

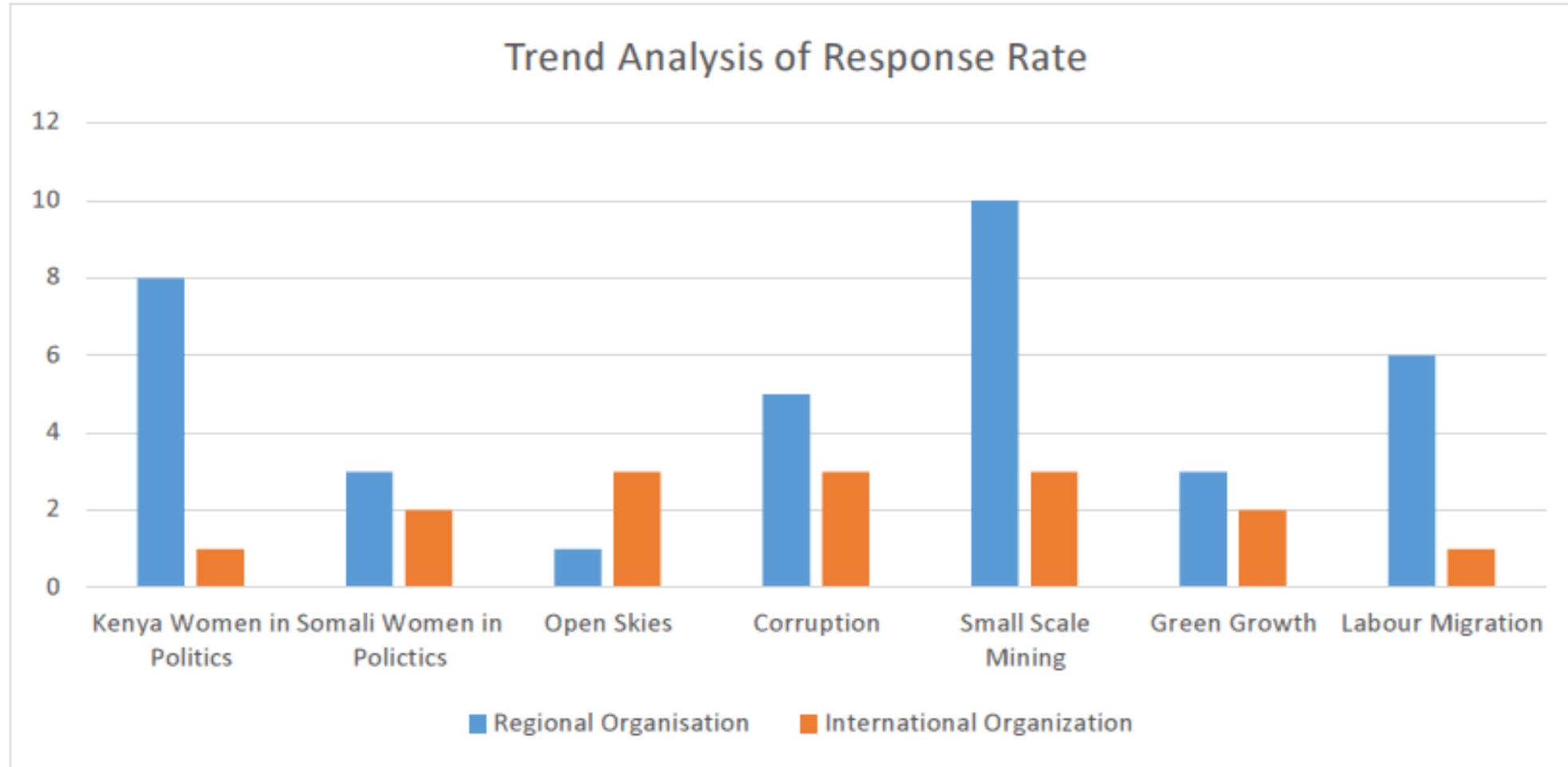
THE EAST AFRICA RESEARCH FUND

Our Experience in Evaluating Submitted Applications

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Regional vs International response to EARF calls, 2015-2016



What is the EARF experience telling us?

- The Eastern Africa research suppliers are badly out-competed by bidders from elsewhere:

Case in point: Only 1 out of the 11 calls we made since August 2015 have been won by regional research suppliers

- Reason? Poorly conceived, designed and written proposals, poor teaming up and poor evidence of proven track record

Common Shortcomings found Application Bids to the East Africa Research Fund (EARF)

Common reasons why proposals do not rate highly



Agony of the researcher

Why is it that my proposal bids are not getting funded?

1) Failure to follow submission guidelines



2) Lack of buying into why the call has been made



3) Writing style

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- *Low scores*
 - *Lack of funding*

How do I write a Convincing and Winning Proposal?



- There is nothing new in what I am about to say
- Just a few tips and suggestions

Current Call

<http://www.earesearchfund.org>

- **Topic:** [Regional Analysis of Youth Demographics](#)
- **Launch Date:** Friday, September 2, 2016
- **Closing:** Friday, October 7, 2016
- **Proposed Budget:** Open
- **Duration:** 12 Months
- **The objective of this study is to understand the implications of the present and future changes in demographics on social services, labour force and urban planning for four countries in East Africa (Tanzania, Kenya, Rwanda and Uganda); and identify opportunities for policy makers and development partners to maximise the benefits for youth and support sustained inclusive economic growth and poverty reduction.**

Current Call (2)

Resources on the EARF website

- Letter of Invitation
- Terms of Reference for the research study
- Instructions to suppliers
- Template for the Summary of the research methodology
- Scoring Methodology
- Checklist

Current Call (3)

Structure of the proposals:

- Component 1: Technical Proposal
 - ✓ Executive Summary
 - ✓ Technical bid
 - ✓ Research methodology
- Component 2: Commercial Proposal
 - ✓ Commercial bid in a prescribed template
- Component 3: Additional Documentation
 - ✓ Suppliers Checklist
 - ✓ Supportive documentation (upon request)

Evaluation Process

A three tier process:

- Compliance check
- Technical Evaluation
 - ✓ 80% of the score
- Commercial Evaluation
 - ✓ 20% of the score

EARF M&E approach

Based on regular narrative & financial progress reporting:

- 1) **Summary of Progress** highlights the achievements of the project over the reporting period
- 2) **List the project outputs** that the project has made during the last quarter
- 3) Are there specific **lessons learnt** that you have experienced during this last quarter?
- 4) Describe any **changes in project management** that have occurred during the last quarter
- 5) Highlight any **limitations or challenges** experienced in carrying out the project during the last quarter
- 6) Describe any **interaction you have had with policy makers and other stakeholders?**
- 7) Provide details of **research/ policy/dissemination** events that have been either hosted by the project, or where the project has been invited to make presentations to
- 8) **Provide a Financial Report for the period**

Seek for assistance

Sources of support:

⇒ *Read the call resources (ToRs, Guidelines etc.)*

⇒ *Seek for clarification from the EARF Team*

You will only have yourself to blame if you don't!

Wishing you well



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