

Amendment to Request for Proposal

Amendment number: 1

Reference Request for Proposal Number: RFA-CATALYZE-PSD-2022-0030

Amendment effective date: April 12, 2022

Description of Amendment:

1. This amendment serves to modify the eligibility requirement for this RFA from Data Universal Numbering System (DUNS) number to Unique Entity Identification (UEI) Number.
The Unique Entity Identifier, or the UEI, is **the official name of the “new, non-proprietary identifier” that replaced with the D-U-N-S® number**. All U.S. and foreign organizations which receive a grant or subcontract with a value of \$25,000 and above are required to obtain a UEI number prior to signing of the agreement/contract.

Note: General Services Administration (GSA) has developed a useful interactive PDF tool that guides through the most common scenarios about UEI

(https://www.fsd.gov/sys_attachment.do?sys_id=af05f8fb1b44851006b09796bc4bcb6d)



Issuance Date: March 29, 2022

Due date for submission of questions: April 4, 2022

Online Bidders Conference Date: April 8, 2022

Closing Date for Receipt of Applications: April 30, 2022; 17:00 GMT

Total funding available (all grants): USD100,000

Anticipated Number of Grants: 2

Ref: USAID/CATALYZE Sri Lanka PSD Incentives Program for Increased Lending to MSMEs, Round 2

Prime Contract Number: 7200AA19C00080

Subject: Palladium's Request for Applications (RFA) Number: RFA-CATALYZE-PSD-2022-0030

Dear Prospective Applicants,

USAID CATALYZE Sri Lanka Private Sector Development Project (PSD), an initiative funded by the United States Agency for International Development (USAID) and implemented by Palladium Group Sri Lanka Pvt Ltd, is inviting financial institutions (FI) that are interested in increasing access to capital and financial inclusion of companies and projects in Sri Lanka through increased financing disbursement and capital mobilization in the region, under grants with incentive payments based on achievement of results.

The agreements with the selected FIs resulting from this RFA will be administered in accordance with USAID regulations, as applicable.

The RFA is comprised of the following main sections:

- I. FUNDING OPPORTUNITY DESCRIPTION
- II. ELIGIBILITY REQUIREMENTS
- III. APPLICATION AND SUBMISSION REQUIREMENTS
- IV. APPLICATION REVIEW INFORMATION
- V. AWARD ADMINISTRATION INFORMATION

Successful Applicants will be responsible for ensuring achievement of the program objectives. Please refer to Section I of this RFA entitled Incentives Program for Increased Lending to MSMEs for a complete statement of goals and expected results.

Subject to availability of funds, Palladium intends to provide up to \$100,000 in total funding for activities to be implemented no later than May 31, 2023 with award amounts in the range of \$35,000 to \$65,000 per institution. Palladium reserves the right to fund any or none of the applications submitted.

To be eligible for award, Applicants must provide all required information in their application, including the requirements found in any attachments to this RFA. Applications that are submitted late, incomplete, or are non-responsive will not be considered. Awards will be made to the responsible applicant(s) whose application(s) best meet the requirements of this RFA and the evaluation criteria contained herein.

Palladium will evaluate application packages in accordance with Section IV of this RFA. Palladium requires that applications be submitted electronically (e-mailed) to SriLankaPSD.Procurement@thepalladiumgroup.com no later than the due date shown above, following the instructions included in Section III of this RFA. However, PSD encourages FIs to submit their applications as soon as possible to minimize time between RFA closing date and award. The appraisal of applications may take between one to two months depending on the volume of applications received. Applications appraised may require additional information and documents, which could also increase the appraisal time before a final decision is communicated to applicants. For any queries on the status of applications submitted, please write to SriLankaPSD.Procurement@thepalladiumgroup.com. Please refrain from contacting USAID's personnel or representatives from the US Embassy for Sri Lanka and Maldives.

Issuance of this RFA does not constitute an award commitment on the part of Palladium, nor does it commit Palladium to pay for any costs incurred in the preparation and submission of an application. Further, Palladium reserves the right to reject any or all applications received. Applications are submitted at the risk of the Applicant, and all preparation and submission costs are at the Applicant's own expense.

Sincerely,

Palladium Grants Manager

Attachments:

1. Application Form
2. Eligibility Screening

SECTION I: FUNDING OPPORTUNITY DESCRIPTION

Program Description

The CATALYZE Sri Lanka Private Sector Development (PSD) program is a 5-year, \$12 million activity designed to bolster micro, small- and micro-enterprises (MSMEs) in target sectors with high growth potential. The PSD program will strengthen MSME products and services in the sectors of tourism, information and communication technology (ICT), commercial care, apparel, and food processing. These sectors were selected for their potential to generate growth opportunities for MSMEs and for women in the workplace and as entrepreneurs.

The PSD activity is organized around three primary objectives, interconnected with a fourth core cross cutting theme:

- 1) Improved Capacity and Competitiveness of MSMEs
- 2) Increased Access and Availability of Finance for MSMEs
- 3) Increased economic resilience to the economic impacts of COVID-19
- 4) Cross Cutting Theme: Inclusion and Promotion of Women

PSD will expand MSME access to finance by designing and implementing incentive programs that aim to close the gap between supply and demand. Specifically, PSD will work with financial institutions (FI) to identify under-served MSMEs in PSD's target sectors and determine the cost associated with serving those clients. This grant program serves as an expansion of the pilot launch of a Pay for Results (P4R) mechanism that will incentive FIs to expand financing opportunities for MSMEs. PSD will offset the costs associated with distributing financing to under-served MSMEs through P4R milestone payments calculated using a variable-percent incentive based on the financing awarded to MSMEs in PSD's target market sectors.

1. Purpose & Objectives

The purpose of this grants program is to identify up to two Sri Lankan FIs to stimulate increased financing to MSMEs working in ICT, Tourism, Food Processing, Apparel, and Commercial Care sectors by facilitating financing that increases MSME competitiveness, specifically focused on women empowerment, productive employment, innovation, and market linkages.

Successful applicants will be expected to expand their finance offerings by identifying an anticipated lending pipeline of MSMEs in PSD's target sectors that are additive to the applicant's existing lending portfolio. Milestone payments will be used to offset costs associated with and, thereby de-risk, lending to these underserved MSME (see section 1, No 4. Milestones for Award Payments). Milestone and deliverable payment totals will be calculated as a percentage of total value of loans disbursed, with a variable percentage based on the formula described in Section 1, No 3. This will encourage selected FIs to provide financing to MSMEs with limited or no access to existing commercial financing products. Specific incentive terms are detailed below.

Eligible MSMEs are selected based on the following suggested criteria, unless applicants propose their own approach to determining eligibility of MSMEs, which they may tailor to suit their unique business strategies and approaches:

- A. **Segment:** Micro, Small and Medium Enterprises are identified by the Sri Lanka Department of Census and Statistics¹ as having an annual turnover of less than LKR750 million and a number of employees below the “Large” level for the applicable sector:

Economic Sector	Size	Number of employees
Industry & construction	Micro	1-4
	Small	5-24
	Medium	25-199
	Large	200 and above
Trade	Micro	1-3
	Small	4-15
	Medium	15-34
	Large	35 and above
Services	Micro	1-4
	Small	5-15
	Medium	16-74
	Large	75 and above

- B. **Sector:** MSMEs should be in one of PSD’s five target sectors, including: Tourism, Apparel, ICT, Food Processing, and Commercial Care within the specified sector definition.
- C. **Geography:** Preference would be given to lending outside the Western Province with a special focus on the North, East Provinces and Districts under the poverty line.
- D. **Women-owned or women-led Enterprises:**

Definitions
<p>Women-owned enterprise: To qualify as a women-owned enterprise, it must demonstrate i) ownership, ii) control, AND iii) management of the enterprise by one or more women.</p> <p>Ownership Test: Ownership is thought of as control of assets or equity without the need for a man for permission. To qualify, one or more women must have 51% ownership and is unconditional and direct. Ideally, this would be 51% ownership by one or more women, but we can allow a plurality of ownership in situations involving outside investors.</p> <p>Control Test: The management and daily business operations of the concern must be controlled by one or more women. Control means that the long-term, strategic decision making, and the day-to-day management and administration of the business operations must be conducted by one or more women. For example, is a woman or women publicly representing the enterprise to investors or FIs?</p> <p>Management Test: The woman must hold the highest officer position, manage it on a full-time basis, and devote full-time to the business concern during the normal working hours of the business concern in the same or similar line of business.</p>
<p>Women-led enterprise: This also applies if the enterprise cannot meet one or more test described in the women-owned enterprise. Or, put differently, to qualify as a women-led enterprise, the entity must demonstrate i) ownership, ii) control, OR iii) management of the enterprise by a woman or women.</p>

- E. **Debt Financing:** Loans/credit from Financial Institutions provided to MSMEs such as new loans, refinanced loans, restructured loans, line of credit, letter of credit, invoice financing/receivables financing, invoice factoring, or invoice trading and recoverable grants. This excludes in-kind lending and insurance.
- F. **New Business Relationships:** Only new customers or enhancements/top-ups (more than 25% increase from previous debt products as defined in point 5) to existing customers will be accepted. For the Tourism Sector, new and existing customers will be accepted, independent of the increase in advances.

¹ Department of Census and Statistics 2015. Non-Agricultural Economic Activities in Sri Lanka Economic Census 2013/2014, p. 11. Available at: http://www.statistics.gov.lk/Economic/Non_agri/Non%20agri.pdf

Milestone incentives will be paid to grantees as a percentage of the value of new debt financing disbursed. The purpose of the milestone is to serve as an incentive that offsets the cost associated with extending this higher-risk financing. PSD believes that this will ultimately enable FIs to extend more financing to underserved markets and to increase the amount of information about the risk profile and performance of debt financing to new market segments as defined by sector, geography, or gender so that FIs can service these new clientele sustainably over the long term.

Traditionally, Sri Lankan FIs have viewed lending to MSMEs outside the Western Province or those with women ownership and management as more expensive and/or risky due to many factors, such as need for additional staff travel, lack of information, information regarding the applicants' risk profile, lower quality of initial loan application, among other barriers have had difficulty securing financing. These variable rates account for the increased costs associated with reaching firms outside of the Western Province and reaching women-led and -owned businesses. To offset these additional costs and incentivize grantee lending to the most under-served MSMEs, P4R rate will vary based on the category of MSME to which funding is disbursed. The Illustrative Incentive Deliverables Table, presented below, outlines a sliding P4R rate from 1.5% to 3% based on the location of the recipient of debt financing and prominence of women in its ownership and management, as well as the location of the business.

Grantees must agree to be a part of CATALYZE Sri Lanka PSD's network of FIs. PSD expects FIs to participate in networking, trainings and lessons learned activities. FIs will also be required to provide information to the PSD Communications team to contribute to success stories and other communications materials and for monitoring purposes.

2. Deliverable & Milestone Payments

Successful applicants under this RFA will have a unique milestone payment table, based on the total amount of financing they commit to lend during the application process. If a FI is accepted into the program, the total amount of financing each FI commits to lend will be divided into milestone payments and the award payments will be automatically determined as a percentage of each milestone target (details on the percentages can be found in the Determination of the Pay-for-Performance Award section 1, No 3).

Applicants must propose a debt financing disbursement pipeline, which will be linked to incentive payments. The disbursement schedule should include financing disbursement milestones and timelines, which will be used as deliverables. With each milestone, applicants must submit an Excel summary sheet (template to be provided by PSD) with all financing disbursed. The file will be signed by Head of Business and verified and validated by PSD representatives.

3. Determination of the Pay-for-Performance Award

The Pay-for-Performance Award will be calculated based on a P4R-percentage according to the following formula:

$$A = r\% \times F$$

Where:

A = Award to be paid

r% = P4R rate (Commission rate)

F = Actual Financing amount approved to qualified enterprises/clients

The P4R rate (r%) here is determined as follows:

Leadership Category	Location of firm	P4R Rate (r%)
Women Led Enterprises	Outside Western Province	3.00%
	Within Western Province	2.50%

Leadership Category	Location of firm	P4R Rate (r%)
Other Enterprises (Not a Women Led Enterprise)	Outside Western Province	2.00%
	Within Western Province	1.50%

Therefore, the overall amount of financing will be multiplied by a percentage (as shown in table above) to determine the total award fee to be paid. PSD shall pay to the FI a sum equal to 1.5%-3% of the financing approved or received by qualified enterprises.

This percentage is subject to adjustments upon program's review that PSD will conduct before agreement renewals with selected IFs, based on performance and availability of funding.

4. Milestones for Award Payments

The milestones table will be established for each FI based on the financing target proposed in their response to this RFA. The financing target will be divided into four milestones for the eight-month period.

Applicants must propose a debt financing disbursement pipeline as part of Attachment 1, which will be linked to the final incentive payments. The disbursement schedule should include financing disbursement milestones and timelines, which will be used as deliverables.

Milestones	Evidence of Completion	Due Date	Payment Amount
1. Debt financing disbursed from June 1, 2022 to August 31, 2022	Quarterly loan by loan report using PSD format, signed by Head of Business/ FI.	September 10, 2022	<ul style="list-style-type: none"> • 3.00% of debt finance disbursed for women led MSMEs located outside Western Province • 2.50% of debt finance disbursed for women led MSMEs located within Western Province. • 2.00% of debt finance disbursed for other MSMEs located outside Western Province. • 1.50% of debt finance disbursed for other MSMEs located within Western Province.
2. Debt financing disbursed from September 1, 2022 to November 30, 2022	Quarterly loan by loan report using PSD format, signed by Head of Business/ FI.	December 10, 2022	<ul style="list-style-type: none"> • 3.00% of debt finance disbursed for women led MSMEs located outside Western Province • 2.50% of debt finance disbursed for women led MSMEs located within Western Province. • 2.00% of debt finance disbursed for other MSMEs located outside Western Province. • 1.50% of debt finance disbursed for other MSMEs located within Western Province.

Milestones	Evidence of Completion	Due Date	Payment Amount
3. Debt financing disbursed from December 1, 2022 to February 28, 2023	Quarterly loan by loan report using PSD format, signed by Head of Business/ FI.	March 10, 2023	<ul style="list-style-type: none"> • 3.00% of debt finance disbursed for women led MSMEs located outside Western Province • 2.50% of debt finance disbursed for women led MSMEs located within Western Province. • 2.00% of debt finance disbursed for other MSMEs located outside Western Province. • 1.50% of debt finance disbursed for other MSMEs located within Western Province.
4. Debt financing disbursed from March 1, 2023 to May 31, 2023	Quarterly loan by loan report using PSD format, signed by Head of Business/ FI.	June 10, 2023	<ul style="list-style-type: none"> • 3.00% of debt finance disbursed for women led MSMEs located outside Western Province • 2.50% of debt finance disbursed for women led MSMEs located within Western Province. • 2.00% of debt finance disbursed for other MSMEs located outside Western Province. • 1.50% of debt finance disbursed for other MSMEs located within Western Province.
Agreement Ceiling			USD65,000

5. **Agreement Ceiling**

The maximum amount of total funding possible under this RFA is USD 65,000.

The final award ceiling will be determined based on the amount of financing proposed for each MSME category and the corresponding P4R rates (outlined in section 3). Additionally, the maximum payment per eligible MSME financing transaction may not exceed USD 3,000. To be considered eligible for payment, MSME clients must fall under one of the categories defined above and the financing amount may not exceed USD 1,000,000 for a single transaction. For example:

- a) If the FI grants debt financing for the value of USD 100,000 where the applicable incentive rate is 3.00%, the incentive payment granted will be USD 3,000.
- b) If the FI grants debt financing for the value of USD 500,000 where the applicable incentive rate is 3.00%, the incentive payment granted will be capped at USD 3,000.
- c) If the FI grants debt financing for the value of USD 1M, where the applicable incentive rate is 3.00%, the incentive payment granted will be capped at USD 3,000.

6. **Award Information**

The grant instrument for this application is a Fixed Award Amount (FAA) and the award is for a period of performance of 12 months after award signature (through May 31, 2023), with the option for renewals based on performance and availability of funding. Each renewal will be for an additional 12 months up to or

until the end of the PSD project. Performance will be reviewed by PSD after 3 months, which could mean a reduction or an increase in the potential total award within the 12 months period.

7. Project Guidance and Post-Award Support

During the grant period, the Grantee will report to the *PSD Director of Finance and Operations or his/her designee* for overall guidance related to this grant, to appropriate technical staff for technical matters, and to the *M&E Manager* regarding monitoring deliverables. Palladium will provide the following to the selected Grantee(s):

- Monthly report template
- Quarterly evidence of financing facilitated report template

In addition, after grant award, Palladium could provide targeted training/guidance to build capacity of the awarded Grantee's project staff on the following topics:

- Cash-flow based lending
- Improved loan product propositions
- Other areas that lead to deeper understanding of SME needs in five priority sectors
- Women Empowerment

8. Monitoring

Palladium will monitor implementation of the grant to enable sound oversight and management. PSD will conduct monthly monitoring meetings and incentives will be paid upon achievement of the combined quantitative and qualitative target on quarterly basis.

Grantees will submit monthly reports in a format to be provided by PSD. PSD team will support and train grantees in evidence and data gathering.

In addition to reporting results at the time of invoicing, selected applicants will be required to provide evidence of financing facilitated on a quarterly basis until the end of the grant period to support contractual reporting requirements to USAID. A template will be provided to the applicant and will include the following criteria:

- *Specific information about each disbursement, including but not limited to:*
 - o *Name of the company or client receiving the financing*
 - o *Sub-sector and sector*
 - o *Women led or owned enterprise or other*
 - o *Geography of the recipient*
 - o *Number of full-time workers*
 - o *Value of financing*
 - o *Type of financing*
 - o *Use/purpose of financing*
 - o *Tenor or term of financing*
 - o *Annual interest rate*
 - o *New or returning/repeat client*
 - o *New to formal financial system or not (i.e., previous accessed financing from any formal financial intermediaries)*
 - o *Annual turnover*
 - o *Incentive applicable?*
 - o *Value of portfolio in arrears*
- *Number of new financial products developed*
- *Average time for disbursing loans under this program (since start time when financing is applied, until end time when financing is disbursed).*
- *Delinquency rate of loans made and value of Non-Performing Loans*

- *Contributions made by FIs (in-kind and cash)*
- *Others that will be required and agreed upon between selected applicants and PSD*

9. Proof of Evidence

Selected applicants must provide evidence of the approval and disbursement of debt financing. PSD reserves the right to audit such documentation at any time, as the program conducts monitoring and evaluation verifications on an ongoing basis. A sampling and verification methodology will be used to audit the proof of evidence presented by FIs. Additional information may be requested by PSD for this purpose.

10. Communication

As part of the awarded FI's commitment to working with CATALYZE PSD Sri Lanka, they will agree to be a part of the CATALYZE Sri Lanka network of FIs. FIs will also be required to provide information to the CATALYZE Sri Lanka communications team to communicate about lessons learned and success stories.

CATALYZE PSD Sri Lanka will obtain both FI and enterprises' approval to release firm names in publicly reported success stories, quarterly reports, and other reports.

The FI will submit monthly progress updates on when FIs anticipate they will meet their agreed milestones and will be invoicing for success fees.

Final Report: Upon completion of the grant, the selected financial institution (FI) will be required to submit a final report which includes at a minimum, the following:

- A summary of the grantee's accomplishments in achieving the results.
- Description of the grantee's activities.
- Challenges experienced in meeting milestones, as well as in repayment of financing/investment.
- Documentation on lessons learned and best practices.

SECTION II: ELIGIBILITY REQUIREMENTS

The USAID CATALYZE Sri Lanka PSD grants program is designed for licensed privately-owned financial institutions, licensed nongovernmental organizations (NGOs), non-profit, and for-profit entities operating in Sri Lanka. NGOs are organizations that act neither in governmental capacity nor as agents of the government. Both U.S. and non-U.S. NGOs are eligible to receive grant funding. An international NGO is eligible if the majority of its constituent members are NGOs. PSD will accept grant applications from both not-for-profit and for-profit organizations.

In order to be considered eligible for a grant award, prospective grantees must:

- Be legally registered as a not-for-profit or for-profit organization in accordance with the laws of Sri Lanka (registration documents required).
- Not be part of a government or any government structures. To qualify, one or more private companies and/or individuals must have more than 51% of the ownership of the organization, and the management and daily business operations must be controlled by them.
- Not appear on any list of debarred or suspended entities (as found on www.sam.gov), or on any terrorist watch list or other published list of ineligible recipients.
- Certify that they are not affiliated with any political party nor engaged in any partisan activities.
- Submit full application, including all mandatory attachments in accordance with the terms and conditions of the RFA, by or before the time and date deadline(s) stipulated in the RFA.
- Comply with the application format guidelines mandated in the RFA.
- Be licensed by the Central Bank of Sri Lanka for banking operations, as a Licensed Commercial Bank, Licensed Specialized Bank or Non-Bank Financial Institution in Sri Lanka.
- Microfinance institutions must be registered and have a license under the Microfinance Act, No. 6 of 2016

In addition, all prospective Grantees under consideration for an award exceeding \$25,000 (or local equivalent) must have, or be able to obtain, a DUNS number or a UEI (Unique Entity Identifier).

SECTION III: APPLICATION AND SUBMISSION INSTRUCTIONS

Activity Name: PSD Incentives Program for Increased Lending to MSMEs

Palladium will award up to four grants resulting from this solicitation to the responsible applicant(s) that demonstrate the capability to carry out activities conforming to the project objectives and within the funding and other parameters set by this RFA.

This solicitation does not commit Palladium to make an award. Palladium may at its sole discretion (a) accept or reject any or all applications, at any step, in part or in full without assigning a reason; and (b) waive informalities or irregularities in applications received.

Applications must be submitted by email no later than the time and date specified on the cover page.

TECHNICAL APPLICATION

Applicants meeting the eligibility criteria discussed in Section II of this RFA should submit technical applications according to the following instructions:

- a) Completed Application Form (Attachment 1), including:
 - a. Applicant Details
 - b. Technical Approach
 - c. Proposed Deliverables Schedule
- b) Background on the firm and relevant Past Experience Information (max 2 pages)
- c) All supporting documentation specified in the pass/fail evaluation criteria, including:
 - a. Copy of the organizational chart
 - b. Copy of organization's legal registration
 - c. Copies of audited financial statements for the last three years
 - d. Copy of one of the following: last annual report, operational plan, business plan, or strategy plan

The selected applicants will be required to complete the Eligibility Screening (Attachment 2), a Due Diligence Questionnaire, and provide a DUNS number within 5 days of being notified of selection.

SUBMISSION OF APPLICATION

Applications must be submitted electronically (via email), including the technical proposal including portfolio projections and incentives to be paid by the program, with the RFA number in the subject lines. Ensure all required documents are included as attachments to the email (no application materials submitted via external links e.g., to Google Drive, we transfer, or Dropbox.com, etc., will be considered). The RFA number can be found on the cover page.

Applications received after the deadline stated on the cover page, and/or with incomplete information, will be deemed non-responsive and will not be considered for award.

SECTION IV: APPLICATION REVIEW INFORMATION

The application must be fully completed in all aspects. An application may not be considered if it is received after the submission deadline. Costs associated with preparation of the concept note and the full application shall be at the expense of the applicant.

EVALUATION OF APPLICATIONS

Palladium intends to issue a grant to the organization(s) considered to provide the best strategic fit, technical approach, past performance/organizational capacity and gender considerations for the overall project. The criteria below will serve as the basis upon which the application will be evaluated. Selection will also be based on the capabilities of the organizations as detailed in the application.

Financial Institution Pass/Fail Evaluation Criteria

All applicants must meet the following criteria in order to be considered an award:

Pass/Fail Evaluation Criteria	Supporting Documents
<ul style="list-style-type: none"> a) Must be a registered legal entity b) Must have appropriate regulatory/certification c) Must have been in operation for at least three years d) Must submit signed audited financial statements for the most recent three years e) Must have been operating profitably for at least one of the most recent three years f) Must submit one of the following documents: <ul style="list-style-type: none"> i) most recent annual report, ii) current operational plan, iv) business plan, or v) strategic plan g) Must have, or be able to obtain, a DUNS number (instructions for obtaining a DUNS number may be found here https://www.dnb.com/duns-number/get-a-duns.html) h) Must not have any active exclusions in www.sam.gov, UN or other international compliance databases i) Must be owned by nationals of a country not considered a prohibited source or barred from doing business with the United States 	<ul style="list-style-type: none"> Copy of the applicant’s organizational chart Copy of applicant’s legal registration Copies of applicant’s audited financial statements for the last three years or links to publicly available financial information Copy of or link to publicly available copy of at least one of the following: last annual report, operational plan, business plan, or strategy plan

Technical Evaluation Criteria

Evaluation Criteria- Portfolio concentration of debt financing proposed in the application	Documents Evaluated	Maximum Points
1. Amount of financing to Women Led Enterprises. The greater the exposure of debt financing to Women Led Enterprises the higher the score.	Application form	30
2. Amount of financing to ICT, Commercial Care and Tourism. A greater exposure of debt financing to the specified sectors would result in a higher score although apparel and food and processing debt financing is accepted.	Portfolio projections	20
3. Amount of financing disbursed based on Business or Project location. A greater exposure of debt financing to Businesses located outside the Western Province and/or in Districts below the poverty line would result in a higher score.		20
4. Contribution towards expanding access to financing to MSMEs in Sri Lanka. The higher the number of MSMEs financed, the higher the score.		30
TOTAL		100

Palladium reserves the right to award under this solicitation without further negotiations. The applicants are encouraged to include their best terms and prices with the original submission.

SECTION V: AWARD ADMINISTRATION INFORMATION

- a) A successful applicant will receive an award signed by Palladium who will authorize activities to begin under this program.
- b) Agreements with selected FIs resulting from this RFA will be in accordance with the approved Project Grants Manual, and the USAID regulations, as applicable.
- c) The successful applicant agrees to report as per the requirements of Section 1 (8. Monitoring), which details the financial and performance indicators that will be reported on a monthly, quarterly, or annual basis.
- d) Apparently successful applicants will be required to submit a Branding Strategy and a Marking Plan that complies with approved Branding and Marking Plan for the project and must follow the mandatory standard provision entitled "MARKING AND PUBLIC COMMUNICATIONS UNDER USAID-FUNDED ASSISTANCE (DECEMBER 2014)" (for standard cost type grants) or "MARKING AND PUBLIC COMMUNICATIONS UNDER USAID-FUNDED ASSISTANCE (JULY 2015)" (for FAAs) in preparing the Branding and Marking Plan.

Attachment 1: Application Form

APPLICANT DETAILS	
Name of Applicant Organization	Click or tap here to enter text.
Physical Address	Click or tap here to enter text.
Postal Address	Click or tap here to enter text.
DUNS Number	Click or tap here to enter text.
POINT OF CONTACT	
Name	Click or tap here to enter text.
Title	Click or tap here to enter text.
Phone	Click or tap here to enter text.
Email	Click or tap here to enter text.
TECHNICAL APPROACH	
1. Describe your institutions' existing finance offerings and portfolio in PSD's target sectors and to MSMEs.	Click or tap here to enter text.
2. Describe how your institution will identify and target underbanked MSMEs in PSD's targets sectors.	Click or tap here to enter text.
3. Describe any new financial products or solutions that will be developed in order to expand financing to MSMEs in these sectors and any operational, credit analysis, and/or risk management modifications needed to do so.	Click or tap here to enter text.
4. What is the anticipated level of expanded financing your institution will disburse as a result of this subaward's incentive payments?	Click or tap here to enter text.
5. Describe how your institution will track and measure expanded financing as a result of this subaward's incentive payments.	Click or tap here to enter text.
6. Describe your institutions' management and personnel resources that will be needed to service the proposed expanded financing.	Click or tap here to enter text.
7. State the percentage of the total amount committed above that will be financing to women-owned and women led enterprises. Describe the strategies that the institution will have to achieve those percentages.	Click or tap here to enter text.
8. Describe how your institution will use the award payments earned through a grant with CATALYZE PSD Sri Lanka to meet the financing targets.	Click or tap here to enter text.

PROPOSED DELIVERABLES SCHEDULE			
Applicants should complete the following proposed Deliverables Schedule to illustrate their loan pipeline within the period of performance of May 2022 to September 30, 2022. This pipeline should take into			
Deliverable-Capital mobilized/ Number of MSMEs	Evidence of Completion	Due Date	Payment Amount
Subaward Incentive Ceiling			

Signature of Authorized Representative

Click or tap here to enter text.

Printed Name & Title

Signature

Date: _____

Attachment 2: Eligibility Screening

Name of Applicant: Click or tap here to enter text.

RFA Number: Click or tap here to enter text.

Date of Application: Click or tap here to enter text.

Application Title: Click or tap here to enter text.

Eligibility Criteria	Yes	No
Submission of DUNS in the application unless exemption applies (awards less than \$25,000 performed by foreign entities overseas).		
Applicant is legally registered as a non-for profit or for-profit organization in accordance with the laws of Sri Lanka and is in good standing, legally licensed and up to date on all applicable taxes		
Applicant has certified that it is not affiliated with any political party nor engaged in		
Applicant submits all mandatory documents prior the deadline stipulated in the RFA.		
Applicant has certified that it is receptive to participate in learning opportunities and commitment to participate in capacity building.		

Authorized Representative Signature: _____

RFA Number: Click or tap here to enter text.

Date of Application: Click or tap here to enter text.