Webinar Agenda

• Welcome and Introduction
• Navigating the Global Fund Allocation Cycle: David Nash-Mendez: Associate Specialist, Communications and Training Access to Funding Department, The Global Fund Secretariat
• Advice from Gemma Oberth: Lead funding request writer
• Discussion & Questions
Navigating the Global Fund Allocation Cycle

David Nash-Mendez: Associate Specialist, Communications and Training Access to Funding Department, The Global Fund Secretariat
Section 1: What to know in advance

Overview of key processes, definitions and structures. This section discusses the following:
DON’T ASSUME THAT PEOPLE KNOW ABOUT THIS SLIDE – GO THROUGH IT SLOWLY

We might all recognise this visual of the entire Global Fund funding cycle, structure and system over the course of a typical three-year grant.

There are two important messages from this graphic:

• The application process is only a small part of a much longer and involved process of implementing a grant over three or more years and should not distract from it

• Global Fund grants and programmes are not supposed to lead or control national strategies on HIV, TB or malaria, but instead should follow and support them.
The country dialogue is a top priority

It is a forum for all stakeholders in a country, including civil society and community groups, to discuss and make decisions on national HIV, TB and malaria programming. It is the place to talk about key priorities including gender-transformative programming.

The process is organized and run at the country level by national partners. It is a critical part of how a country decides what should be in all Global Fund supported programmes and services.

It is important to remember that this is not a formal Global Fund structure. The Country Coordinating Mechanism (CCM) oversees the country dialogue process, but their leadership is not mandatory.

Two things to keep in mind about the country dialogue:

• it is supposed to be ongoing and continuous throughout the grant implementation, not just during the application period; and

• it should be inclusive, with women’s and human rights advocates involved and engaged throughout.

The Global Fund tries to ensure that CCMs include a wide range of people and requires that CCMs demonstrate a transparent and inclusive dialogue leading up to the funding request submission.
The Allocation Letter

The Global Fund funding request process starts when the CCMs receive an allocation letter from the Secretariat. Countries will receive these letters between 12-17 December 2019.

Gather together women in all their diversity, including from key populations and adolescent girls and young women to identify key priority areas to advocate for and work together to understand the letter BEFORE the country dialogue process begins.

This letter provides ESSENTIAL details to prepare the proposal the 2020–2022 funding cycle including the application type, if the country is eligible for matching funds and the indicative allocation amounts of the disease components. This means

- here is the total amount of funding your country can apply for in this funding cycle, and
- here is the amount Global Fund Secretariat recommends budgeting for in each of the disease components (HIV, TB and malaria) for which it is eligible to receive funding.

The CCM will need to decide between keeping the indicative split on the three diseases proposed by the Global Fund or proposing changes. Before agreeing on a split the CCM shall consider investment in RSSH which may advance all of the disease components, driving efficiencies in the 3 diseases and the broader health system. Changes need to be justified, and ideally be data-based (e.g., using programmatic gap table or another tool).

The Global Fund’s global disease split is HIV 50%, TB 18% and malaria 32% but component amounts are recommended locally based on the allocation formula which is based on the disease burden, ability to pay as well as factors like absorption and regional strategies.

Some allocations will also reverse historic imbalances. This can mean, for example, that if a country has not done well enough on malaria the allocation letter will direct the country to that area of work.
This slide gives you an overview of the matching funds that are available to countries.

Only countries identified for matching funds in the allocation letter will be invited to apply. There are questions inserted in each of applications for matching funds.

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<th>Category</th>
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<td>Adolescent Girls and Young Women</td>
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The Prioritized Above Allocation Request (PAAR)

- Each CCM is now required to submit a Prioritized Above Allocation Request (PAAR) along with its standard funding request.
- A PAAR is a list of costed requests that the country would like to have funded through its Global Fund grant but which cannot fit within the indicative allocation amounts set by the Global Fund in the allocation letter.
- The interventions and activities in each country’s PAAR will be evaluated by the TRP and if recommended it will be added to a broader grouping of unfunded opportunities that could be funded from any Global Fund reserves and savings and that can then be integrated into the main Global Fund grant programme.
- Over 1.2 Billion in ‘unfunded quality demand’ was funded in 2017-2019.
- This new requirement opens up additional opportunities. Even if key priorities are not included in the indicative amount, there is now another entry point through which ‘extra’ or ‘left out’ activities and interventions might eventually be funded.
- Identify and advocate for additional priority interventions to be added to their country’s PAAR list. Please note that the likelihood of PAAR items being eventually funded depends to a significant extent on the potential impact, ideally justified with data – so being precise in these requests will have an impact.
The five types of funding requests

The Global Fund ‘invites’ a country to use a specific funding request format based on: portfolio categorization (focused, core, high impact); national program performance and performance of the current grants; the quality and thoroughness of existing national strategic plans (NSPs); and projections regarding future eligibility. Based on these considerations, the Global Fund has prepared five types of funding requests for the 2020–2022 funding cycle. Your country will be asked to fill out one of the following five types of funding requests:

• **Program continuation**: enables well-performing programmes that require no significant changes to continue implementation with minimal disruption

• **Tailored for focused portfolios**: application is streamlined and designed to meet the needs of countries with smaller funding amounts and disease burdens, and to ensure targeted investments have the greatest impact

• **Tailored for NSPs**: documentation requirements rely primarily on suitable National Strategic Plans (NSPs) referenced in place of the funding request narrative. This closer NSP alignment can be either an opportunity or challenge – it is best to **influence and know as much as possible about their countries’ NSPs in advance of the country dialogue and proposal-writing process**.

• **Tailored for transition**: suitable for countries approaching transition from Global Fund financing, and thus for building sustainable programmes with decreasing Global Fund support

• **Full review**: applications are a comprehensive review of strategic priorities and programming in higher-burden countries

**The three windows will define when your country submits its funding request.** The three dates, are listed here including when the Technical Review Panel (TRP) will meet to review the funding requests submitted.

Most countries with grants ending in 2020 should try to submit in the first two windows to ensure no gaps in implementation are created.
Figure 2 provides an overview of the key steps in the application process for the 2020–2022 funding cycle. The process is mostly the same as in the previous cycle.

- The Technical Review Panel (TRP) and the Grant Approvals Committee (GAC) are the two main Global Fund structures involved in reviewing, assessing and making key decisions on all funding requests.
- The TRP is an independent body of technical experts, that consider the quality and potential effectiveness of the proposal as a whole as well as its activities. It also considers whether the funding request reflects the country’s NSP and addresses several key priorities, including gender, human rights, and community systems strengthening (CSS). The TRP often recommends changes to proposals, and it might ask a country to resubmit its proposal before it is satisfied that it is technically sound.
- To ensure there are no gaps in service delivery it is recommended that applicants plan ample time for ‘iteration’ when choosing which window to apply in.
- Most grants then move on to grant-making. The GAC, consists of people from the Global Fund Secretariat and technical partners and they review the proposals again at this stage. This committee looks at whether the proposed budget can accommodate the specified activities (i.e., can they be realistically funded?).
- During the grant-making phase, the CCM and the Global Fund work with the Principal Recipient (PR) to develop detailed budgets and work plans. Once completed, the grant documentation undergoes a final review by the GAC. Grant-making is where interventions approved by the TRP are translated into implementation ready grants.
- After a funding request is finalised (based on the GAC’s final comments), it is submitted to the Global Fund Board for approval and on to implementation.
- The CCM interacts directly with the TRP, GAC and all other Global Fund structures during the overall allocation process. It is strategic to make connections with CCM members, especially civil society and community members, so that they have the most up-to-date information on the status of funding requests as a whole as well as individual activities and interventions.
Section 2: Where and how to be involved

Suggestions and observations about how, when and where W4GF Advocates might engage meaningfully in the process
Planning is a cornerstone of being able to engage meaningfully.

• The Global Fund Secretariat encourages you to ‘plan backwards’. This means that you need to figure out when the grant agreement is likely to be signed, which is the final step in the overall application process.
• From that date, work towards where you are now and realistically consider when, where and how key steps should be taken to get your interests and priorities recognized and responded to.
• This ‘plan backwards’ helps you think through your initial engagement in the country dialogue processes and to coordinate and collaborate before it all begins.
• As said before allocation letter will go out between 12–17 December.
• Before the allocation letters arrive in mid-December, you should start planning your priorities and who might do what as part of a coordinated, collaborative approach.
• All of these questions are important for you to think about
• Once you have come together as a group you can start to plan your engagement.
• If you are not able to be involved in the country dialogue and beyond, connect with others who will be and channel your advocacy through them
• Work together with your group to clarify what you know and do not know, and work to agree who can best represent you in specific activities such as:
  • Proposal writing and analysis.

Some other suggestions are to:

• Develop a good relationship with the lead consultant and lobby for the ability to input directly into the funding request.
• Get access to electronic versions of drafts and make direct track changes to add text or comments.
• If you are on the writing team, organise daily briefs with other women and allies engaged in the overall process.
• Make use of all opportunities. For example, lobby other CCM representatives and other development partners like UNAIDS, WHO, PEPFAR, the Global Fund country team and other allies when you have the opportunity and need – and get them to support your asks.
• Agree who can represent you in the lend hand upper red big box on this slide and then see who has the skills necessary in the lower big red box on the right hand side of the slide.

You need to have

• Expertise and experience on specific priorities
• Financing and budgeting.
• Monitoring and evaluation
How to prepare
Planning backwards

The country should estimate when they plan to access funds

Next 3-year IP

Expanded grant short fall

Plan backwards

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Applying for Technical Assistance (TA) should be a top priority

- TA can support your participation
- **Apply for TA as soon as possible – now, if you have not already done so** – is essential to be sure the support you need can be available when you need it.
- In the red section on this slide you can see all the areas that you can apply for technical assistance on.
- In the yellow section you can see that there are several sources of Global Fund—specific TA. Including the Global Fund’s Community, Rights and Gender department (CRG) and funds managed by the French and German governments – [French Initiative 5%](#) and [GIZ BACKUP](#) (a German bilateral development agency).
- If you would like to know more about how to apply for TA from the Global Fund’s CRG, more information can be accessed through the links in the W4GF document in section 2.2.
- One thing we wanted to also highlight here for W4GF advocates is that if there is time consider advocating for a full HIV, malaria or [TB gender assessment](#) before the application process begins.
- You can also get support for of a **gender consultant** who knows how Global Fund processes to support women to develop your key recommendations.
• This is an important activity and a priority in your work.
• Good data can have a major influence on what gets included and funded in a Global Fund grant, because the Global Fund emphasizes data and evidence in all its decision-making processes.
• This can include data about services that communities want and need but are not able to access either because they are not available or they are poorly provided.
• Be ready with relevant data during the proposal-writing process, and be confident about the sources so that you can explain and defend the data.
• As you start to prioritise your asks:
  • look out for data that can support your priority issues and interventions
  • identify where you should go to get the best quality data and who might have it
  • identify allies in civil society or other sectors and share the data
• **Remember that allies in other agencies, including technical partners, might share your interests and commitments to gender equity so there may be possibilities to work well together at this stage.**
• Another new process is that the Global Fund Secretariat has created an **Essential Data Table** that aims to gather all country-relevant data in one place. The Secretariat plans to update all Essential Data Tables periodically. This will be available online this week.
• The Allocation Letter will give you a clear steer of any specific areas to note like if your country is eligible for catalytic funding.

• Especially important are the Global Fund’s Applicants’ Handbook and Modular Framework Handbook. The modular handbook provides guidance to countries on potential interventions in specific areas. The modular framework can help you decide where to prioritise attention to get what you want in the funding request.

• For example, if your country is going to apply for catalytic funding for work with adolescent girls and young women, then you should use the interventions as a guide and assess if the activities you want align with your national priorities. There is Guidance coming on this!

• You also need to be aware of other areas that you want to advocate for, and where they sit within the framework. This becomes important later on in the process when working groups focus on specific modules that countries will use to complete the applications so be prepared to engage with them.

• Another new process that is potentially useful is included in all funding requests in the implementation section, asking what role community-based organizations will play in implementation.

• This question about how communities will be engaged over the course of the grant programme offers another opportunity for having your priorities reflected and funded.

• Highlight this mandatory question throughout all stages of the application process, starting with proposal writing, and remind other people involved in the application process that the TRP (in particular) will be looking closely at this question area.
Formally reporting priority recommendations to the CCM, and other stakeholders.

- Develop a paper based on your priority areas and share with everyone including the writing team, key stakeholders with influence, and technical partners and donors that you know have a commitment to gender equity. See the sample in section 2.8.
- For each priority area, you should discuss the following:
  - **What the priority area is, as clearly and concretely as possible.** Be specific when listing activities and interventions within the priority area, because such information can also be useful for costing and budgeting purposes.
  - **How the priority area aligns with NSPs or national policies.**
  - Please noted that if you advocate for something that is not in the NSP you can still do this but you will need to make a strong case, based on quality data and that links to global guidance supporting the priority area.
  - The document you prepare will become a key point of reference for all women engaged and for the writing team. Formally submit this to the CCM and the lead writer.
  - The following are other important considerations for the priority recommendations report:
    - **Try to limit the number of priorities and the length of your overall report.** This will increase the likelihood that each priority will be reviewed and considered seriously by all involved in the writing process.
    - Quality is more important than quantity. Do not provide a laundry list; instead, take time to think of the **five key priorities that will have high impact for your country.** You should devote no more than two pages maximum to each priority area.
    - **Identify evidence as already mentioned to support each priority intervention.** Relevant data presented in a clear, direct way can increase the likelihood you will get what you want and need.
    - Look at what women in Zimbabwe did ahead of their country dialogue in 2017. They rallied around the key issues discussed in the paper, which also was attached to the country’s application to the CCM as a formal document. You can use that paper as a template for you to follow.
Applying for funding

Grant Making

1. Translation of the approved interventions, based on the TRP recommendations, into implementation-ready grants for Board approval and signature

2. Create work plan for the development of the grant documents

3. Negotiate grant documents and implementation details with Principal Recipients

4. Identify and mitigate capacity gaps and risks related to the grant implementers and grant implementation
Section 3: Additional suggestions and observations
Other issues Advocates might consider to influence Global Fund programmes
Other Key and Important Issues

• Request a formal process to select Principal Recipients (PRs) and Sub-Recipients (SRs)
• **Remain engaged to the very end of the application process.**
• Consider carefully the proportion of your country’s funding request that is allocated to buying medicines and other commodities and communities
• Highlight the issue of absorption capacity whenever relevant throughout the grant application process
• Put in place a process to monitor implementation and hold the CCM to account for action against your priorities
Now that we have come out of the replenishment, it is our responsibility to ensure that we are stewarding the resources allocated to us by our generous donors. Here are some steps that we can take at the funding request submission stage to support our applicants and meet the 2030 goals.
Thank you to the Global Fund!

Any questions?
For further questions or resources, please email us at: a2ftraining@theglobalfund.org
Gemma Oberth

Advice from a lead funding request writer
Thank you

Women4GlobalFund (W4GF) is a dynamic and global platform of women and gender equality advocates who share a deep commitment to ensuring that Global Fund programmes are gender transformative to meet the rights and specific needs of women and girls in all their diversity.

For more information, contact Sophie Dilmitis, Global Coordinator, Women4GlobalFund (W4GF) – sophie@women4gf.org, www.women4gf.org or https://www.facebook.com/women4globalfund/