



Beyond Survival - Transforming the power of communities (BeST)

Date of publication: Friday 5th July, 2024

Frequently Asked Questions (FAQs)

Answers to Frequently Asked Questions (received via email or during Zoom sessions) are being published at HOPE'87 website; www.hope87.org on Friday 5th July, 2024 (earlier than advertised date of Monday 8th July, 2024).

Note: Questions received have been anonymized and aggregated.

Question 1.

- ICP (In Country Partners) means any local organization working and dependent on donors or it means community based local structures registered under social welfare or societies act??
- In this case it may be safe to say that CBOs (community based organizations) are more eligible to apply here compared to other NGOs esp. with relevance to local funding.

Answer: The question has two points. Both are answered separately below:

Answer 1.a: Refer to section 1. Background of the EOI. "*HOPE'87 is seeking Expression of Interest (EOI) from locally registered grass root level non-profit organisations for selection as In-Country Partners (ICPs) for the project*". Refer to Section 6.1 of EOI and Section B of Annex A. "*B1: The applicant organization is a not-for-profit organisation duly registered in Pakistan*". Therefore any non-profit organisation registered in Pakistan is eligible to apply subject to meeting and fulfilling the threshold criteria mentioned in Section 6.1 of EOI and Section B of Annex A.

Answer 1.b: The applicant organisation must not be solely dependent on international donors. Refer to Section 6.1 of EOI and Section B of Annex A. "*B5: In the 2020-2023 period on average at least 20% of the applicant organization's total annual funding (grants/donations/other sources) have come from local sources.*"

Question. 2.

- The applicant organisations that fall in the 'Start-up' and/or 'Developing' categories will be selected as country partners. It means already established local organizations beyond the level of startup and development are excluded??
- If an organization is Functional in one sector and developing in another, will it qualify?
- We are local, youth-led KP based organization and in a transition stage. I am confused whether we fulfill this condition?
- In the self assessment we have scored consolidating/expanding in three of the four categories while start up in the External relations. Can we apply for the Consolidating/expanding category?
- kindly explain it further the level of org e.g. if an org is at functional level will it be shortlisted??
- We received score in "expanding" category" in 3 out of 4 categories. 4th category we received startup. can v apply for "expanding category"?
- What if an organization comes into the Consolidating/Expanding stage and doesnot qualify as functional, will that organization be considered?

Answer 2: The stages of development of the applicant organisations should be an outcome of the information the applicant organisations provides in Annex B. Our preference is to partner with start-up or developing organisations. However, this will not be an exclusion criteria and remains a preference only. The Section 8.3 of EOI, last paragraph is copied here as reference and clarification:



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“A list will be drawn up of all the applications that go through evaluation of Annex B after the steps mentioned in section 8.2. The scores received in the four functional areas will be aggregated. Based on the aggregate score the list will be drawn. The lowest scoring applicant organisations will be ranked at the top of the list together with the scores indicating the stages of development in each of the functional stages. The top 20 applicant organisations (hereinafter referred to as pre-selected applicant organisations) in the list, that in the opinion of the evaluation team need capacity strengthening to achieve the next levels of the stages of development will be selected. The preference will be for organisations that need capacity strengthening in at least two functional areas or more. Till the final list is drawn up, this is likely to remain an iterative process. The 20 pre-selected organisations thus identified will be considered for further evaluation as mentioned in section 8.4 below.”

Question. 3.

- The applicant organization is a not-for-profit organisation not connected to a public authority either de facto or under its constitution, which serves a public interest and possesses legal personality under civil law, and which either was not established by a public authority or has become fully autonomous from the public authority that established it. Whether it means the person who established will not be the authority as there must be one lead on any organization to manage it??

Answer 3: The applicant organisation itself must not be an autonomous or semi-autonomous arm of a public authority. Also refer Section 6.1 of EOI and Section B of Annex A: “B3: The application is being submitted by an independent applicant organization, not on behalf of a consortium.”

It is obvious and expected that there will be a leadership in every organisation. This leadership is not to be confused with the threshold criteria B2 that you have copied in the question. The information regarding the leadership has to be provided in Sections C and E of Annex A.

Question. 4.

- The applicant organization is led and/or formed by people who are directly affected by the negative consequences of migration and displacement of Afghan refugees in Pakistan.” If not then organization is not eligible??

Answer 4: The assumption is not correct. Refer to Section 6.1 of EOI and Section B of Annex A copied below. Any applicant organisation that meets at least one of the following two conditions is eligible to apply.

B4: Choose the option that applies. If both options are applicable, choose/tick both the boxes:

The applicant organization is working with and through people who are directly affected by the negative consequences of migration and displacement of Afghan refugees in Pakistan.

OR

The applicant organization is led and/or formed by people who are directly affected by the negative consequences of migration and displacement of Afghan refugees in Pakistan.



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Question. 5.

- What if working with migrants is in your deed/article of association, but you haven't worked with Afghan refugees. However, you want to expand in the domain. Will the lack of experience disqualify?
- If NPO is not working directly for Afghan Refugees currently then what? they cannot apply?
- If an organization have working experience more than 10 years, in context of Balochistan here last three to five years to much restrictions from govt agencies which effected normal function and disappointing so your policy is specially for Quetta, is same as for others please explain.
- we are NPO, registerd with SECP, and PCP Certified and no experience related to Afghan refugees than are we eligible for the same?
- Different stages in different category of Annex B?
- What is the total experience you want for organization that working with Afghan refugees?

Answer 5: Refer to evaluation and scoring of the applicants Section 8.2 of EOI, serial number 2 Experience. "The applicant organisation has intermittent operations of total 1 year in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards in target district(s) in at least one of the sectors mentioned in section 2.1".

A minimum 1 year of working experience in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards is a mandatory requirement. Refer section 8 of EOI. Applicant organisations with more than 1 year of experience will receive a higher score during the evaluation.

Question. 6.

- Do you have a list of host communities affected by Afghan refugees; can you share it, if yes?

Answer 6: Local organisations led and/or formed by people who are directly affected by the negative consequences of migration and displacement (Afghan Refugees and Host Communities) are usually more closely attuned to the needs of this target group. It is our expectation that the in-country partners with prior experience of working with Afghan Refugees and Host Communities will have the information and knowledge of the affected population and their needs.

Question. 7.

- Please amplify the term "host communities affected by Afghan migration" more clearly?

Answer 7: The term Afghan Refugees is used in the wider context of displaced persons of Afghan origin with POR cards, ACC cards or undocumented. The Host Communities are widely defined as the communities or areas where displaced persons of Afghan origin are living and sharing the resources with and from the communities including but not limited to housing stock, infrastructure, services etc.

Question. 8.

- 2020-2023 period on average at least 20% of the applicant organization's total annual funding (grants/donations/other sources) have come from local sources.
- Funds are received through donors not local, not eligible??
- Is 20% is mandatory or can we apply if we have less than 20% or do not have any local funds?
- In the 2020-2023 period on average at least 20% of the applicant organization's total annual funding (grants/donations/other sources) have come from local sources. Is 20% is mandatory or can we apply if we have less than 20% or do not have any local funds?



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- I have already emailed for the Section 8.2 point 5 Funding. If 20% local funding is compulsory for NGOs for further processing? I am afraid many NGOs will not fulfill this condition.
- In section 8.2 (No. 5 Funding), it is mentioned that funds received from INGOs/UN agencies do not qualify as local sources. On the basis of above please clarify the following:
 - I. Is any funding from the Embassies in Pakistan falls in local sources?
 - II. Any funding from inside Pakistan in PKR falls in local sources?
- We believe most of the local NGOs get funding/grants from INGO's and from outside Pakistan.
- We want to know what it means to local sources (Pakistani grants/funding)?
- What do you mean by local sources?
- Is donation from overseas Pakistani expats local or not??
- If there is any funding from inside Pakistan or from the Embassies here falls in local funding category?
- "what means local sources here?"
- One thing more, if any funding in these mentioned three years is from 2020-2023 is from INGO like IRC would eligible to apply?

Answer: Funding from international donors is not a disqualification. The applicant organisation must have 20% of the total funding in the last 3 financial years from local sources. Minimum 20% local funding is a mandatory condition. Only the organisations that are able to prove this minimum threshold are eligible. If an applicant organisation has more than 20% local funding then they get higher score in the evaluation grid. Refer section 8 of the EOI.

Any funding where the source of funds is "foreign", then this is not considered local funding. Any funds that are received within Pakistan but from international donors are also not local sources. For example, funds received from an international donor based in Pakistan, a foreign mission/embassy in Pakistan, an INGO, a UN body etc are not considered local sources. Refer Section H1 of Annex A for more clarity. The possible local sources are mentioned in this section.

The only exception are the funds received from expat/overseas Pakistani diaspora as individual donations that are accepted as the local sources of funds as allowed by the NNGO policy.

Question. 9.

- If the ICP means local structures, none of the structure have EAD or ATW . They cannot meet the requirements as EAD needs foreign funding not local while EOI required local funding of 20%.
- CBOs can't fulfill the condition of EAD.

Answer: We are cognisant of the fact that EAD or ATW application is a very comprehensive and tedious process and not easy to fulfil. It is for this reason that the prior registration with EAD or ATW is not a mandatory condition. But the selected in country partner should be willing to apply for this registration within 30 days of selection as in-country partner.

Question. 10.

- I have a query regarding the ToR/Job Description. Since we have over 100+ employees, do you need the ToR for each designation, or can I share a few general ToRs?

Answer: You may share the TORs for all positions indicated in the organogram.



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Question. 11.

- What will be stance of HOPE if Govt send back Afghan Refugees in coming month not cleared?

Answer: The Government of Pakistan has introduced and implemented the Illegal Foreigner Repatriation Plan since the second half of 2023. We recognise and acknowledge that the repatriation of illegal foreigners is the sovereign right of the State. The repatriation of illegal foreigners is a process that is ongoing. At the moment a sizeable number of displaced Afghans and associated host communities are in need of assistance. If for instance, all the Afghans are repatriated during the project life, the (ex-)host communities will have needs to be met. Since both displaced Afghans and host communities are possible eligible target groups, so the project can continue with the host communities.

Question. 12.

- Its next level question if we qualify, our organization looking to address to diversity the livelihood Afghans growing crops with host land owners , vegetables salads on Quetta metropolitan sewerage water on hundred of acres, also consider the ideas?

Answer: At this stage it is premature to share an opinion on the type of activities that will be undertaken in the sectors mentioned in Section 2.1 of the EOI. The type of activities will be elaborated jointly with the in-country partners during the inception phase. The type of activities must be aligned to be core vision, mission and articles of association of the in-country partners and should build upon their past work and experiences.

Question. 13.

- If the Health Sector is purposely excluded from this project, then could we assume that the Donor is already doing projects on Health in the same communities??
- Could we qualify for selection, if we worked in Health Sector along with other development sectors for Afghan & Host Communities in the past 3-5 years?

Answer: Health is not an eligible sector as per the call for proposal of the 'Migration and Displacement Grant Policy Framework 2023 – 2028' published by the Ministry of Foreign Affairs, Government of Netherlands. The main reason for the exclusion of health as a sector is because this sector is being supported by the Government of Netherlands through other funding instruments and partners.

The applicant organisations must have prior experience in at least one of the sectors mentioned in section 2.1 of EOI. In addition, the applicant organisations must have at least 1 year of experience in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards in at least one of the sectors mentioned in section 2.1.

The applicant organisations who may have prior experience of working with the Afghans and host communities in any other sector(s) will not count towards prior experience.

Question. 14.

- Would you select One NGO for one district or could be more?

Answer: We are looking for a total of 10 in-country partners in four possible sectors mentioned in section 2.1 of EOI. The target districts are six as per section 5 of EOI. So it can be more than one partner per district.



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Question. 15.

- Pakistan Red Crescent society is auxiliary of Govt. Of Pakistan under Parliament act "Pakistan Red Crescent society act". But we are autonomous body. And we also have grassroots level reach. Can we apply?
- It is mentioned that institutions linked to govt. Can not apply. Pakistan Red Crescent society is autonomous and not serving govt. Please guide further.

Answer: Please refer to Annex A - Section B: Mandatory conditions. If you feel you meet these mandatory conditions, then you may apply. We cannot share opinions on individual applicant organisations at this stage.

Question. 16.

- If an organization's article of association mentions, " programs providing relief and help to the needy, the poor, the destitute, undertake charitable work" will it be acceptable?

Answer: Refer to the section 8.2 of EOI, serial number 3. The applicant organisations will be scored according to this grid that is self explanatory. We cannot share opinions on individual applicant organisations at this stage.

Question. 17.

- What will be the numbers of beneficiaries (Afghan & Host Communities, separately)??

Answer: Refer to the section 14 of EOI Next steps with selected partners. The full application will be developed with jointly with the in-country partners during the inception phase. Local organisations led and/or formed by people who are directly affected by the negative consequences of migration and displacement (Afghan Refugees and Host Communities) are usually more closely attuned to the needs of this target group. We expect that the number of beneficiaries will be worked out jointly with the in-country partners based on the needs of these target groups.

Question. 18.

- I am writing on behalf of [Name of NPO], a Pakistani NGO registered under section 42 with the Securities and Exchange Commission of Pakistan. [Name of NPO] was established by the [Name of International Organisation] to promote the cause of physical rehabilitation for Persons with Disabilities (PwDs) in Pakistan. Our mission involves providing material support and capacity building to partner organizations of the [Name of International Organisation] within the country.
- Currently, [Name of NPO] collaborates with nine national organizations in Pakistan. These organizations collectively manage 21 rehabilitation centers across the country, including several districts listed in the Expression of Interest (EOI) issued by HOPE 87.
- Given our extensive work and the geographical overlap with the districts specified in the EOI, we seek clarification on whether [Name of NPO] is eligible to apply for the EOI.
- We would appreciate your guidance on this matter and look forward to your response.

Note: The name of the NPO has been redacted in the above question

Answer: Please refer to Annex A - Section B: Mandatory conditions. If you feel you meet these mandatory conditions, then you may apply. We cannot share opinions on individual applicant organisations at this stage.



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Question. 19.

Section B - Question B.8 - Annex A - Due Diligence Form: [NAME OF NPO] previously obtained EAD registration for another project "**[NAME OF PROJECT 1]**", but the registration period has since expired. With this expired registration, can we still choose the first option? Additionally, we have applied for EAD registration for the "**[NAME OF PROJECT 2]**" project and have received an acknowledgment. Can we also select the second option in this context? Should we select only one option or both?

Note: The name of the NPO and projects have been redacted in the above question

Answer: You can choose more than one option that applies and provide the evidence(s) for the options selected.

Question. 20.

- **Section D - Question D.3 - Annex A - Due Diligence Form:** Should we mention only our current field office, or is it advisable to include all previous field offices that have been operational since July 2020?

Answer: Only mention your current field offices.

Question. 21.

- **Section H - Question H.1 - Annex A - Due Diligence Form:** Should we include only the funding amounts received during the period from July 2020 to June 2023, or can we also mention amounts that were committed by donors during this period but received after June 2023?

Answer: Only restrict the funding amounts information to the financial years 2020-21, 2021-22 and 2022-23. Do not include amounts that were committed by donors during this period but received after June 2023. In the section H.3 of Annex A, you have the opportunity to provide information about any successful project applications beyond June 2023.

Question 22.

- Is it possible to apply for this online??
- Can we send the completed documents online if not possible to reach to your office physically?
- The documents along with all the Annexes be submitted via courier? or sent via email?

Answer: No online submission is not an option. The application pack has to be submitted in hard form. The application pack should reach the HOPE'87 address mentioned in section 9.4 by **5pm on Friday 12th July 2024**.

The time at which the application is received at the address mentioned in section 9.4 below will be considered the time of submission. If sending the applications through courier services, the applicants are advised to take into consideration the delivery times and dispatch the application early.

Question 23:

- Can a University submit an EOI for this opportunity?

Answer: Please refer to Annex A - Section B: Mandatory conditions. If you feel you meet these mandatory conditions, then you may apply. We cannot share opinions on individual applicant organisations at this stage.



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Question 24:

- My question is we are in karachi How is this possible to submit the application physically?
- Are we able to submit all the documents in person at your office rather than sending them by courier?

Answer: The application pack has to be submitted in hard form. The application can be either submitted in-person or through courier services. The application pack should reach the HOPE'87 address mentioned in section 9.4 by 5pm on Friday 12th July 2024.

The time at which the application is received at the address mentioned in section 9.4 below will be considered the time of submission. If sending the applications through courier services, the applicants are advised to take into consideration the delivery times and dispatch the application early.

Question 25:

- Kindly let us know if dead line can be extended

Answer: No, the deadline will not be extended.

Question 26:

- Org who has not work from 2018 onwards. Can they apply or eligible??
- We worked with refugees from 2013 to 2017, and with IDPs from 2015 to 2023, Are we eligible to apply?

Answer: Refer to Section 8, evaluation and scoring of the applications, scoring criteria 2 'Experience'. "The applicant organisation has no operations in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards in target district(s) in at least one of the sectors mentioned in section 2.1" then the applicant organisation will receive zero score and the application will not be evaluated further.

Question 27:

- In Country Partner and local Partner is the same?

Answer: Yes, the local partners are referred to as In-Country Partners (ICPs)

Question 28:

- [Name of Organisation] is currently working in mentioned districts with general population but not specifically Afghan refugees. can we apply ??

Answer: Refer to Section 6.1 of EOI and Section B of Annex A copied below. Any applicant organisation that meets at least one of the following two conditions is eligible to apply.

B4: Choose the option that applies. If both options are applicable, choose/tick both the boxes:

The applicant organization is working with and through people who are directly affected by the negative consequences of migration and displacement of Afghan refugees in Pakistan.

OR

The applicant organization is led and/or formed by people who are directly affected by the negative consequences of migration and displacement of Afghan refugees in Pakistan.



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Question 29:

- If the average of amount is above 20% then????

Answer: Refer to the Section 8.2 of the EOI, criteria 5 Funding. The applicant organisation that can prove more than 20% funding from local sources receive higher scores during the evaluation.

Question 30:

- If we do not have any experience from those district then are we eligible?

Answer: No. Applicant organisations that do not have any prior experience from these districts then they are not eligible. Refer to evaluation and scoring of the applicants Section 8.2 of EOI, serial number 2 Experience. "The applicant organisation has intermittent operations of total 1 year in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards in target district(s) in at least one of the sectors mentioned in section 2.1".

A minimum 1 year of working experience in the target district(s) with or without breaks targeting Afghans and host communities from 01.07.2020 onwards is a mandatory requirement.

Question 31:

- Can we submit pictures and videos of working with Afghan refugees

Answer: No. Pictures and videos of working with Afghan refugees will not be considered or accepted as evidence(s). The applicant organisations must restrict themselves to the attachments mentioned in the Annex C to the application pack to support their applications.

Question 32:

- Will partners be asked to expand in all target districts, like in Quetta?

Answer: The applicant organisations are required to submit their spread and outreach in at least one of more of the target districts. None of the partners will be expected to expand in the districts where they have not worked from 01.07.2020 onwards.

Question 33:

- Please elaborate on the 20% time commitment

Answer: The selected in-country partners are expected to make a commitment to capacity strengthening actions and activities and making sincere and wholehearted efforts to institutionalise the learnings, knowledge and capacities over the project life and beyond.

To this end the selected in-country partners will be required to plan and allocate a minimum of 20% of the time per month of i) their leadership, ii) key program staff, and iii) key finance and administrative staff for capacity strengthening activities. This time commitment is required for in-person residential trainings and workshops, cascading the trainings to their project teams and staff and making wholehearted efforts to take steps and measures over the project life strengthening the capacities of the organisation.

Question 34:

- What is the criteria of org as functional. Need more elaboration?

Answer: The applicant organisations are expected to make a self-assessment of the stages of development they are in. The assessment is part of the application pack as Annex B. An organisation that



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has very good systems and measures in place and assigns the maximum scores to the questions in Annex B based on their experiences will fall in the functional stage of development.

Question 35:

- Do we have to submit the expression of interest document along with other documents?

Answer: No. The applicant organisations only need to submit the documents mentioned in section 9.2 of EOI.

Question 36:

- Do we only add funding applications for only the mentioned districts or do we add overall funding applications ? in H.3 section page 12 of Annex-A

Answer: The applicant organisation may add overall funding application and not restricted to the target districts.

Question 37:

- how can we be part of your organization; basically, we are in health sector, running Hospital to provide good quality mother and child services.

Answer: The expression of interest is restricted to the sectors and districts mentioned in sections 2.1 and 5 of the EOI. At this time there are no further partnership opportunities available.

Youtube link for recording of Zoom session 1 conducted on 28th June, 2024 at 11.00 am

<https://youtu.be/mG8RMPPc8kU?si=upq3hleM6CX6dOMy>

Youtube link for recording of Zoom session 3 conducted on 5th July, 2024 at 11.00 am

<https://youtu.be/VchE--KvRzk?si=6r5azODIZ08FPWLx>