



Australian Government
AusAID

The Australian Government's
Overseas Aid Program

Australian Scholarships for Africa program 2010-15

Overview

© Commonwealth of Australia 2009

Australian Scholarships for Africa - Overview

- Government's increased engagement in Africa
 - ◆ Scale of assistance and geographic coverage
- Support for Millennium Development Goals (MDGs) where we have expertise and can build on existing support:
 - ◆ agriculture and food security
 - ◆ maternal and child health
 - ◆ water and sanitation
 - ◆ natural resource management (including mining)
 - ◆ public sector reform
 - ◆ human resource capacity building (incl. 1000 scholarships per year by 2012-13 across Africa, and support through Australia-Africa Partnerships Facility)



Australian Scholarships for Africa - Overview

- Scholarships a key component of the enhanced engagement:
 - ◆ underpin many (existing and new) bilateral relationships
 - ◆ equip Africans with skills and knowledge to drive change
 - ◆ increase Australia's profile in Africa by showcasing expertise
 - ◆ promote people-to-people links (public sector, and increasingly private sector and civil society)
 - ◆ demonstrate responsiveness to partner government priorities



Australian Scholarships for Africa - Overview

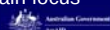
- Strong reputation of Australian Government scholarships in Africa
 - ◆ over 3400 awards provided in Africa since 1980
 - ◆ close to 600 registered alumni
 - ◆ highly valued commodity



Australian Scholarships for Africa - Overview

Scale-up already underway:

- Existing program (2009)
 - 12 countries and 100+ awards in southern and eastern Africa
 - public sector focus
- New program (2010 onwards)
 - 2010: 19 countries and 250+ awards
 - 2011: 25 countries and 400 awards
 - focus to gradually extend to private sector and civil society (once new MC engaged), though main focus will continue to be public sector



Australian Scholarships for Africa - Overview

- Key design features of new program:
 - ◆ 5-year design (2010-15), with 3-year contract offered initially
 - ◆ increasingly inclusive of public, private and civil society applicants
 - ◆ diversified mix of awards
 - ★ long-term awards (LTAs)
 - Masters and small number of PhDs
 - ★ short course awards (SCAs)
 - up to 3 months, including vocational education and training
 - ★ professional development awards (PDAs)
 - up to 3 months, primarily work attachments (minimum 70% of each award)



Australian Scholarships for Africa - Overview

- Links to broader Africa assistance program through focus on priority sectors:
 - ◆ Food security
 - ◆ Natural resource management
 - ◆ Public policy
 - ◆ Maternal and child health
 - ◆ Water and sanitation
- Partner government priorities (within MDGs)



Australian Scholarships for Africa - Overview

- ◆ Scope for in-Africa delivery (of LTAs and SCAs, through registered Australian universities/training providers) as program evolves – *but not a primary focus*
- ◆ Better targeting through Desired Applicant Profiles
- ◆ Better sustainability through Reintegration Plans
- ◆ Stronger alumni mechanisms
- ◆ Improved access and equity provisions
- ◆ Communications strategy



Australian Scholarships for Africa - Overview

Governance

- Senior Reference Group
 - AusAID (Chair), DFAT, DIAC, Austrade
 - Guide implementation of program (incl. ensure responsiveness to African gov't requests, and emerging Australian Gov't foreign policy priorities)
 - Oversight of geographical distribution of awards (need for flexibility in implementation to accommodate)
 - Likely to meet twice per year (first meeting likely to be in March 2010)



Australian Scholarships for Africa - Overview

- MC locations:
 - ◆ base office in Pretoria
 - ◆ hub offices in Nairobi and Australia
 - ◆ 4 short course delivery nodes in Africa (serviced from Nairobi and Pretoria)
- MC positions:
 - ◆ 6 international (4 in Pretoria and 1 each in Nairobi and Australia) - *mandatory*
 - ◆ indicative number of 42 local program officers and 6 local support staff - *discretionary*



Australian Scholarships for Africa – Overview

Indicative annual award type allocation:

- Long-term awards – Masters (38%)
- Long-term awards – PhDs (2%)
- Short course awards – (50%)
- Professional development awards – (10%)

Indicative award costings 2010-13:

	Total \$,000
Training – Short course awards	34,162.00
Training – Professional development awards	5,831.00
Training – Long-term awards (in-Africa costs)	20,964.00
Training – Long-term awards (in-Australia costs)	71,274.60
TOTAL	132,231.60



Australian Scholarships for Africa - Overview

- Summary
 - ◆ Seeking a MC able to manage a diverse (long- and short-term award) program on a continent-wide basis
 - ◆ Management of wide range of stakeholders
 - Flexibility to respond to Australian whole-of-government considerations
 - Responsiveness to partner governments
 - ◆ Need to maintain and strengthen Australian profile

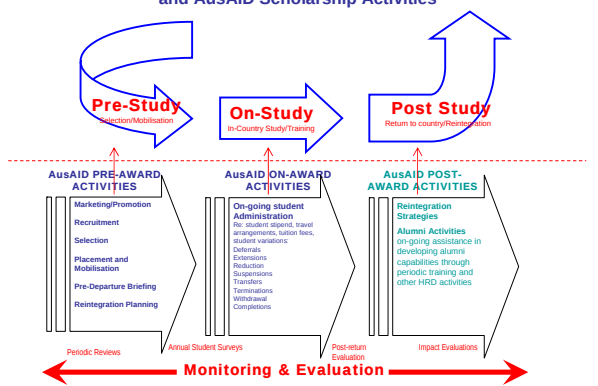


Australian Scholarships for Africa Program 2010 – 2015

Why cutting edge?

- Degree and timing of scale up has necessitated innovation and cutting edge design
- Increased focus on importance of effective post award strategies: alumni and reintegration
- Alumni: program objectives will not be met if alumni are unable to fully utilise their skills and knowledge on return
- Desired Applicant profiles
- Equity considerations: women and PWD
- M&E: clear and practical objectives for award programs
- Reintegration Plans and Reintegration Plan Report
- Short course awards

Scholar's Journey and AusAID Scholarship Activities



The Eight Key Questions

- Eight 'evaluative questions' specifically for Australian Development Award Programs
- Cover all phases of the program
- 'Prompt' or 'check' to ensure completeness of indicators and other evidence gathering regarding the successful implementation of award programs against their own objectives

The Eight Key Questions

1. Is the program on track to achieve selected output targets in regard to each relevant objective?
2. Are awardees satisfied with selected aspects of their award-related and personal experiences, both in-country and in-Australia?
3. Are Higher Education Institutions/Australian Host Organisations meeting their Key Performance Measures?
4. Are key milestones of employee reintegration plans (or workforce integration plans) being met in regard to each relevant objective?
5. Are alumni contributing to the development of their home country or developing countries of their region in regard to each relevant objective?
6. Are alumni maintaining linkages with Australia and networking with other awardees?
7. Have alumni strengthened capacity of their organisations to contribute to the development of their home country or developing countries of their region in regard to each relevant objective?
8. Have awards promoted gender equity or other relevant cross cutting issues?

Reintegration strategies

- Guiding Principles: Tracer/Case studies
- Reintegration plans and strategies
 - ✓ Ensure returned scholars can effectively use their skills and feel 'valued'
 - ✓ Contribute to development impacts
 - ✓ Smooth the return to employment work
 - ✓ Include alumni, professional development activities.
- Important tool in M&E
- Key tool for Africa program M&E:
 - ✓ mandatory for all types of awards
 - ✓ feature in the selection process
 - ✓ supported and monitored on return.

AusAID support for local alumni networks



Objectives of alumni networks

- Increased (individual and institutional) contributions made by alumni network members to respective country/regional scholarship program objectives.
- Increased M&E coverage of country/regional scholarship programs, both in terms of proportion of alumni/recipient institutions monitored and the range of modest outcomes able to be assessed.
- Increased networking and communication by alumni network members at the local, regional and global level relevant to respective country/regional scholarship program objectives.
- Increased engagement of alumni network members with AusAID and other Australian organisations relevant to country/regional scholarship program objectives or broader AusAID program objectives
- Alumni network members are productively utilised as a resource for AusAID scholarship and broader country/regional program areas.

Africa Program Alumni



- Value and role of a functioning and effective alumni for reintegration of scholars and long-term objectives of the scholarships program
- Africa design's alumni program supports AusAID's overarching objectives for alumni
- Use alumni in strategic ways to support AusAID's Africa program objectives including:
 - ✓ Ensure returned scholars can effectively use their skills and feel 'valued'
 - ✓ M&E purposes
 - ✓ Operational: practical assistance and mentoring to new awardees; annual prioritisation, targeted promotion, selection, mobilisation, on-award and on return home
 - ✓ Professional development activities assist achievement of alumni's goals set out in their reintegration plans

Africa Alumni



- People to people linkages
- Enhanced mutual understanding; promoting Australia as an active partner in Africa
- Active discussion/exchange of ideas/expertise: relevant to development issues feeding into AusAID's annual program prioritisation
- SCA and PDA opportunities - enhancing the level and sustainability of their impacts

Alumni



Africa program on-going Alumni Network activities

- Small Grant Scheme
- Alumni Network Activity Grants
- Seminars and Workshops
- Network Website
- Newsletter
- Promote both personal and organisational development; improved contribution to scholarships effectiveness

Short Course Awards



- Effectiveness: immediate and specific capacity development demands of partner governments.
- Value for Money: greater number of more tailored, but less expensive, opportunities for individuals
- Demand: more opportunities to access targeted, less time-consuming training for identified skills gaps
- Flexibility: more immediate use and impact of the award
- Increased accessibility: access to Australian expertise and knowledge

Short Course Awards



Definition of Short Course Awards

Opportunities for formal study or training, generally less than 3 months duration, delivered by an approved Australian higher education provider or an Australian Registered Training Organisation (RTO), that will at least result in either a formal transcript of a complete unit (or subject) offered within a course under the Australian Qualifications Framework (AQF) or a formal Statement of Attainment in relation to a skill or competency covered by Australian nationally-registered Vocational Education or Training (VET) material.

Short Course Awards – Contracting



- AusAID: seeks Registrations of Interest from Organisations interested in registering for a Multi Use List
- Providers must meet specified conditions to be selected for MUL, including experience in course delivery for priority sectors
- Registrations of Interest will be assessed and will be deemed to have 'met' or 'not met' the Conditions of Participation.
- MC invites selected firms from the Multi-Use List to provide a bid for the SCA
- MC must still comply with the Commonwealth Procurement Guidelines (CPGs) when subcontracting SCA providers

Australia Awards



- Announced by the Prime Minister in November 2009
- Bring together AusAID awards and the Department of Education, Employment and Workplace Relations' Endeavour Awards under a single recognisable brand
- Aims: to maximise the benefit to Australia of its extensive scholarship programs; support enduring ties between Australia and our neighbours.
- Progressively phased in commencing in 2010
- Interim branding now available

Australian Scholarships for Africa Program

Industry Briefing

Thursday 25 February 2010

Pip Armstrong
(Procurement and Agreement Services)

Australian Scholarships for Africa Program

- >The Two Step Tender Process
 - Step 1 - The Capability Statement
 - Short Listing
 - Step 2 - The Request for Tender (RFT)
 - The Interviews
 - Value for Money Assessment

Step 1 Capability Statement

Structure

- >Capability Statement:
 - Part 1 – Project Specific Capability Statement Conditions
 - Part 2 – Standard Capability Statement Conditions

The Capability Statement Particulars

RFT Closing Time: 2:00pm local time Canberra, ACT, Australia, Tuesday 30 March 2010.

>**Mode of Submission:**
Electronically, via AusTender at <https://tenders.gov.au> before RFT Closing Time;

Or

Hardcopy, by depositing by hand in the Canberra Tender Box before RFT Closing Time at address below.

Address: Ground Floor, AusAID, 255 London Circuit Canberra ACT 2601 Australia

The closing date and time will be strictly adhered to.

Submission Requirements

- >For electronic lodgement
 - One (1) electronic copy
 - PDF format – note file size
- >For hard copy lodgement
 - One (1) original and six (6) copies
 - One (1) CD containing PDF files of the hard copy documents

Required Submission Information

Include the following:

- > Response to Selection Criteria (Clause 4, Part 1) – 10 pages plus annexes
- > Annex 1 – Past Experience Forms (Clause 5, Part 1) - up to 6 of one page each
- > Annex 2 – Letters of Association
- > Financial Assessment Material (Clause 6, Part 1)
- > Annex B – Capability Statement Declaration (Part 2) – must be signed

Selection Criteria – Step 1

> 3 broad selection criteria:

- | | |
|---|-----|
| (A) Strategic understanding of the Program | 40% |
| (B) Organisational ability to deliver the requirements of the Program | 40% |
| (C) Understanding of the African development context | 20% |

Clause 6, Part 1: Financial Assessment

> Two options – see Part 1, Clause 6, page 4 of the Request for RFT Capability Statement

> Tenderers should be aware that AusAID may contact the nominated company accountant to obtain clarification of bid or further information.

> AusAID reserves the right to utilise external expertise to analyse financial information.

> Financial information is treated in-confidence by AusAID.

Questions on RFT Capability Statement

> Questions to be submitted in writing to AfricaScholarships@ausaid.gov.au or fax +612 206 4885

> Can be submitted anytime prior to close of business (AEST) Tuesday 16th March 2010.

> Will be answered by issue of a public addendum to the RFT Capability Statement via AusTender before close of business Tuesday 23rd March 2010.

Assessment – short listing

> Combines technical assessment with an assessment of Financial Viability

> Technical Assessment Panel (TAP) consists of three to five members with a combination of skills and experience, and may include senior AusAID staff and external, independent consultants

> TAP members will assess and rank each tender against the Selection Criteria

> Short listed organisations will be invited to submit a response to the step 2 RFT

Step 2 Request for Tender

Structure of RFT

- >Section 1
 - Project Specific Tender Conditions
 - Project Specific Contract Conditions
 - Schedule 1
 - Draft Scope of Services
 - Schedule 2
 - Draft Basis of Payment
- >Section 2
 - Standard Tender Conditions
 - Standard Contract Conditions

Closing Time

- >Expected Tender closing Time
 - 2.00 pm, Tuesday 22 June 2010
- >Mode of submission:
 - Electronic or Hard Copy

Required Submission Information

- >Will be indicated in the document but is **expected** to consist of at least the following:
 - Technical Proposal (Tender Schedule A)
 - Specified personnel (Tender Schedule B)
 - Financial Proposal (Tender Schedule C)
 - Tenderer's Declaration

Tender Schedule A: Technical Proposal

- >Is **expected** to consist of the following:
 - Response to Selection Criteria
 - Annex 1 – Staffing Resources Schedule
 - Annex 2 – Mobilisation Plan
 - Annex 3 – Conflict of Interest
 - Annex 4 – Letters of Association
 - Annex 5 – Commonwealth Government Policies Compliance

Tender Schedule B: Specified Personnel

- >Proposed team members:
 - Long Term Personnel
 - Short term Personnel

Tender Schedule C: Financial Proposal

- >Is **expected** to include information such as the following:
 - Total Management Fee
 - Reimbursable Long Term Personnel Costs
 - Reimbursable Short Term Personnel Costs
 - Breakdown of all Management Costs
 - Estimated amount for Reimbursable Administration, Equipment & Operational Costs
 - Total Tender Amount
 - Adequate Insurance

Questions on RFT

- >To be submitted in writing to AfricaFacility@ausaid.gov.au or fax +612 206 4885
- > Can be submitted anytime prior to close of business (AEST) Tuesday 8 June 2010.
- > Will be answered by issue of a public addendum to the RFT via AusTender before close of business Tuesday 15 June 2010.

Step 2 - Assessment

- >Combines technical assessment with an assessment of Value for Money
- >Technical Assessment Panel (TAP) consists of three to five members with a combination of skills and experience, and may include senior AusAID staff and external, independent consultants
- >TAP members will assess and rank each tender against the Selection Criteria

Assessment Process

- >Check bids for conformance to tender requirements
- >Assess bids against Selection Criteria
- >Interview and confirm technical rankings
- >Review value for money
- >Negotiate contract with successful tenderer
- >Notify unsuccessful bidders

Value for Money

- >The Financial Management and Accountability (FMA) Act requires AusAID to achieve a value for money outcome.
- >Value for money means "the best available outcome when all relevant costs and benefits over the procurement cycle are considered"
- >Cost is not the sole determining factor in assessing value for money
- >Lowest price is not a reliable indicator of value for money.

Some considerations when assessing Value for Money

- >Performance history of each tenderer
 - A record of achievement?
 - Able to deliver quality outcomes, on time and on budget?
 - Previous clients satisfied?
- >Flexibility to adapt to change
 - Does your proposal recognise the need for flexibility in the environment in which the activity will be implemented?
 - Does the proposal contain strategies to manage change?

Some more considerations when assessing Value for Money

- >Is the proposal balanced in terms of its articulation of inputs, outputs, outcomes, risks, costs, quality and timeliness and overall effectiveness?
- >In your proposal, you should demonstrate to AusAID the value for money merits within the page limit for the technical proposal.

Step 1 - Important Dates

Final date for questions to AusAID on RFT (14 days before tender close)	16 March 2010
Final date for AusAID to issue addenda/respond to tenderer questions (7 days before tender close)	23 March 2010
RFT closing date	30 March 2010
TAP Short-listing	27 April 2010
Upon delegate approving the TAP recommendation move to Step 2 of the process.	14 May 2010

Step 2 - Important Dates

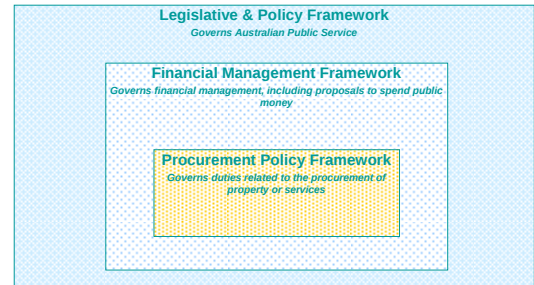
Open Step 2 - RFT	14 May 2010
Final date for questions to AusAID on RFT (14 days before tender close)	8 June 2010
Final date for AusAID to issue addenda/respond to tenderer questions (7 days before tender close)	15 June 2010
RFT closing date	22 June 2010
TAP Interviews	13-14 July 2010
Upon delegate approving the TAP recommendation negotiate contract	August 2010
Mobilisation	Sept-Oct 2010

PROBITY PRINCIPLES

- 1.1 Best Value for Money
- 1.2 Encouraging Competition
- 1.3 Efficient Effective and Ethical use of Commonwealth Resources
- 1.4 Accountability and Transparency
- 1.5 Confidentiality & Impartiality



Commonwealth Procurement Guidelines ¹



¹ Department of Finance & Deregulation – Financial Management Guidance No. 1



1. PROBITY PRINCIPLES

- 1.1 Value for Money
 - Core principle underpinning the procurement
 - Cost is only one element in assessing VFM
- 1.1.1 Whole of life value for money assessment
 - Fit for purpose
 - Performance history of the supplier
 - Relative risk of each proposal
 - Flexibility to adapt to change
- 1.2 Encouraging Competition
 - Potential suppliers should have an equal opportunity



1. PROBITY PRINCIPLES (Cont'd)

- 1.3 Efficient Effective and Ethical use of Commonwealth Resources - requirement of S44 of the Financial Management & Accountability Act 1997
 - 1.3.1 Efficiency – the selection of the procurement process in terms of transparency and fairness.
 - 1.3.2 Effectiveness – accuracy in the specification, rigor in the evaluation process and contract negotiations, and management of the contract.
 - 1.3.3 Ethics – moral boundaries underpinning the procurement process, eg. honesty, consistency, integrity



1. PROBITY PRINCIPLES (Cont'd)

- 1.4 Accountability & Transparency
 - Prime consideration throughout the procurement process.
 - Documentation of the procurement process to facilitate scrutiny.
- 1.5 Confidentiality & Impartiality
 - Proposals are treated as Commercial in Confidence
 - TAP members are required to sign Confidentiality and Conflict of Interest declarations
 - Proposals are only assessed on responses to the selection criteria





Australian Government
AusAID

The Australian Government's
Overseas Aid Program

HINTS FOR NEW PLAYERS

An information session for new
tenderers wishing to participate in
Australia's overseas aid program

© Commonwealth of Australia 2003

The following hints have been prepared to assist new players:

- Take advantage of early warning of tenders on AusAID's website
- AusAID publishes its **Annual Procurement Plan** on Austender (www.tenders.gov.au). It highlights up-coming procurements.
- Read how AusAID conducts its business and contracts out on AusAID's website at www.aisaid.gov.au and go to the "Business and Tenders" link.



- Target specific projects and opportunities where your organisation has expertise
- Understanding AusAID is important. You are always welcome to meet with Country Program Managers and Contracts staff.
- Network with other consultants and organisations; consider bidding in association with other companies.



- After a tender process (whether successful or not), ask AusAID for a debrief.
- Bidding is a highly competitive process and bidders should be prepared for a medium to long term view about doing business with AusAID rather than expecting to win vast amounts of work in the short term
- Liaise with Managing Contractors who have been awarded AusAID contracts before



Hints on Proposal Writing

- Read the documentation carefully to ensure your bid meets all requirements
- Directly address the selection criteria and substantiate your claims strongly
 - ◆ Note weightings attached to selection criteria, and ensure that the emphasis in your submission reflects the weightings on the selection criteria
- If you are unsure of something, ask questions. Contact details are supplied in each request for tender.



Management Arrangements

- Clearly identify management inputs (who will do what, and with what level of input) as well as your proposed management framework. This is particularly necessary when a joint venture or consortium bid is submitted



Approach and Methodology

- Bidders need to demonstrate original thought and say what they bring to the project that contributes to success. Do not just repeat what AusAID has already provided in the tender document or the design document.
- Bidders need to show that they understand what the activity is about.
- Specifically identify project risks and how you propose to manage them.



- If bidders are considering an alternative methodology they must submit a conforming bid in the first instance and include the alternative approach as a separate annex. Bidders must win the project on the conforming tender in the first instance before an alternative can be considered.



Key Personnel

- Provide CVs for all Key Personnel nominated. The CVs should be focused towards skills required and clearly outline the duration and extent of the nominee's involvement in activities
- Provide referees who can comment on the nominee's experience and their claims against the selection criteria. AusAID can identify and contact referees of its choosing if it considers that it is not getting a complete picture



Pricing of Bids

- Prices submitted with bids must reflect the whole of life costs of undertaking the activity.
- AusAID is not interested in proposals from bidders that do not adequately resource the task.



Quality Control

- Check your bid before you submit it – an independent review to assist in editorial and logical consistency is recommended.
- Don't make claims that cannot be substantiated.
- Check that your bid is formatted according to the instructions in the RFT.
- Leave enough time before the tender closing time to do your quality control.



If invited to interview ...

- Bidders may be invited to meet with the Technical Assessment Panel to make a brief presentation and/or for interview.
 - The TAP process allows bidders to send an observer to the interview.
- AusAID recommends the following:
 - Keep the presentation focused and within the allocated time limit
 - Ensure the team is fully informed about the proposal
 - Be prepared to respond to any questions about claims made in the proposal.



- Ensure the presentation is engaging and relevant. Your presentation is one of several that the assessment panel will see.
 - Elaborate on what is in your bid
 - There is no need to repeat or recap on your proposal.
- Avoid complicated diagrams.
- Let team members answer questions posed to them.

