



Call for Initial Proposals – Sub-Saharan Africa

The U.S. Trade and Development Agency connects the U.S. private sector to infrastructure projects in emerging markets. We achieve our mission by funding feasibility studies, technical assistance, pilot projects, and partnership-building activities that integrate the innovation and expertise of U.S. companies.

USTDA is an implementing agency of [Power Africa](#), a U.S. government-led partnership that seeks to increase access to electrical power and support private sector investments in African energy infrastructure. USTDA is also an implementing agency of [Prosper Africa](#), a U.S. government initiative to substantially increase two-way trade and investment between the United States and Africa. Through its [Access Africa](#) initiative, USTDA is supporting quality ICT infrastructure across Africa.

The intent of this call for initial proposals is to build USTDA's pipeline of activities in support of these priority U.S. government initiatives.

Deadline

Entities are invited to submit an initial proposal (not to exceed five pages) for projects in the agribusiness, energy, healthcare, information and communications technology (ICT) or transportation sectors to USTDA, at Africa@ustda.gov, no later than Monday, December 7, 2020 at 12:00pm Eastern Standard Time. Grant funding from USTDA can be used for feasibility studies, technical assistance, or pilot projects to structure bankable and sustainable infrastructure projects.

Eligibility Criteria

USTDA accepts proposals to support infrastructure projects in developing and middle-income countries throughout sub-Saharan Africa. Teams comprised of qualifying U.S. businesses and eligible African project sponsors from the public or private sectors may submit proposals.

Eligible African project sponsors may also submit proposals, provided the sponsor intends to engage a U.S. business for the project preparation, but has not yet selected a business partner. If selected for funding, USTDA will assist these project sponsors to identify a U.S. business to conduct a mutually agreed scope of work.



For reference, [USTDA's Document Center](#) contains agreement templates, due diligence forms, template guidelines, and the Agency's nationality, source and origin requirements.

The availability of USTDA grant funds in a given country may be subject to limitations, based on the country's level of income, U.S. government restrictions on foreign assistance and other related policy considerations.

Initial Proposal Content and Evaluation Criteria

Initial proposals shall include a description of the infrastructure project, including the objectives and project location, and address criteria that USTDA will utilize to evaluate proposals and make programming decisions:

Potential for U.S. exports: Part of USTDA's dual mission is to help U.S. companies create jobs through the export of goods and services for priority development projects in emerging economies. Initial proposals shall describe the project's equipment and technology requirements, including its potential for exports of U.S. goods and services.

Potential for development impact: USTDA's project preparation activities develop sustainable infrastructure and foster economic growth in partner countries. USTDA helps communities utilize U.S. private sector expertise, integrate cutting-edge U.S. technologies, and drive public and private investment across the continent. Initial proposals shall describe the project's developmental impact potential.

Potential for financing and implementation: Initial proposals shall describe the project's economic fundamentals and demonstrate how USTDA's grant funds will catalyze public/private investment and lead to new infrastructure capacity. Initial proposals will be evaluated on the project's potential to achieve financial close and implementation.

Project size: USTDA supports large-scale infrastructure projects. While there is no formal minimum or maximum for project size, projects generally are in the US \$20 million- \$500 million capital expenditure range. Initial proposals shall describe the anticipated size of the project.



Strength of the project sponsor: Initial proposals shall describe the credentials, capability and commitment of the host country project sponsor and, where applicable, the expertise of the U.S. firm proposed to perform the project preparation work.

Implementation risks: Initial proposals shall describe potential risks associated with the successful implementation of the project, including legal and regulatory considerations, and economic, technology, political and other risk factors.

Terms of reference and budget: Initial proposals shall include an overview of the tasks needed to be carried out under the proposed feasibility study, technical assistance or pilot project, as well as an estimated budget.

Sector Information

Agribusiness: USTDA activities support U.S. solutions that advance the safety, security, and sustainability of food supply through the deployment of state-of-the-art U.S. irrigation, production, storage and transport technologies.

Energy: USTDA's investments in the energy sector support new power generation, transmission and distribution infrastructure. Through Power Africa, USTDA's early project intervention seeks to leverage public and private financing across the continent.

Healthcare: USTDA activities provide a pathway to increase patient access and improve healthcare delivery. USTDA activities demonstrate how U.S. goods, services, and technologies can address our overseas partners' most urgent healthcare needs in the sectors of healthcare IT, medical devices, pharmaceuticals and hospitals.

ICT: USTDA promotes U.S. solutions for connectivity, cybersecurity and smart city infrastructure projects. Through Access Africa, USTDA's initiative to support quality ICT infrastructure across Africa, the Agency works with the public and private sectors across the continent to bring together critical stakeholders and design targeted programming to advance inclusive, secure and sustainable connectivity.

Transportation: USTDA promotes mobility and security in the transportation sector by enhancing flight safety, airport expansion, airspace capacity, rail modernization, port logistics and intelligent urban design.



USTDA's mission involves promoting U.S. exports. The Agency is committed to assist in the protection of project developers' intellectual property, and any project proposals submitted to USTDA are protected from improper disclosure under U.S. law. Please note that proposals submitted by different developers may contain ideas for similar projects, and USTDA reserves the right to select proposals for further consideration without regard to potential competition or conflict with other similar project proposals.

To learn more about USTDA and this call for initial proposals, please [register for one of our upcoming webinars](#) on November 10 or November 12.

Register at: <https://ustda.gov/call-for-proposals-sub-saharan-africa/>

For further information, please visit [our website](#) or contact Africa@ustda.gov.