

REQUEST FOR PROPOSALS

UNDERSTANDING BARRIERS AND RISKS FOR DEVELOPMENT FINANCE INSTITUTIONS TO INVEST IN NUTRITION AND DE-RISKING OPTIONS

Issued by
The Global Alliance for Improved Nutrition (GAIN)

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I. PROJECT BACKGROUND AND SCOPE OF WORK

1. ABOUT GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people.

At GAIN, we believe that everyone in the world should have access to nutritious and safe food. We work to understand and deliver specific solutions to the daily challenge of food insecurity faced by poor people. By understanding that there is no “one-size-fits-all” model, we develop alliances and build tailored programmes, using a variety of flexible models and approaches.

We build alliances between governments, local and global businesses, and civil society to deliver sustainable improvements at scale. We are part of a global network of partners working together to create sustainable solutions to malnutrition. Through alliances, we provide technical, financial and policy support to key participants in the food system. We use specific learning, evidence of impact, and results of projects and programmes to shape and influence the actions of others.

Headquartered in Geneva, Switzerland, GAIN has representative offices in The Netherlands, the United Kingdom, and the United States. In addition, we have country offices in Bangladesh, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, and Tanzania. Programmes and projects are carried out in a variety of other countries, particularly in Africa and Asia.

2. BACKGROUND

Global indicators for malnutrition and food security have remained stubbornly high in the past decade. Currently, the world is facing three interlinked crises: the persistent and increasingly negative impacts of climate change, the legacy of two years of COVID disruptions, and ongoing conflicts around the world, most visibly in Ukraine. These shocks have profound implications for food systems and, ultimately, the people who are impacted by these food systems. The current performance of our food systems has made these shocks more likely to occur and their impact more severe. These crises represent an opportunity to transform food systems in the medium term to mitigate the kinds of effects we are currently witnessing. It is an opportunity we must take.

Early 2023, GAIN will start the implementation of Making Markets Work for Food System Transformation (MMW2) programme. The goal of MMW2 is to strengthen and support the implementation of 10 country food system pathways so they can accelerate improvements in the consumption of safe nutritious food for all, especially the most vulnerable, produced in a sustainable way. This is key to accelerate progress towards the Sustainable Development Goals (SDGs), specifically SDG2 (Zero Hunger).

One of the workstreams under MMW2 is focused on aligning and increasing private sector finance for food system transformation. The private sector represents a diverse set of actors: investors (individual and institutional), companies (large and small, food and non-food), and financial institutions. Between them there are significant amounts of private sector finance in the food system, but too little of it is aligned with food system goals other than commercial return, important as that is for employment and public finance generation. Currently the incentives are not strong enough, or the costs are too high, for sufficient private sector resources to be directed towards non-commercial food system goals—such as improved nutrition.

From targeting investment solutions that improve access to fortified seeds for smallholder farmers, to investing in small- and medium-enterprises (SMEs) that produce and distribute safe and nutritious foods, investments in nutrition may take several forms. Their common characteristic is to have consumer nutrition at the core,

ultimately leading to improved access to, availability and/or affordability of nutritious safe foods, specifically for low-income consumers. MMW2 wants to stimulate the inclusion of this 'nutrition lens' to the work of private sector actors.

As part of the private sector workstream, GAIN is planning to work with development finance institutions (DFIs) to understand and mitigate the barriers currently holding them back from investing in nutrition-positive businesses in Africa, Asia and Latin America. A first step in this work is therefore to map the most relevant DFIs to work with, specifically those interested in nutrition (or closely related sectors, such as food, agriculture, or public health) as an investment theme. The next step is to understand what is preventing them from directing more funding towards nutrition (or nutrition-supporting investments in related sectors, such as food, agriculture, or public health) in order to design appropriate solutions. At present, we expect some of these solutions will involve de-risking mechanisms, but that is to be confirmed based on the results of the consultations with DFIs.

The purpose of this RFP is to engage services of a consultant to conduct an in-depth mapping of the DFIs active in investing in food systems, lead one-to-one confidential interviews with them on the barriers they see to focusing some of that investment on firms/initiatives that specifically support nutritious foods (including but not limited to risk), and highlight solutions to address those barriers. GAIN is issuing this Request for Proposal (RFP) and will be the administrative lead organisation for this RFP.

3. SCOPE OF WORK AND DELIVERABLES

The successful applicant shall provide the following services:

- Produce a complete mapping of DFIs, IFIs/regional institutions and relevant ministries active in food systems investing or with initial interest in nutrition as an investment theme
- Conduct at least 10 in-depth interviews with major DFIs and regional institutions to identify their barriers and risks to invest in nutrition
- Produce a report of a) level of interest and/or commitment to supporting nutrition in their portfolios and b) main barriers faced by DFI and regional institutions representatives to invest in nutrition and, most critically, potential solutions to address them

3.1. OBJECTIVES

The consultant will work with GAIN to produce a complete mapping of the most relevant DFIs and regional institutions in food system investing. The mapping will form the foundation of a series of one-to-one meetings with selected DFIs and regional institutions to identify their barriers and risks to invest in nutrition. The consultant will propose solutions to address the highlighted barriers.

3.2. DELIVERABLES

The consultant will work with GAIN to:

- Conduct preliminary consultations with GAIN's involved team members and understand their activities under the workstream of MMW2
- Perform a desk review and/or key informant interviews to create a comprehensive mapping of which DFIs and regional institutions are currently active in food systems investing, through which initiatives, and which DFIs and regional institutions have shown initial interest in nutrition as an investment theme
- Conduct one-to-one interviews with at least 10 major representatives of DFIs and regional institutions to understand their barriers to invest in nutrition and what potential de-risking solutions could stimulate them to open a safe and nutritious food window
- Perform an additional desk review of solutions that have been used in other sectors to address the types of barriers cited by the DFI and regional institutions interviewees

- Produce a draft report with summarised key barriers and potential solutions to address them
- Present main findings to GAIN and revise the draft report to a final report based on GAIN feedback

3.3. PROPOSED TIMELINE

The engagement is expected to commence by early February 2023 and is anticipated to be completed by July 2023.

3.4. CONTRACT TYPE AND BUDGET

The final contract will be a firm fixed price contract and is expected that the Offeror(s) selected will complete all services within the timeframe contemplated by the parties at the price fixed. The Offeror(s) should be selected on relevant experience, technical and financial proposals. Applicants are required to provide GAIN with a detailed budget in US Dollars (USD), including fees/travel/accommodation and any other direct costs to be incurred in the delivery of the Scope of Work. Include a brief narrative justification for line items included. The budget must be inclusive of all taxes/VAT and indirect costs. The final budget amount will have to be approved by GAIN prior to starting the project.

3.5. ELIGIBILITY REQUIREMENTS AND CRITERIA FOR PROPOSAL SELECTION

The consultant shall be an individual consultant or institution with the following expertise:

- Proven experience in conducting similar consultancy assignments
- Strong understanding and working knowledge of the DFI landscape and dynamics
- Technical experience in financial advisory in designing and advising on de-risking mechanisms to facilitate investments
- Working knowledge of food systems and nutrition
- Excellent communication skills in English, both oral and written

II. INSTRUCTIONS FOR RESPONDING

This section addresses the process for responding to this solicitation. Applicants are encouraged to review this prior to completing their responses.

1. CONTACT

Please direct all inquiries and other communications to the contact below. Responses will not be confidential except in cases where proprietary information is involved.

- Marijke Zonnenberg, Associate Nutritious Foods Financing, GAIN Netherlands
- Email: mzonnenberg@gainhealth.org

2. BUDGET

Applicants are required to provide GAIN with a detailed fee percentage proposal. The final budget amount will have to be approved by the organisation prior to starting the project.

3. FORMAT FOR PROPOSAL

The proposal needs to be formatted as two separate documents:

- Technical Proposal in pdf (word or ppt format as preferred) of maximum 10 pages excluding Appendixes. The proposal shall include:
 - Relevant background of the consultant (i.e. similar prior engagements, collaborations with relevant actors, experience in advising on de-risking mechanisms for investment, etc.)
 - Proposed team with relevant expertise and role
 - Detailed approach
 - Expected workplan and timeline to meet deliverables
 - References
- Financial Proposal:
 - Budget
 - Detailed budget justification
- Offer of services (see template attached under IV)

4. SUBMISSION

Originals should be submitted as follows:

An electronic copy containing the documents preferably in MS Word along with all the required information including the fee proposal should reach GAIN at the address mentioned below:

Email copy:

Marijke Zonnenberg

mzonnenberg@gainhealth.org

Please include 'DFIs Nutrition Investment' as reference in the email subject line

5. DEADLINE

Completed proposals should be submitted to GAIN, by email at mzonnenberg@gainhealth.org **before 23:59 Central European Time on December 16th, 2022.**

6. UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

- Proposals that are received after the RFP deadline at the specified receiving office.
- Proposals received by fax.
- Incomplete proposals.
- Proposals that are not signed.

7. REVISIONS

Proposals may be revised by electronic mail provided such revision(s) are received before the deadline.

8. ACCEPTANCE

GAIN will not necessarily accept the lowest cost or any of the Proposals submitted. Accordingly, eligibility requirements, evaluation criteria and mandatory requirements shall govern.

9. COMPLETION

- Proposals must be submitted on official letterhead of the lead organisation or firm and must be signed by a principal or authorising signatory of the lead firm or organisation.
- In case of errors in calculating overall costs, the unit costs will govern.
- It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. In the event that clarification is necessary, applicants are advised to contact the responsible person at GAIN under section II. point 1., prior to making their submission.
- While GAIN has used considerable efforts to ensure an accurate representation in this RFP, the information contained in this RFP is supplied solely as a guideline. The information is not warranted to be accurate by GAIN. Nothing in this RFP is intended to relieve applicants from forming their own opinions and conclusions with respect to the matters addressed in this RFP.
- By responding to this RFP, the applicant confirms its understanding that failing to comply with any of the RFP conditions may result in the disqualification of their submission.

10. RIGHTS OF REJECTION

GAIN reserves the right to reject any or all submissions or to cancel or withdraw this RFP for any reason and at its sole discretion without incurring any cost or liability for costs or damages incurred by any applicant, including, without limitation, any expenses incurred in the preparation of the submission. The applicant acknowledges and agrees that GAIN will not indemnify the applicant for any costs, expenses, payments or damages directly or indirectly linked to the preparation of the submission.

11. REFERENCES

GAIN reserves the right, before awarding the Proposal, to require the applicant to submit such evidence of qualifications as it may deem necessary, and will consider evidence concerning the financial, technical and other qualifications and abilities of the applicant.

12. RELEASE OF INFORMATION

After awarding the Proposal and upon written request to GAIN, only the following information will be released:

- Name of the successful applicant.
- The applicant's own individual ranking.
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III. TERMS AND CONDITIONS OF THIS SOLICITATION

1. NOTICE OF NON-BINDING SOLICITATION

GAIN reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal. GAIN additionally reserves the right to negotiate the substance of the successful applicants' proposals, as well as the option of accepting partial components of a proposal if deemed appropriate.

2. CONFIDENTIALITY

All information provided as part of this solicitation is considered confidential. In the event that any information is inappropriately released, GAIN will seek appropriate remedies as allowed. Proposals, discussions, and all information received in response to this solicitation will be held as strictly confidential.

3. RIGHT TO FINAL NEGOTIATIONS ON THE PROPOSAL

GAIN reserves the right to negotiate on the final costs, and the final scope of work of the proposal. GAIN reserves the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

4. EVALUATION CRITERIA

Proposals will be reviewed by the Selection Team. The following indicate a list of the significant criteria against which proposals will be assessed. This list is not exhaustive or 100% inclusive and is provided to enhance the applicants' ability to respond with substance.

Applicants are required to submit the following information, conforming to the guidelines given in this section:

- Understanding of the scope of work:
 - Proposal shall demonstrate a clear understanding of the project objective and deliverables as outlined in Section I.
- Demonstrate a clear understanding of the technical requirements of this RFP:
 - Providing detailed technical documentation of the proposed strategy.
 - Evidence of experience delivering solutions.
- The creative and methodological approaches required to implement each of the parts of the scope of work.
- Comprehensiveness of work plan and reasonableness of proposed time frame:
 - Proposal shall include a feasible work plan to ensure successful completion of deliverables.
 - The work plan details how activities will be coordinated.
- Detailed budget and cost-effectiveness of proposed approach:
 - Evidence of cost-effective approaches to undertaking the scope of work within the proposed budget.
 - Proposal shall identify possible challenges and include creative approaches to addressing them.
- Management and personnel plan:
 - The team members working on this project shall have the relevant qualifications and overall experience required to successfully implement the project.
 - Roles and responsibilities of each team member shall be clearly defined. GAIN shall have one main contact person clearly identified in the proposal.
- A duly completed offer of services.

GAIN reserves the right to contact the individuals and contractor(s) in order to verify the information provided as part of the Proposal.

5. REVIEW PROCESS

The review process will involve a Review Panel with participants selected by GAIN.

6. LIMITATIONS WITH REGARD TO THIRD PARTIES

GAIN does not represent, warrant, or act as agent for any third party as a result of this solicitation. This solicitation does not authorise any third party to bind or commit GAIN in any way without GAIN's express written consent.

7. COMMUNICATION

All communication regarding this solicitation shall be directed to appropriate parties at GAIN. Contacting third parties involved in the RFP, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the proposal.

8. FINAL ACCEPTANCE

Award of a Proposal does not imply acceptance of its terms and conditions. GAIN reserves the right to negotiate on the final terms and conditions including the costs and the scope of work when negotiating the final contract to be agreed between GAIN and the applicant.

9. VALIDITY PERIOD

The offer of services will remain valid for a period of 60 days after the Proposal closing date. In the event of award, the successful applicant will be expected to enter into a contract subject to GAIN's terms and conditions.

10. INTELLECTUAL PROPERTY

Subject to the terms of the contract to be concluded between GAIN and the applicant, the ownership of the intellectual property related to the scope of work of the contract, including technical information, know-how, processes, copyrights, models, drawings, source code and specifications developed by the applicant in performance of the contract shall vest entirely with GAIN.

11. SCOPE OF CHANGE

Once the contract is signed, no increase in the liability of GAIN or in the fees to be paid by GAIN for the services resulting from any change, modification or interpretation of the documents will be authorised or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.

IV. OFFER OF SERVICES

1. Offer submitted by:

(Print or type business, corporate name and address)

2. I (We) the undersigned hereby offer to GAIN, to furnish all necessary expertise, supervision, materials, and other things necessary to complete to the entire satisfaction of the Executive Director or authorised representative, the work as described in the Request for Proposal according to the terms and conditions of GAIN for the following prices:

- (a) Click or tap here to enter text.
- (b) Click or tap here to enter text.
- (c) Click or tap here to enter text.
- (d) Click or tap here to enter text.

3. I (We) agree that the Offer of Services will remain valid for a period of sixty days (60) calendar days after the date of its receipt by GAIN.

4. I (We) herewith submit the following:

- (a) A Proposal to undertake the work, in accordance with GAIN's requirements specified.
- (b) A duly completed offer of services, subject to the terms herein.

OFFERS WHICH DO NOT CONTAIN THE ABOVE-MENTIONED DOCUMENTATION OR DEVIATE FROM THE PRESCRIBED COSTING FORMAT MAY BE CONSIDERED INCOMPLETE AND NON-RESPONSIVE.

Date this day of Click or tap here to enter text. in Click or tap here to enter text.

_____ Click or tap here to enter text.

Signature (applicant)

_____ Click or tap here to enter text.

Signature (applicant)
