Digital Frontiers
Request for Application (RFA)

RFA No.	2022-12
Issue Date	April 19, 2022
Title	SARDI SME Digital Upskilling Activity – Sri Lanka
Issuing Office & Email	Digital Frontiers c/o DAI, DigitalFrontiers@dai.com
Deadline for Receipt of Questions	April 26, 2022, 5pm EST, to DigitalFrontiers@dai.com
Anticipated Deadline for Application Submission	May 17, 2022, 5pm EST, to DigitalFrontiers@dai.com
Point of Contact	DigitalFrontiers@dai.com
Anticipated Award Types	Fixed Amount Award / Simplified / Standard Grant

DAI through the United States Agency for International Development (USAID), is seeking applications to provide cybersecurity capacity building to SMEs in Sri Lanka. Please refer to the Program Description in Section E for a complete statement of goals and expected results.

This initiative will be supported and managed by the Digital Frontiers Project, a buy-in mechanism available to USAID Bureaus and Missions from 2017 to 2023. Digital Frontiers works closely with USAID's Development, Democracy, and Innovation Bureau (DDI), the Innovation Technology and Research Hub's Technology Unit (ITR/T), USAID missions, the private sector, and international and local development organizations to identify successful and sustainable digital development approaches and scale their impact globally.

Digital Frontiers anticipates disbursing up to $165,000 USD in award funding via one award. Digital Frontiers reserves the right to allocate grant award amounts based on technical evaluation of the applications received and assessment of the extent to which the applications fully cover the scope of work. The period of performance for this award will be up to 12 months.

DAI, as primary implementer of the Digital Frontiers program, reserves the right to fund any or none of the applications submitted.

Applications must be received via email to DigitalFrontiers@dai.com. Any questions concerning this RFA should be submitted in writing to the same email address.

Award will be made to the responsible applicant whose application offers the best value and meets the eligibility requirements.

Issuance of this RFA does not constitute an award commitment on the part of DAI, nor does it commit DAI to pay for costs incurred in the preparation and submission of an application. Further, DAI reserves the right to reject any or all applications received. Applications are submitted at the risk of the applicant. All preparation and submission costs are at the applicant's expense. DAI reserves the right to fund any or none of the applications submitted.

Thank you for your interest in Digital Frontiers activities!

WARNING: Prospective Applicants who have received this document from a source other than the DigitalFrontiers@dai.com email address, should immediately contact DigitalFrontiers@dai.com and provide their name and email address in order that amendments to the RFA or other communications can be sent directly to them. Any prospective Applicant who fails to contact DigitalFrontiers@dai.com assumes complete responsibility in the event that they do not receive communications prior to the closing date. Any amendments to this RFA, questions and answers, or other communications will be issued from DigitalFrontiers@dai.com.

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Section A. Grant Application Instructions

Eligibility Requirements
Applicants must meet the following minimum requirements to participate in this RFA:
- **Type:** This RFA is open to registered organizations. All Applicants must be willing to forego profit per 22 CFR 226.81.
  - The following are not eligible:
    - Government entities
    - Organizations staffed by staff from USAID, DAI, or other USAID personal service or institutional support contractors, or their immediate family members.
- **Language**: Applications must be submitted in English. If English is not a team's first language, we encourage the competitors to use free translation services.

Responsibility Determination
Digital Frontiers will not enter into a grant agreement with an Applicant prior to ensuring Applicant responsibility. Required documentation includes:

- Evidence of legal documentation or licenses to operate in your country of registration
- Confirmation that products or services used in the performance of the grant are not from a Prohibited Country (explained in Section C)
- Evidence of a Unique Entity ID (UEI) number, CAGE/NCAGE code, and proof of registration with the System for Award Management (SAM) (explained in Annex 5). Evidence of these items are not required to submit an application, but must be provided if selected for a grant award
- Documentation that the Applicant can comply with the award conditions, has a satisfactory record of integrity and business ethics, and has the required financial capacity (explained in Annex 4)

Deadlines
Applications must be received via email to DigitalFrontiers@dai.com by May 17, 2022 at 5pm EST. Please include the RFA number (2022-12) in the subject line of the email.

Requests for clarification or additional information must be submitted in writing via email to DigitalFrontiers@dai.com by April 26, 2022 at 5pm EST. No questions will be answered by phone. Any verbal information received from a DAI or Digital Frontiers employee or other entity shall not be considered as an official response to any question regarding this RFA. Copies of questions and responses will be distributed via email to all prospective applicants who are on record as having received this RFA after the submission date specified in the Synopsis above.

Late Applications
All applications received by the deadline will be reviewed for responsiveness and programmatic merit according to the specifications outlined in these guidelines and the application format. Section C addresses the evaluation procedures for the applications. Applications which are submitted late or are incomplete run the risk of not being considered in the review process.

<u>Section B. Application Preparation Instructions</u>

A complete RFA application consists of the following sections:

- **Cover Letter**
- **Presentation Deck** Application should be submitted as a ten (10) slide presentation (exclusive of CVs, and Past performance Matrix), using, at a minimum, 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. The presentation should include the following:
    - o Technical Approach: A description of your solution to the identified problem; Goals and Objectives, description of activities, expected outcomes, and management and reporting plan. Technical approach should demonstrate added value and differentiation from other SME capacity building training happening in Sri Lanka.
    - o What success looks like and how you will measure it
    - o Draft Workplan – proposed deliverables and timeline
    - o Personnel Plan – Narrative Summary of teams' technical capabilities demonstrating the ability to complete the scope of work.
- **CVs of Key Personnel –** CVs should demonstrate the personnel's ability to perform the duties outlined in the Program Description. Each CV may not exceed 2 pages.
- **Organizational Capability and Past Performance:** Applicants must include at least three relevant past projects in the Past Performance Matrix (Annex 6) that demonstrate the core capabilities required to execute the proposed project. The information shall include the legal name and address of the organization for which services were performed, a description of work performed, the duration of the work and the value of the contract, and a current contact phone number of a responsible and knowledgeable representative of the organization. Also provide at least one portfolio example, link, or summary of a similar project (where the firm was the primary implementer/author) that demonstrates successful implementation. This information may be used for validation of experience or reference checks.

The deadline for the RFA Application is May 17, 2022 at 5:00pm EST.

Applicants must ensure that their applications are received in their entirety. Digital Frontiers bears no responsibility for data errors resulting from transmission or conversion processes associated with electronic submissions.

Instructions for Cost Application Submission

Your Cost Application should include a budget demonstrating the company's proposed use of grant funding.
- ➢ Cost Applications must include. A template is included in Annex 2:
    - Projected Grant Budget (Annex 3)
    - Budget Narrative (Annex 3)
    - Completed Financial Capability Questionnaire (Annex 4)
    - NICRA or Audited Financial Statements
    - Registration of Incorporation Documents
    - Personnel, finance, and procurement manuals

Completed Budget. All budget lines must be clearly linked to specific project activities. See attached Annex 3 for the budget template. Supporting information shall be provided, as necessary, in sufficient detail to allow a complete analysis of each line item cost.

Budget Narrative. The budget must have an accompanying budget narrative and justification that provides in detail the estimated costs for implementation of activities listed in the technical application narrative. The combination of the cost data and narrative must be sufficient to allow a determination of whether the costs estimated are reasonable. **The budget narrative must demonstrate that all budgeted are reasonable and are reflective of actual local market prices.** A budget narrative template is included in Annex 3. The following is provided as guidance involving specific types of costs:

- Salary and Wages: Direct salaries and wages should be proposed in accordance with current, actual salaries and with the Applicant's personnel policies.
- Fringe Benefits: If the Applicant has a fringe benefit rate that has been approved by an agency of the U.S. Government, such rate should be used and evidence of its approval should be provided. If a fringe

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benefit rate has not been approved, the application may propose a rate and explain how the rate was determined. If the latter is used, the narrative should include a detailed breakdown comprised of all items of fringe benefits (e.g., unemployment insurance, workers' compensation, health and life insurance, retirement, etc.) and the costs of each, expressed in dollars and as a percentage of salaries. Alternatively, if the Applicant has no approved rate, it may elect to directly charge all project expenses.

- Travel and Transportation: The application should indicate the number of trips, domestic and international, and the estimated costs per trip. Specify the origin and destination for each proposed trip, duration of travel, and number of individuals traveling.
- Equipment and Materials: Specify all equipment to be purchased, including the type of equipment, the manufacturer, the unit cost, the number of units to be purchased and the expected geographic source.
- Communications: Specific information regarding the type of communication cost (e.g., mail, telephone, cellular phones, internet, etc.) must be included in order to allow an assessment of the realism and reasonableness of these costs.
- Subcontracts/Consultants: Information sufficient to determine the reasonableness of the cost of each specific subcontract and consultant expected to be hired must be included. Similar information should be provided for all consultants who are provided under the category for personnel.
- Direct Facilities Costs: Specific information regarding the cost of any facilities needed to perform program activities. The information provided should include the unit cost (rent), the time period the facilities are needed and the number of facilities. Only facilities that directly benefit the program activities should be included in this category; all other facility costs should be included in the indirect cost category.
- Other Direct Costs: This may include report preparation costs, passports and visas fees, training, medical exams and inoculations, insurance (other than insurance included in the Applicant's fringe benefits), as well as any other miscellaneous costs that directly benefit the program proposed by the Applicant. The narrative should provide a breakdown and support for all other direct costs. If seminars and conferences are included, the Applicant should indicate the subject, venue, and duration of proposed conferences and seminars, and their relationship to the objectives of the program, along with estimates of costs.
- Indirect Costs: The Applicant should support the proposed indirect cost rate, if any, with a letter from a cognizant U.S. Government audit agency (i.e. its current Negotiated Indirect Cost Rate Agreement) or with sufficient information for DAI to determine the reasonableness of the rates. For the latter, DAI would need:
  - Copies of the Applicant's financial reports for the previous 3-year period, which have been audited by a certified public accountant or other auditor satisfactory to USAID;
  - Projected budget, cash flow and organizational chart; and
  - A copy of the organization's accounting manual.

Applicants should note that DAI policy and US regulation prohibit the payment of fee/profit to the recipient under grants.

In addition, applications will be expected to include a **Completed Financial Capability Questionnaire,** found in Annex 4**,** which includes:

a. **NICRA or** (if no NICRA) **Audited Financial Reports:** Copy of the applicant's most recent financial report, which has been audited by a certified public accountant or other auditor satisfactory to DAI. If no recent audit, a "Balance Sheet" and "Income Statement" for the most current and previous fiscal year.
b. **Incorporation Papers or Certificate of Registration and Statute**

RFA Application Checklist:

Before submitting your application, please check to make sure the following are included:

☐ Technical Application

☐ CVs of named team members

☐ Budget

☐ Budget narrative

☐ Completed Financial Capability Questionnaire

☐ NICRA or Audited Financial Reports

☐ Incorporation Papers or Certificate of Registration and Statute

☐ Personnel, procurement, and finance manuals

Awardees will be selected by an Evaluation Committee, which will evaluate applications and select winners according to the following evaluation criteria and scoring system. To the extent necessary (if award is not made based on initial applications), negotiations may be conducted with each applicant whose application, after discussion and negotiation, has a reasonable chance of being selected for award. **Award will be made to responsible applicants whose applications offer the best value**.

An award will be made based on the ranking of applications by the review panel according to the evaluation criteria and scoring system identified below:

	EVALUATION CRITERIA		MAXIMUM POINTS
1	Technical Approach and Workplan	• Proposed approach demonstrates an understanding of SMEs in Sri Lanka and knowledge of cybersecurity for SMEs; • Technical approach demonstrates the applicant's capacity to successfully complete all required deliverables while incorporating client feedback & respecting deadlines; • Technical approach establishes that applicant meets all required qualifications as stated on Section E: Project Description • The proposed approach is creative, innovative, and differentiated from other existing trainings in Sri Lanka. • Workplan demonstrates how the Applicant will approach and achieved the specified tasks within the required timeframe.	12 points
2	Personnel	• Proposed personnel demonstrate required qualifications and ability to successfully achieve outlined tasks. • Proposed personnel plan shows understanding of resources needed to achieve specified tasks.	6 points
3	Past Performance	• Applicant has a record of positive past performance (at least three references) related to providing capacity building support to SMEs and digital development; • Past performance reflects successful leadership and delivery of training initiatives. • Applicant demonstrates significant presence in Sri Lanka; • USAID experience preferred • Experience conducting digital upskilling training preferred;	6 points

Conflict of Interest

Throughout the selection process, Digital Frontiers will take steps to ensure that members of the review panel do not have any conflicts of interest, or the appearance of such, with regard to the organizations whose applications are under review. An individual shall be considered to have the appearance of a conflict of interest if that person, or that person's spouse, partner, child, close friend, or relative works for, or is negotiating to work for, or has a financial interest in (including being an unpaid member of a Board of Directors), any organization that submitted an application currently under the panel's review. Members of the panel shall neither solicit nor accept gratuities, favors, or anything of monetary value from parties to the award. USAID staff, including USAID institutional support contractors and personal service contractors, and their families, are not eligible to compete for this award.

Signing of Grant Agreements

Upon USAID concurrence of the Applicant, a Grant Agreement will be prepared. After Digital Frontiers and the successful Applicant have signed the Grant Agreement, Digital Frontiers may provide training on financial management and reporting on grant funds. All reporting and contractual obligations will be explained to the grant recipients.

The applicant shall bear in mind the following special requirements **for any grants awarded** in response to this RFA:

Award Type: DAI anticipates awarding Standard, Simplified, or Fixed Amount Award grants as a result of this RFA.
- The Fixed Amount Award (FAA) format allows the award of a grant for very specific program elements, without requiring project monitoring of the actual costs subsequently incurred. It is intended to support specific activities, where costs are certain and where the accomplishment of grant "milestones" is readily discernible. Payments are fixed amounts and are made based on the grantee's successful submission or completion of the tasks delineated for that milestone.
- Simplified and Standard grants, in contrast, are reimbursed of actual expenses rather than fixed price deliverables. A higher degree of oversight is involved, though advances are permitted under these grants, which are better suited for more complex program descriptions where activities cannot be broken into concrete deliverables and/or the cost of activities cannot be clearly defined and predicted.

US Government Registrations
There are mandatory requirements for grantees to obtain the following items/registration before a grant can be awarded. Without registering in the required databases, DAI cannot deem an Applicant to be "responsible" to conduct business with and therefore, DAI will not enter into an agreement with any such organization. The award of a grant resulting from this RFA is contingent upon the winner providing a Unique Entity ID (UEI) number, a Commercial and Government Entity/NATO Commercial and Government Entity) CAGE/NCAGE code, and proof of registration in the System for Award Management (SAM) system.
Applicants must obtain the following before award:
    i. UEI Number
    ii. Registration with SAM.gov
    iii. CAGE/NCAGE

Instructions for obtaining a UEI number, SAM registration, or a CAGE/NCAGE are provided in Annex 5.

Prohibited Countries: Prohibited countries are countries that the US Government does not do business with, previously referred to as foreign policy restricted countries. The Applicant may not procure goods or services from the Office of Foreign Assets Control (OFAC) comprehensive sanctioned countries: Cuba, Iran, North Korea, Sudan, and Syria. By submitting an application in response to this RFA, the Applicant certifies that proposed equipment will not be procured from vendors located in one the OFAC prohibited countries above, nor will the origin of any of the parts be from a prohibited country.

Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment – Applicants warrant that all services and products included in their application are compliant with the restrictions contained in 2 CFR 200.216. Grant funds cannot be used to procure or obtain equipment, services, or systems that use covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. As described in Public Law 115-232, section 889, covered telecommunications equipment is telecommunications equipment produced by Huawei Technologies Company or ZTE Corporation (or any subsidiary or affiliate of such entities).

Full text of this restriction may be accessed here: https://www.ecfr.gov/cgi-bin/text-idx?SID=e3052be29eb6a936bcf083bf38cacd7d&mc=true&node=se2.1.200_1216&rgn=div8

Separate Account: A separate account must be established to house all funds provided under the grant, as well as all interest income.

Permitted Uses of Program Income: The Grantee will inform DAI of any program income generated under the grant and agrees to follow USAID's disposition requirements for such program income, which is in accordance with 2 CFR 200 Subpart D. Program income earned under this agreement shall be applied and used in the following descending order:

1. Added to funds committed by USAID and the recipient to the project or program, and used to further eligible project or program objectives;
2. Used to finance the non-Federal share of the project or program; and
3. Deducted from the total project or program allowable cost in determining the net allowable costs on which the federal share of costs is based.

If the terms and conditions of the award do not specify how program income is to be used, then number 2) shall apply automatically. Grantees who are commercial organizations may not apply Option 1) to their program income.

Use of Funds: Funds provided under any grant awarded shall be used exclusively for grant purposes. Diversion of grant funds to other uses will result in cancellation of award and retrieval of funds disbursed to the grant recipient.

Reporting Procedures: A description of reporting requirements will be included in the Grant Agreements.

Project Monitoring: DAI staff will monitor projects in terms of programmatic (and financial aspects, should a simplified or standard grant be awarded). Grant recipients will be expected to facilitate monitoring by making relevant information available to DAI staff.

Restrictions: The Grant Funds provided under the terms of this Agreement shall <u>not</u> be used to finance any of the following:

1. Goods or services which are to be used primarily to meet military requirements or to support police or other law enforcement activities,
2. Surveillance equipment,
3. Equipment, research and/or services related to involuntary sterilization or the performance of abortion as a method of family planning,
4. Gambling equipment, supplies for gambling facilities or any hotels, casinos or accommodations in which gambling facilities are or are planned to be located,
5. Activities which significantly degrade national parks or similar protected areas or introduce exotic plants or animals into such areas, or
6. Establishment or development of any export processing zone or designated area where the labor, environmental, tax, tariff, and/or safety laws of the country in which such activity takes place would not apply.
7. Pharmaceuticals,
8. Pesticides,
9. Logging equipment,
10. Luxury goods (including alcoholic beverages and jewelry),
11. Establishing or expanding any enterprise that will export raw materials that are likely to be in surplus in world markets at the time such production becomes effective and that are likely to cause substantial injury to U.S. producers,
12. Activities which would result in the loss of forest lands due to livestock rearing, road construction or maintenance, colonization of forest lands or construction of dams or other water control structures,
13. Activities which are likely to have a significant adverse effect on the environment, including any of the following (to the extent such activities are likely to have a significant adverse impact on the environment):
    i.) Activities which may lead to degrading the quality or renewability of natural resources;
    ii.) Activities which may lead to degrading the presence or health of threatened ecosystems or biodiversity;
    iii.) Activities which may lead to degrading long-term viability of agricultural or forestry production (including through use of pesticides);
    iv.) Activities which may lead to degrading community and social systems, including potable water supply, land administration, community health and well-being or social harmony.
14. Activities which are likely to involve the loss of jobs in the United States due to the relocation or expansion outside of the United States of an enterprise located in the United States, or
15. Activities which the Grantee is aware are reasonably likely to contribute to the violation of internationally or locally recognized rights of workers,

16. Activities to support the <u>production</u> of agricultural commodities for export from Malawi when such commodities would directly compete with exports of similar United States agricultural commodities to third countries and have a significant impact on United States exporters.

Pursuant to 2 CFR 700.13, it is USAID policy not to award profit under assistance instruments such as grant awards. However, all reasonable, allocable, and allowable expenses, both direct and indirect, which are related to the grant program and are in accordance with applicable cost standards may be paid under the grant.

For non-US organizations, the Standard Provisions for Non-US Nongovernmental Recipients will apply. For US organizations, 2 CFR 200 Subpart D, OMB Circulars (http://www.whitehouse.gov/omb/circulars/a122/a122.html), and the Standard Provisions for U.S. Nongovernmental Recipients will apply. Please see Annex 1 for Standard Provisions.

DAI and USAID reserve the right to fund any or none of the applications received

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Signing of Grant Agreements
Upon USAID concurrence of the applicant, a Grant Agreement will be prepared. After DAI and the successful applicant have signed the Grant Agreement, all reporting and contractual obligations will be explained to the grant recipients.

SARDI SME Digital Upskilling Activity – Sri Lanka

BACKGROUND

Digital Frontiers is a US$74.4 million buy-in mechanism available to USAID Bureaus and Missions from 2017-2023. DAI implements the Digital Frontiers project, which works closely with USAID Missions, the private sector, and international and local development organizations to identify successful and sustainable digital development approaches and scale their impact globally.

Digital technology is transforming the Indo-Pacific region. As the world's fastest growing region for internet adoption and digital connectivity between people and businesses, this has the potential to spur tremendous economic growth while creating high-value export opportunities. USAID's South Asia Regional Digital Initiative (SARDI) aims to increase the digital capacity of the private sector and civil society and by strengthening their ability to engage on digital and ICT policy issues. USAID's SARDI activity is part of the Digital Frontiers project.

SARDI's objectives are to:

1. Develop and foster a policy and business environment that values reliable and secure digital communications in South Asia in a manner consistent with U.S. national interests and.
2. Increase the capacity and commitment of the private sector and civil society actors in South Asia to engage on important digital policy issues by building up digital skills of small and medium enterprises (MSMEs) and by strengthening their awareness of the impact that key digital policy decisions may have on the growth of the digital economy in their respective countries and sectors.

In direct support of the Indo-Pacific Strategy's Strategic Objective 2, fostering private sector-led economic growth, DCCP Outcome 2, policy frameworks for internet governance implemented, and Outcome 3, human and institutional capacity to participate in secure digital economy increased, SARDI aims to advance economic development in South Asia by strengthening the digital economy per the objectives above.

SRI LANKA CONTEXT

Digital Ecosystem

Over the past few years, Sri Lanka has seen considerable growth in its digital ecosystem. The number of internet connections grew by 30.7 percent in 2020, to 17.5 million (including mobile internet), and penetration rose sharply to 79.9 percent from 61.5 percent a year earlier. There has been a rapid emergence of online marketplaces, e-commerce, and m-commerce in the retail and financial services sector, given the steady rise in mobile and fixed internet penetration. However, according to USAID's Sri Lanka Road Map for FY 2022, Sri Lanka is below average compared to other low and middle income countries for Information & Communication Technology (ICT) Adoption. Computer literacy and digital literacy are 30.8 percent (up from 27.6 percent in 2016) and 46.0 percent, respectively, according to data from the Census Department in 2020.

Policy and Regulatory Shifts

Meanwhile, new policy and regulatory initiatives are underway that will have a bearing on the operations of Sri Lankan businesses. For instance, a new Personal Data Protection Bill was passed in Parliament in March 2022 and puts an onus on all businesses handling online data and transactions to comply. The government is also formulating laws on cybersecurity and online privacy. Moreover, firms doing business overseas (exporters, or have foreign partners) must also consider global trends and regulations about all these areas. SMEs would find it particularly challenging to navigate these emerging issues and requirements, align internal policies and procedures to them, and ensure full compliance.

Private Sector Growth

USAID's goals for private sector-led growth in Sri Lanka, as laid out in the 2020-2025 CDCS, include "supporting Sri Lankan micro, small, and medium enterprises (MSMEs) to become more competitive in higher-value products, diversify their markets and products, and pursue new market opportunities. The Mission will help small businesses better adapt to new or changing economic conditions, particularly COVID-19, by adopting new business modalities and seizing new market opportunities."

USAID projects such as the Sri Lanka@100 (SL@100) project aims to foster sustained and inclusive economic growth in Sri Lanka by mentoring 50 mid-market companies and uplifting the SME sector, to drive growth. Through a multiservice platform, this project links promising SMEs to business development service providers, investors, and industry bodies to create new market opportunities. SL@100 ensures inclusivity by prioritizing rural, women-owned, and women-led businesses.

OBJECTIVE AND FOCUS AREAS

The selected implementing partner ('the partner') will provide capacity building to SMEs in Sri Lanka on two fronts. First, in partnership with Stax (implementer of SL@100), the partner will supplement the capacity building Stax is already providing to a cohort of mid-market firms that are creating jobs and income in areas outside of the main commercial city of Colombo. Utilizing inputs from Stax's assessment of the cohort's digital maturity, the partner will deliver trainings for digital upskilling of these businesses on identified topics. Topics would include cybersecurity, online safety and privacy, and personal data protection, among others. The overall objective is to improve their personal and business-related digital hygiene, help these enterprises better understand the potential risks of cyber-attacks, recognize dis and misinformation online, adopt basic principles of digital safety and security, and ultimately grow and protect their businesses.

Second, the partner would deliver a series of virtual trainings for SMEs in the earlier stages of business development and digital maturity, across different sectors and provinces of Sri Lanka. Topics for the digital upskilling would include cybersecurity, online safety and privacy, and personal data protection, among others. The overall objective is to improve their personal and business-related digital hygiene, help these enterprises better understand the potential risks of cyber-attacks, recognize dis and misinformation online, adopt basic principles of digital safety and security, and ultimately grow and protect their businesses.

The partner will develop the training material in a way that can be archived and distributed online and in person as a global public good, after the SARDI project ends.

This activity will inform target SMEs in both cohorts of the risks and benefits of safely engaging in digital business and online platforms and provide tools and resources for those seeking to safely digitize and securely participate. They would be empowered to take steps to grow their business digitally while protecting their assets from cyber-attacks and avoiding being led astray by dis and misinformation.

TASKS

The selected partner will be expected to incorporate the following activities into their application:

Task 1: Digital/cyber upskilling training course for 20 selected companies

1. Need assessment: Develop a rapid needs assessment (2-3 pages) and develop the outline for the training course (overview of key modules and topics, etc. – 5 pages), in coordination with and informed by SL@100 digital maturity findings.
2. Curriculum development: Develop local context-specific curriculum, drawing on DCCP's digital literacy programing experience in other South and Southeast Asian countries and ensuring tie-ins with SL@100's existing business development support. Curriculum should focus on cybersecurity, including mis/disinformation, and online safety, privacy, and personal data protection. Curriculum may need to be differentiated for different levels of digital maturity; this will depend on the outcomes of the needs assessment.
3. Training implementation: Conduct initial general training with all cohort members (in-person in Colombo). Hold 1-2 follow-up training sessions ("cyber clinics") on customized topics with each cohort member at their business premises to allow all relevant team members to attend and participate actively. These should be interactive and encourage participatory learning.
4. Sustainability: Plan to follow up with cohort trainees 1-3 months after training to check for any changes made to company procedures following training and provide an opportunity for follow up questions from each company. Consider compiling a directory/phonebook of qualified service providers available in the country/region that can provide additional assistance in future.
5. Feedback and assessment: Assess and measure the cohort's understanding of the issues covered in the curriculum and obtain credible feedback on the quality of the trainings.

Task 2 Webinar/Workshop Series for SMEs outside Colombo

1. Curriculum development: Develop local context-specific curriculum, drawing on DCCP's digital literacy programing experience in other South and Southeast Asian countries. The curriculum should focus primarily on cybersecurity, online safety, and personal data protection. If the partner feels there is need and budget for additional training topics, those topics may be recommended, with justification, in the application. Proposals should indicate wherever similar topics have been covered by other training programs and initiatives and demonstrate how the partner's proposal would add value. Topics may include:
   - cybersecurity processes and techniques including cyber hygiene best practices for digital secured payments, user access/passwords, cloud computing, IoT etc.,

- definition of dis and misinformation, how to recognize it, and what to do when you find it, and
- relevant digital policies and regulations (current and emerging) including cybersecurity, data localization and data protection, online safety, and privacy, etc.

2. Cohort selection: Carefully identify the target participant cohort for the training series, in consultation with SARDI, to ensure activity objectives are met. The target audience should include SMEs who are using digital tools, particularly digital sales, digital payments, digital marketing, or digital data storage, in their business. Applications may offer additional defining characteristics of the target audience and may present justifications for the choice of target audience. Applications should pay particular attention to inclusive geographical coverage of SMEs, as well as women-led/women-owned SMEs. Describe in the application how you will select the cohort.

3. Training implementation: Organize and host a series of virtual and/or in-person workshops (at least 4) with the selected cohort. Consider an award/certificate for completing the entire course. The partner should detail their plan to attract attendees and encourage/incentivize repeat attendance in the application.

4. Feedback and assessment: Record and assess participation from one session to the next and assess and measure the cohort's understanding of the issues covered in the curriculum and obtain credible feedback on the quality of the trainings.

5. Sustainability: Outline an approach to ensure the training materials would be archived and made available as a public good for others to take forward after the SARDI project ends.

Task 3 Communications

1. Develop at least one blog recapping project activities and impact
2. Take photos during events as possible
3. Create a project case study (lay out our approach, lesson learned, and the impact of this project, and next steps/legacies after the activity ends) to share with relevant networks and partners.

ILLUSTRATIVE DELIVERABLES

	Deliverable
Task 1	
1.1	Rapid needs assessment and program outline
1.2	Training program materials (curriculum)
1.3	Training of at least 20 SMEs in SL@100 cohort
1.4	Follow-up Meeting Notes with SMEs
1.5	Feedback and measurement report
Task 2	
2.1	Cohort profile/target audience and recruitment plan
2.2	Training curriculum
2.3	Delivering at least 4 workshops for at least 15-20 SMEs
2.4	Post-Training feedback and measurement report
2.5	Note on approach for sustainability
Task 3	
3.1	Blog
3.2	Case Study

ILLUSTRATIVE INDICATORS/OUTPUTS

The applicant is required to monitor and report on indicators for the proposed activity. The applicant should include indicators relevant to their proposed project from the table below and may also propose additional and/or modified indicators aligned to their technical application. Selected indicators should be inserted into the MEL Indicator Table and submitted as an attachment to the application.

Potential Indicators	Frequency
Task 1	
Number of firms trained (disaggregated by sex)	Once, after the training
Number of firms reporting enhanced awareness about cyber risks	

Number of firms reporting enhanced awareness of dis and misinformation	
Number of firms reporting they can more easily recognize dis and misinformation	
Number of firms reporting increased knowledge on ways to mitigate against dis and misinformation risks in their businesses	
Number of firms reporting increased knowledge on ways to mitigate against cyber risks in their businesses	
Number of firms reporting enhanced awareness of data protection laws and regulations	
Number of firms implementing recommended cybersecurity measures	Once, at end of period of performance
Number of firms collaborating with another firm to increase cybersecurity	
Number of firms graduating from one level of digital maturity to the next	
Task 2	
% of participants reporting enhanced awareness about cyber risks	
% of participants reporting enhanced awareness of dis and misinformation	
% of participants reporting they can more easily recognize dis and misinformation	
"% of participants reporting increased knowledge on ways to mitigate against dis and misinformation risks in their businesses	Monthly, beginning with first training/ workshop held
% of participants reporting increased knowledge on ways to mitigate against cyber risks in their businesses	
% of participants reporting enhanced awareness of data protection laws and regulations	
Number of firms implementing recommended cybersecurity measures	
Number of training/workshops held	
Number of participants trained (disaggregated by sex)	
Task 3	
Number of people reached by blog post and case study	Monthly, beginning with first publication

ESTIMATED TIMEFRAME
June 2022 – May 2023

QUALIFICATIONS
- Applicant team should include a significant presence in Sri Lanka
- Must have experience with digital development
- Must have a track record of delivering capacity building to SMEs (especially SMEs operating outside Colombo) and demonstrated results in training program design and implementation
- Prior experience with digital upskilling training would be an advantage
- Well networked with SME-related associations and chambers
- Ability to develop curriculum in local languages as needed
- USAID experience preferred

Annex 1: Mandatory Standard Provisions

Mandatory Standard Provisions for Non-US Nongovernmental Recipients:
(http://www.usaid.gov/missions/sa/usaidsa/mandatorystandard.pdf)

Annex 2: Certifications, Assurances, Other Statements of the Recipient

In accordance with ADS 303.3.8, DAI will require successful grant applicants to submit a
signed copy of the following certifications and assurances, as applicable:

1. Assurance of Compliance with Laws and Regulations Governing Non-Discrimination in Federally Assisted
Programs *(Note: This certification applies to Non-U.S. organizations if any part of the program will be
undertaken in the United States.)*
2. Certification Regarding Lobbying *(This certification applies to grants greater than $100,000.)*
3. Prohibition on Assistance to Drug Traffickers for Covered Countries and Individuals (ADS 206)
4. Certification Regarding Terrorist Financing, Implementing Executive Order 13224
5. Certification Regarding Trafficking in Persons, Implementing Title XVII of the National Defense Authorization
Act for Fiscal Year 2013 *(Note: This certification applies if grant for services required to be performed outside
of the United States is greater than $500,000. This certification must be submitted annually to the USAID
Agreement Officer during the term of the grant.)*

6. Certification of Recipient

In addition, the following certifications will be included **Part II – Key Individual Certification Narcotics Offenses
and Drug Trafficking** *(Note: Only as required per ADS 206 for Key Individuals or Covered Participants in
covered countries.)*

Part III – Participant Certification Narcotics Offenses and Drug Trafficking *(Note: Only as required per ADS
206 for Key Individuals or Covered Participants in covered countries.)*

Part IV – Representation by Organization Regarding a Delinquent Tax Liability or a Felony Criminal Conviction
Part V – Other Statements of Recipient
Part VI – Standard Provisions for Solicitations

(Note: Parts V & VI – Are included in the grant file as part of the grant application.)

Annex 3: Sample Budget and Budget Narrative

	Name	Rate	Units (month/day/hour)	Cost
I. Salaries and Wages				
Person 1	TBD	$0.00	0	$0
Person 2	TBD	$0.00	0	$0
Total Salaries and Wages			0	$0
II. Travel, Transportation and Per Diem				
1. Air Travel				
International Travel		$0.00	0	$0
Regional / In-Country Travel		$0.00	0	$0
2. Per Diem				
Traveler 1		$0.00	0	$0
3. Other Travel Expenses				
Traveler 1		$0.00	0	$0
Total Travel, Transportation and Per Diem				$0
III. Other Direct Costs				
1. Project Management Expenses				
Other (DESCRIBE)		$0.00	0	$0
Total Other Direct Costs				$0
Total Program Expenses				$0
Indirect Costs on All Costs			0	$0
Grand Total				$0

Budget Narrative Template

Salaries and Wages
For our labor cost estimates, we have used daily rates per person as supported by actual salaries and/or prevailing labor rates. If labor is based on commercial rates, please provide a link or evidence of publication of the commercial rates.

Personnel
■ Name, Title proposed for a total of XX days at a daily rate of $XXX.
■ Name, Title proposed for a total of XX days at a daily rate of $XXX.

Travel, Transportation and Per Diem
Economy air fare trips have been budgeted from XXXX to XXXX.

Regional / In-Country Travel
X number of trips have been budgeted for X locations.

Per Diem
Per Diem at $XXX has been assumed for all travelers to XXX based on XX days per trip.

Miscellaneous Travel Expenses
Miscellaneous Travel expenses of $XXX per trip have been budgeted based on the number of international trips. This cost per trip is based on XX assumptions.

Other Direct Costs
This category includes basic support costs for the project. Included within this cost category are all costs necessary for the successful operation of this activity.

Indirect Costs on All Costs
All indirect costs must be in accordance with the organization's policies.

Annex 4: Financial Capability Questionnaire

<div align="center">

Accounting System and Financial Capability Questionnaire
For DAI Grant Recipients

</div>

 The main purpose of this questionnaire is to understand the systems adopted by your institution for financial oversight and accounting of grant funds, especially those provided through the U.S. Federal Government. The questionnaire will assist DAI program and accounting staff to identify the extent to which your institution's financial systems match the requirements of the U.S. Federal Government. This information will help the program staff work with you and your institution to review any problem areas that may be identified; thereby avoiding any problems or oversights which would be reportable should an audit of the program or institution be required.

The questionnaire should be completed by the financial officer of your institution in collaboration with DAI program staff. This questionnaire is informational only, and will not have any bearing on the agreement to support your institution based on the technical merit of the application. Therefore, please answer all questions to the best of your knowledge.

While 2 CFR 200 does not cover awards to non-U.S. recipients, DAI shall rely on the standards established in that regulation in determining whether potential non-U.S. recipients are responsible to manage Federal funds. A determination shall be made on the potential recipient's ability, or potential ability, to comply with the following USAID and federal-wide policies:

1) 2 CFR 200 Subpart D (Financial and Program Management);
2) 2 CFR 200 Subpart D (Property Standards);

3) 2 CFR 200 Subpart D (Procurement Standards); and

4) 2 CFR 200 Subpart D (Performance and Financial Monitoring and Reporting).

SECTION A: General Information

Please complete this section which provides general information on your institution.

Name of Institution: _____

Name and Title of Financial Contact Person: _____

Name of Person Filling out Questionnaire: _____

Mailing Address: _____

_____

_____

Street Address (if different) _____

_____

Telephone, Fax, Email (if applicable) _____

Enter the beginning and ending dates of your institution's fiscal year:

From: (Month, Day) _____ To: (Month, Day) _____

SECTION B: Internal Controls

Internal controls are procedures which ensure that: 1) financial transactions are approved by an authorized individual and are consistent with U.S. laws, regulations and your institution's policies; 2) assets are maintained safely and controlled; and 3) accounting records are complete, accurate and maintained on a consistent basis. Please complete the following questions concerning your institution's internal controls.

1. Does your institution maintain a record of how much time employees spend on different projects or activities?

        Yes: ☐   No: ☐

2. If yes, how?

_____

_____

_____

3. Are timesheets kept for each paid employee?

        Yes: ☐   No: ☐

4. Do you maintain an employment letter or contract which includes the employee's salary?

        Yes: ☐   No: ☐

4. Do you maintain inventory records for your institution's equipment?

        Yes: ☐   No: ☐ (if no, explain)

_____

_____

_____

5. How often do you check actual inventory against inventory records?

_____

_____

_____

6. Are all financial transactions approved by an appropriate official?

      Yes: ☐   No: ☐

7. The person responsible for approving financial transactions is: _____ Title: _____

8. Is the person(s) responsible for approving transactions familiar with U.S. Federal Cost principles as described in OMB Circular A-122?

      Yes: ☐   No: ☐

9. Does your institution use a payment voucher system or some other procedure for the documentation of approval by an appropriate official?

      Yes: ☐   No: ☐

10. Does your institution require supporting documentation (such as original receipts) prior to payment for expenditures?

      Yes: ☐   No: ☐

11. Does your institution require that such documentation be maintained over a period of time?

      Yes: ☐   No: ☐

If yes, how long are such records kept? _____

12. Are different individuals within your institution responsible for approving, disbursing, and accounting of transactions?

      Yes: ☐   No: ☐

13. Are the functions of checking the accuracy of your accounts and the daily recording of accounting data performed by different individuals?

      Yes: ☐   No: ☐

14. Who would be responsible for financial reports? _____

SECTION C: Fund Control and Accounting Systems

<u>Fund Control</u> essentially means that access to bank accounts and/or other cash assets is limited to authorized individuals. Bank balances should be reconciled periodically to the accounting records. If cash cannot be maintained in a bank, it is very important to have strict controls over its maintenance and disbursement.

An <u>Accounting System</u> accurately records all financial transactions, and ensures that these transactions are supported by documentation. Some institutions may have computerized accounting systems while others use a manual system to record each transaction in a ledger. In all cases, the expenditure of funds provided by the USAID-funded program must be properly authorized, used for the intended purpose, and recorded in an organized and consistent manner.

1. Does your institution maintain separate accounting of funds for different projects by:

      Separate bank accounts: ▢

      A fund accounting system: ▢

2. Will any cash from the grant funds be maintained outside a bank (in petty cash funds, etc.)?

      Yes: ▢   No: ▢

If yes, please explain the amount of funds to be maintained, the purpose and person responsible for safeguarding these funds.

4. If your institution doesn't have a bank account, how do you ensure that cash is maintained safely?

5. Does your institution have written accounting policies and procedures?

      Yes: ▢   No: ▢

6. How do you allocate costs that are "shared" by different funding sources, such as rent, utilities, etc.?

7. Are your financial reports prepared on a:

Cash basis: ☐   Accrual basis: ☐

8. Is your institution's accounting system capable of recording transactions, including date, amount, and description?

      Yes: ☐   No: ☐

9. Is your institution's accounting system capable of separating the receipts and payments of the grant from the receipts and payments of your institution's other activities?

      Yes: ☐   No: ☐

10. Is your institution's accounting system capable of accumulating individual grant transactions according to budget categories in the approved budget?

      Yes: ☐   No: ☐

10. Is your institution's accounting system designed to detect errors in a timely manner?

      Yes: ☐   No: ☐

11. How will your institution make sure that budget categories and/or overall budget limits for the grant will not be exceeded?

_____

_____

_____

_____

12. Are reconciliations between bank statements and accounting records performed monthly and reviewed by an appropriate individual?

      Yes: ☐   No: ☐

13. Briefly describe your institution's system for filing and keeping supporting documentation.

_____

_____

_____

_____

SECTION D: Audit

The grant provisions require recipients to adhere to USAID regulations, including requirements to maintain records for a minimum of three years to make accounting records available for review by appropriate representatives of USAID or DAI, and, in some cases, may require an audit to be performed of your accounting records. Please provide the following information on prior audits of your institution.

1. Is someone in your institution familiar with U.S. government regulations concerning costs which can be charged to U.S. grants (OMB Circular A-122 "Cost Principles for Nonprofit Institutions" and OMB Circular A-110 "Uniform Administrative Requirements for Grants and Agreements with Institutions of Higher Education, Hospitals and Other Non-Profit Institutions")?

        Yes: ☐   No: ☐

2. Do you anticipate that your institution will have other sources of U.S. government funds during the period of this grant agreement?

        Yes: ☐   No: ☐

3. Have external accountants ever performed an audit of your institution's financial statements?

        Yes: ☐   No: ☐

If yes, please provide a copy of your most recent report.

4. Does your institution have regular audits?

        Yes: ☐   No: ☐

  If yes, who performs the audit and how frequently is it performed?

_____

_____

_____

5. If you do not have a current audit of your financial statements, please provide this office with a copy of the following financial statements, if available:

  a. A "Balance Sheet" for the most current and previous year; and
  b. An "Income Statement" for the most current and previous year.

6. Are there any circumstances that would prevent your institution from obtaining an audit?

        Yes: ☐   No: ☐

  If yes, please provide details:

_____

_____

_____

CHECKLIST AND SIGNATURE PAGE

DAI requests that your institution submit a number of documents along with this completed questionnaire. Complete this page to ensure that all requested information has been included.

Complete the checklist:
☐ Copy of your organization's most recent audit is attached.
☐ If no recent audit, a "Balance Sheet" "Income Statement" for the most current and previous fiscal year.
☐ All questions have been fully answered.

An authorized individual has signed and dated this page.

Optional:
 Incorporation Papers or Certificate of Registration and Statute is attached.
 Information describing your institution is attached.
 Organizational chart, if available is attached (if applicable).

The Financial Capability Questionnaire must be signed and dated by an authorized person who has either completed or reviewed the form.

Approved by:

_____

Print Name

_____

Signature

_____
Title   Date _____

CAGE/NCAGE Code

The Commercial and Government Entity (CAGE) Code was established by the US. The NATO Codification System developed the NATO Commercial and Government Entity (NCAGE) Code. When a business/organization is assigned a CAGE/NCAGE, they are in fact the same type/structure of code but identifies which nation or if the NATO Support Agency assigned the CAGE/NCAGE. You must have a CAGE/NCAGE code before registering in SAM:

   o   Link to the CAGE/NCAGE Code request:
   https://eportal.nspa.nato.int/AC135Public/scage/CageList.aspx
   o   Link to CAGE/NCAGE code request instructions:
   https://eportal.nspa.nato.int/AC135Public/Docs/US%20Instructions%20for%20NSPA%20NCAGE.pdf

System for Award Management (SAM) Registration

You must have an active registration with www.SAM.gov to do business with the Federal Government. To register in SAM, at a minimum, you will need the following information:
   o   U.S. Registrants:
           1)   Your Taxpayer Identification Number (TIN) and Taxpayer Name associated with your TIN; Review your tax documents from the IRS (such as a 1099 or W-2 form) to find your Taxpayer Name
           2)   Your bank's routing number, your bank account number, and your bank account type, i.e. checking or savings, to set up Electronic Funds Transfer (EFT)
   o   International Registrants:
           1)   Your NATO Commercial and Government Entity (NCAGE) Code
           2)   Your Legal Business Name and Physical Address from your D&B record.
   o   Follow this link to create a SAM.gov user account and register your organization:
           https://sam.gov/content/entity-registration

Unique Entity ID (UEI)

By April 4, 2022, the federal government will transition away from the DUNS Number to the new Unique Entity ID (SAM), or 'UEI,' for entity identification of federal awards government-wide.

Entity identification in federal awards (grants, loans, contracts, etc.) means a unique set of numbers and letters used to identify every entity seeking to do business with the federal government. Currently, and through April 3, 2022, the federal government uses the DUNS Number, assigned by Dun & Bradstreet. On April 4, 2022 and moving forward, the federal government will use the Unique Entity ID (SAM), or "UEI" assigned by SAM.gov.

If your organization already have an active or expired registration: You already have a Unique Entity ID (SAM) and do not need to take action. Learn how to view your Unique Entity ID (SAM). If your renewal is upcoming, use the normal process to renew your entity.

Annex 6: Past Performance Matrix

#	Project Title	Client Name	Brief Description	Contact Name, Phone and Email	Cost in USD$	Start-End Dates
1						
2						
3						
4						
5						