticevschi@theglobalfund.org)
	Sustainability of services for key populations in SEA region	Luca Occhini (Luca.Occhini@theglobalfund.org)
	Sustainability of services for key populations in MENA	Joseph Serutoke (Joseph.Serutoke@theglobalfund.org)

For more information about the process, please contact: AccessToFunding@theglobalfund.org