



County Innovation Challenge Fund

Transforming Maternal & Newborn Health

The County Innovation Challenge Fund

Webinar Questions

The Fund

1. Does the CICF support hospital-based interventions or just community-based interventions?

The CICF supports the design and delivery of innovative interventions, products, processes, services, technologies, or ideas that address the following three delays in Maternal and New-born healthcare:

Delay 1: Delays in deciding to seek care; including a lack of information and socioeconomic and cultural factors.

Delay 2: Delays in reaching a health facility, specifically looking at the accessibility of health facilities.

Delay 3: Delays associated with receiving health care, more specifically looking at quality of care.

The CICF does not limit the nature of interventions that applicants may submit for funding.

2. Will the CICF support research based projects during this round?

The CICF seeks innovations that demonstrate readiness for rapid implementation and will deliver results within twenty-one months. As such, the Fund will not support projects that are in the research phase or that are focused on conducting research.

3. Will the Fund support programs that partner with traditional medicine?

The third round seeks to fund **innovations** in maternal and newborn health. Applications should demonstrate new/ bold / radical / disruptive and untried innovative solutions in service delivery, financing, technology, processes and products that will strengthen health service delivery and/or access to and uptake of health services. The Fund does not limit the nature of ideas/interventions that may be submitted for funding.

4. Can you apply for two or more counties?

The CICF allows applicants to submit applications that cover multiple counties. However, we urge applicants to demonstrate their capacity to implement their ideas in several counties and to ensure that the intervention takes into account the different county contexts.

5. Why did the CICF choose these particular counties/sub-counties?

The focus counties have some of the poorest maternal and new-born health indicators in Kenya.

6. How are the counties involved?

Organisations are encouraged to work closely with the county and sub county health management teams, including county health facilities, as their innovations should augment existing MNH interventions in the focus counties. Engagement of the county health management teams will also ensure sustainability of the proposed innovations.



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7. How do you classify an “innovation”?

Innovations in this context relates to new, bold/radical/disruptive ideas, new ways of working, technologies or products that strengthen health service delivery and/or increase access to and uptake of quality maternal and new born health services.

The applicant’s approach should be clearly differentiated from existing approaches in the specific county and should offer a creative approach to solving existing MNH gaps in the focus counties.

8. Does the innovation need to be complicated?

The Fund will support the design and delivery of innovative interventions, products, processes, services, technologies, or ideas that will reduce maternal and new-born mortality. These may be basic solutions that revolutionise the uptake and delivery of maternal and new-born health services.

9. Why focus on pregnancy rather than prevention?

The Fund focuses on increasing access to and utilisation of quality maternal and new-born health services. The programme has been designed in close collaboration with national authorities and other development partners and is aligned with health sector priorities.

10. What designates a “new-born”?

A new-born is a child under 28 days of age. During these first 28 days of life, the child is at the highest risk of death.

11. Are there any limitations or criteria for what constitutes a local partner?

For purposes of this competition, we have defined international organisation as a subsidiary, an affiliate or a member of an organization that is not registered in Kenya.

Organizations registered in Kenya and not meeting the above criteria can be categorized as local organizations. International organisations will only be eligible to apply if they sub-contract to at least one locally established organisation.

12. Is there a maximum number of local organisation that an organisation can partner with?

The CICF requires all international organisations to partner with at least one locally established organisation. There is no maximum number of local partners that an organisation can work with.

13. Do local organizations need to be in the county of choice?

No. As long as the project is going to be implemented in at least one of the six target counties and has a positive impact towards increasing access to and utilisation of quality maternal and newborn health services, you can apply for CICF funding.

14. How should we bring in scientific evidence?

As the Fund seeks innovative ideas, it is critical to gather evidence to demonstrate that the innovations contribute to positive MNH outcomes in the focus counties. Applicants are therefore required to provide an evidence generation plan (included in the application form) that details the critical



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questions that your project/intervention is trying to answer and detail the evaluation / study design and methods.

15. How does CICF protect intellectual property?

The CICF regards as confidential all information attached to the application, and subsequent progress of the project that is not in the public domain. Only CICF (and its staff and consultants), U.K. Department for International Development (DfID), the funder of the CICF, and members of CICF's independent Grants Selection Committee will have access to your application without your prior permission.

The Fund Manager also ensures that all parties reviewing the applications have signed confidentiality and non-disclosure agreements confirming that they will treat the information as confidential and will not share it with other parties.

16. How will partnerships be evaluated? What is the partnership dynamic?

Applicants are required to demonstrate partnerships with county/sub-county health management team, county/sub-county health facilities and/or community based organisations. However, county and sub county health management teams and county health facilities cannot receive funding from CICF and can therefore not be grantees during the application process.

17. What is the role of each of the implementing partners (UNICEF, Marie Stopes International, Options Consulting Services Ltd, Liverpool School of Tropical Medicine, Population Council, and KPMG)?

The County Innovation Challenge Fund (CICF) operates as one part under the UK Department for International Development's (DFID's) "Reducing Maternal and Neonatal Death in Kenya (2013-2018)" programme; a five-year programme implemented by UNICEF, Marie Stopes International / Options Consultancy Services Limited (Options), the Liverpool School of Tropical Medicine (LSTM), and other partners.

The CICF is managed by a team under the MANI project funded by the U.K. Department for International Development (DFID). The MANI Project is led by Options Consultancy Services Limited. KPMG International Development Advisory Services is the CICF Fund Manager and Population Council is the CICF Technical Manager.

To learn more about what each partner is doing in each of the focus counties, click [here](#).

18. Are family-planning interventions welcome?

The CICF is looking for innovative interventions, products, processes, services, technologies or ideas in maternal and new-born health. Family planning interventions are not a target for the fund.

19. It is okay, or will there be a conflict of interest, to work with a local partner who has also agreed to work with another organisation even if the strategies and interventions are different?

This is okay. A local partner/organisation can partner with more than one international organisation as long as the international organisation is the lead applicant.



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The Application Process

20. What are the common mistakes that have been made on previous applications?

Common mistakes in the past have included:

- Submission of incomplete applications
- Submission of applications for implementation in counties other than Bungoma, Garissa, Homa Bay, Kakamega, Nairobi (Embakasi and Kamukunji sub-counties), and Turkana counties
- Submission of applications that do not have a maternal and new-born health focus
- Duplicating ideas that are already being funded for implementation

21. [Updated Answer] Would CICF please confirm there is no ceiling or cap on indirect cost rates of other administrative costs applied to this award?

Your application will be evaluated from a value for money perspective which includes the reasonableness of your unit costs, including indirect costs and staff costs, and how these will support your application to achieve set objectives and/or impact. Applicants are encouraged to provide justification for the indirect costs provided for in their application.

22. What are the restrictions to the sole funding eligibility requirement in regards to previous funding?

Innovations that are already being funded under the CICF may not qualify for funding. If you have previously submitted your idea for funding and are currently being funded for the activities described in the proposal, you will not qualify for funding under the CICF.

To view the existing CICF portfolio, in order to avoid the submission of concepts that are already receiving CICF funding, click [here](#).

23. What is the timeline for the application? If our innovation is awarded the grant, when is the fund disbursement expected?

Grants are expected to be awarded in May 2017 and grant agreements signed by June 2017. Grantees should expect their first disbursement shortly after contracting.

24. Will applications be analysed on merit or on distribution across counties and remaining funds?

Applications will be awarded based on merit. The applications will go through a two stage evaluation process. Firstly, once the CICF receives your application form, you will receive an email acknowledgement with your unique application number. An independent Applications Evaluation Panel will review all eligible applications received and come up with a shortlist. Technical assistance will be provided to the shortlisted applicants who will then be given an opportunity to refine and enhance their application. Final applications will be submitted to the CICF Grants Selection Committee who will give a provisional selection of applications that may receive CICF funding. Applicants may be requested to present their ideas to the Grants Selection Committee.

In the second stage, the provisionally selected applicants will undergo a pre-grant assessment. The Fund Manager will communicate the results of this pre-grant assessment to the Grants Selection



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Committee. This Committee will then give final approval on the projects that will receive CICF funding.

We would like to also draw your attention the Eligibility and Evaluation criteria which can be find on the competition page www.mnhcicf.org/competitions.

25. How will the exchange rate fluctuation in GBP impact the budget?

Applicants are encouraged to use prevailing exchange rates as at the time of submitting their applications. For successful applicants, the exchange rates will be re-assessed during the contracting stage.

26. How important is “sustainability” in the criteria?

Applications will be evaluated across the following evaluation criteria:

Criteria	Weight (%)
Innovation	20%
Problem focus	20%
Capacity	10%
Impact on MNH	15%
Sustainability and scalability	15%
Value for money	10%
Results framework	10%

27. What are the differences between the levels in funding? What are the criteria to apply for each?

Applicants may request for funding based on the scope and scale of the innovation up to a maximum of the prescribed funding limits. The two funding limits are up to either a maximum of £200,000 or a maximum of £400,000. There is no minimum amount.

- Lead applicants submitting applications under the funding limit of £200,000 must have cumulative gross revenue over the last two years of at least 1 times their application. For example, applicants applying for £150,000 funding should have cumulative gross revenue of £150,000 over the last two years.
- Lead applicants seeking funding under the funding limit of £400,000 must have cumulative gross revenue over the last two years of at least 2 times their application. For example, applicants requesting for funding of £300,000 should have cumulative gross revenue over the last two years of £600,000.

Interested applicants not meeting these criteria are encouraged to partner with eligible organisations that meet the criteria.

28. What financials/revenues need to be provided?

The application form requires applicants to provide the following financial information:



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- Financial information over the last three years (for the financial years 2013, 2014 and 2015). This includes: total income (funds received), capital expenditure, operational expenditure, cash surplus and deficit; and
- Previous donor support in the last three years (for the financial years 2013, 2014 and 2015): name of donor, amount, year approved and the purpose of funding.

29. Who evaluates the applications?

An independent Applications Evaluation Panel made up of MNH experts will review all eligible applications received and come up with a shortlist. Technical assistance will then be provided to the shortlisted applicants who will then be given an opportunity to refine and enhance their application. Final applications will be submitted to the CICF Grants Selection Committee who will give a provisional selection of applications that may receive CICF funding.

The provisionally selected applicants will undergo a pre-grant assessment. The Fund Manager will communicate the results of this pre-grant assessment to the Grants Selection Committee. This Committee will then give final approval on the projects that will receive CICF funding.

30. When applying in partnership with another organisation, will the evaluation only include the lead applicant's income, expertise and capabilities? Or, shall the evaluation also include the partner's income, expertise and capabilities?

The evaluation will be based on the lead applicant's income, expertise and capabilities. International organisations should however demonstrate partnership with local organisations. The lead applicant/international organisation should also provide for capacity building of the local organisation in their application.

31. Please provide clarification on what exactly is required in respect to the indicator baselines, targets, and assumptions. If possible, please use specific examples.

Baseline is your starting point and will serve as a basis for comparison with subsequent acquired data. For example, assuming your innovation is looking at increasing the number of women visiting an ANC clinic to at least 4 times during their pregnancy, then your baseline would be the number of women currently attending 4 ANC visits in your target location. Baseline information could be from surveys, studies or reports done by the applicants or other health partners and stakeholders.

Indicators demonstrate how effectively the innovation is achieving its objectives. The indicators should be measurable and will be used to measure performance of the innovation in reaching its targets. For example, assuming your innovation is looking at increasing demand for ANC, an example of an indicator would be 'the number of women who attend at least 4 ANC clinical visits'.

A target is the desired level of performance you want to see as measured by indicators. That is, your goal. The target should be specific, measurable, realistic, achievable and time bound. For example, using the indicator 'the number of women attending at least 4 ANC visits' the target could be 100 women every quarter. During implementation, performance of the project would be evaluated against set targets.

Assumptions are the criteria you will use or consider when coming up with your baseline, indicators and targets.



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32. Is there a specific number or appropriate number of indicators in each category (process, output, and outcome) to be reported?

There is no specific number of indicators in each category.

33. How do we reflect staff level of effort? Is this in terms of time allocated? Please provide examples.

Staff costs should detail the expected Level of Effort/Time allocation and the current salary/charge out rate for each staff detailed in the workplan and budget.

34. What type of equipment can and cannot be procured? What kind of services can and cannot be procured? Is there a cost limit for each?

There is no specific equipment or service that cannot be procured. Your application will however be evaluated from a value for money perspective which includes reasonableness of equipment and/or services to be procured, reasonableness of unit costs and how these will support your application to achieve set objectives and/or impact.

35. Please detail how we should present evidence and information below (question B12)

- Evidence of technical skills, experience – indicate organisation and staff experience in the relevant knowledge area and indicate the competencies that you possess that would facilitate the delivery of the innovation
- Information on how to deliver the intervention – provide information on the technical, governance and financial capacity to transparently, accountably and practically deliver the innovation

36. Can applications be submitted in any other language?

Applications should be submitted in English only.

37. What is the minimum amount to be set aside for capacity building of the local organisation within the budget lines? How should the capacity building allocation be treated within the budget? Should it be as an allocation for activity/activities to be overseen by the local organisation, salaries for staff of the local organisation or both?

There is no minimum amount for the capacity-building budget. How capacity-building is built into the budget is up to the partners, however, the approach should be agreed upon between the partners. The capacity-building budget should be justifiable and assumptions adequately detailed. Whilst the CICF will not outline what the capacity-building activities should be, keep in mind that the CICF aims to ensure sustainability and to strengthen the capacities of local organisations through these partnerships.

For more information about the competition, the County Innovation Challenge Fund and how you can get involved, follow [@mnhcicf](#) on Twitter, [The County Innovation Challenge Fund](#) on Facebook or visit our website on www.mnhcicf.org. Visitors to the website are encouraged to subscribe to email alerts to receive information about the fund and events to be hosted by the CICF.