

Re: West Africa Trade and Investment Hub: Promoting Research and Development into Agricultural Innovations and Modern Technologies in Nigeria (APS-WATIH-461)

Amendment #: 1
Issue Date: June 1, 2020

Amendment No. 1

The purpose of this amendment is to:

1. Modify Attachment 1 Section E.1 “Concept Note Evaluation Criteria”
2. Modify and change the title of the Concept Note Template in SMART
3. Modify the title of the Project Budget Template in SMART
4. Modify the title of the Guide for Concept Application in SMART
5. Add Attachment 5 (Trade Hub Research and Development Performance Indicators Table) to the APS
6. Add Attachment 6 (Guide on Gender and Youth Integration for Applicants) to the APS
7. Add Attachment 7 (Feed the Future Nigeria Zone of Influence LGAs) to the APS.

Specific changes are as follows:

1. Pursuant to Attachment 1 Section E.1 “Criteria, Concept Note Evaluation Criteria,” replace the statement therein to:

The concept note will be evaluated against the following criteria:

SN	Criteria	Weights	Rationale
1	Does the concept propose use of market-based approach to achieve significant socioeconomic results as measured by key project indicators that achieve significant socioeconomic development impact, such as increased import substitution/sales, increased investment, and improved incomes and access to technologies and markets for smallholder farmers?	13%	This criteria tests for 3 different components - whether the activity is: i) based on market principles, ii) increased sales, iii) increased investment, It speaks directly to the objectives of the Trade Hub's R & D component and thus gets the highest score
2	Is the business model and approach sustainable in terms of the company having incentives to continually generate revenues and sustain/expand the activities once USAID funding is completed?	13%	This criterion assesses the ability of the proposed activity to multiply revenue and keep the activity in continuity after the Trade Hub's end
3	Will the Research and Development Solution provide tangible impact on food security for smallholder farmer households through improved agricultural market system?	13%	This criterion assesses the ability of the proposed activity to enhance food security of smallholder households that can be sustained after the Trade Hub's end
4	Substantial funding leverage of at least a 1:1 ratio (higher leverage preferred)	10%	This criterion is important to the Trade Hub hence, substantial/higher funding leverage is preferred and will be scored higher.

5	Is the concept testing or piloting new and unique technologies that can lead to increased farmer productivity and/or performance of the value chain, especially in the FTF ZOI Local Government Areas? (See attachment 7)	10 %	Trade Hub seeks to promote innovative and marketable technologies that can improve farmer productivity, incomes and enhance performance of the value chain especially in the FTF ZOI Local Government Areas
6	Clear additionality for USAID funds	8%	This criterion assesses if the private investment and associated development impacts would be unlikely to happen (in the same way, time or extent) without the Trade Hub/public support.
7	Potential to be scaled or replicated	8%	This criterion assesses whether the activity could scale, increasing the impact of the Trade Hub.
8	Phased results-based execution	10%	This criterion looks at whether there is structure in the way the activity will be executed, which is important, but this can be further probed in the application stage when looking at project feasibility. In particular, the Trade Hub will be looking for “agile” R & D solutions that employ value-driven development processes. For example, the applicant may propose an innovative solution to increase agricultural production, but it doesn’t matter unless it offers value to farmers.
9	Geographic diversity and impact	5%	This criterion tests whether the activity has/can have wide scale geographic impact. This would further Trade Hub’s objectives for impact across Nigeria. This criterion looks at not only the seven states but also the five value chains.
10	Ability to engage youth and women in expanded economic opportunities	10%	This criterion assesses how women and youth will be engaged or participate in the activity, considering the Trade Hub target of at least 50% women and 50% youth participation.

- Pursuant to “Attachments Shared with Applicants” in the original APS in SMART, the Concept Note Template is replaced with a revised version titled “Attachment 2 Concept Note Template” and “Maximum number of pages for each Concept Note to be submitted by an applicant should not exceed 10 pages” included in the template.

3. Pursuant to “Attachments Shared with Applicants” in the original APS in SMART, the Project Budget Template is replaced with the same version but titled “Attachment 3 Project Budget Template”.
4. Pursuant to “Attachments Shared with Applicants” in the original APS in SMART, the Guide for Concept Application in SMART is replaced with the same version but titled “Attachment 4 Guide to Concept Note Application and Submission in SMART”.
5. Attachment 5 “Trade Hub Research and Development Performance Indicators Table” is hereby added in SMART.
6. Attachment 6 “Guide on Gender and Youth Integration for Applicants” is hereby added in SMART.
7. Attachment 7 “Feed the Future Nigeria Zone of Influence LGAs” is hereby added in SMART.