REQUEST FOR QUOTATIONS
Mobilising resources for food system transformation

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 produced in a sustainable way. We work to understand and deliver specific solutions to the daily challenge of food and nutrition 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. GAIN played a lead role in the planning of the UN Secretary General’s Food Systems Summit 2021, leading the preparatory workstream on safe and nutritious foods.

We build alliances between governments, local and global businesses, civil society and consumers 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 (country offices are locally registered to operate, but in most cases do not have independent legal status). Programmes and projects are carried out in these, and a few additional countries, in Africa and Asia, as well as globally.

2. BACKGROUND

The Global Alliance for Improved Nutrition (GAIN) is issuing this Request for Quotations (RFQ) to engage the services of one or several Service Provider(s) to deliver data, analysis and recommendations to inform our resource mobilisation activities.

GAIN has a strong track record of securing funding for its activities from institutional / statutory donors (multilateral and bilateral aid donors, major foundations). We have secured annual income of at least $40-50m over the last 5 years and have a strong forward pipeline of secure income for the next three years. We have strong relationships with bilateral / institutional donors (especially the Netherlands, Germany, Switzerland, Ireland, USAID, BMGF, CIFF). Details can be found in our Financial Statements.

We are keen to explore the possibilities (opportunities, costs and risks) to diversify and expand our income sources in the following areas

- to expand our relationships to a wider range of donors within the public channel (bilaterals / multilaterals) where we do not already have strong relationships – this includes for example, the EU, some European, Middle East and Asian donors, development banks. As we have a new strand of work linking safe and nutritious foods to sustainable production (including environmental and climate issues) we are looking for ways to explore new funding sources which offer the opportunity to link food and environment together.

- assess the potential and costs to increase income from channels with which we are less familiar, particularly private foundations / HNWI and corporate funds. Though we have some modest experience with wealthy individual or family donors and corporate partners, this has been largely opportunistic. We know that expansion in these spaces presents challenges – particularly in identifying and cultivating new relationships and in managing potential conflicts of interest and/or reputational issues. We need more information on different models and approaches to be able to assess the risks as well as benefits.

We are seeking to mobilise resources to support across GAIN’s portfolio of food systems interventions, knowledge and influencing work, but with a particular focus on funding for projects in Asia. To inform our strategy, we are seeking information on the potential prospects, cost and operational implications, opportunities and risks of targeting these donor segments.
We have identified four priority focus areas in which we are seeking analysis and advice. Quotations may address one or more, or all of the following:

1. Private foundations and high net worth individuals
2. Private sector funding
3. The European Union
4. OECD/Multilateral donors

3. SCOPE OF WORK AND DELIVERABLES

3.1. PRIVATE FOUNDATIONS AND HIGH NET WORTH INDIVIDUALS:

The successful applicant shall present a report identifying promising new approaches for resource mobilisation for GAIN from private foundations and high net worth individuals.

3.1.1. OBJECTIVES

3.1.1.1. Provide an overview of this sector and identify most promising strategies for an organisation like GAIN to build a portfolio in this space
3.1.1.2. Learning from other organisations.
3.1.1.3. Identification of strong prospects in the short term.

3.1.2. DELIVERABLES

3.1.2.1. Report including:
   3.1.2.1.1. scoping setting out the landscape in this sector – identifying different types of donors in this space, key characteristics and standard approaches, range of interests including geographies, to cover HNWI/UHNWI, family funds, private foundations in the wider development space
   3.1.2.1.2. analysis of approaches/options for an organisation like GAIN to build a portfolio in this space: which are the most profitable approaches, what resources would need to be invested for mobilisation and stewardship of such grants (staff, funds), what ways of working would need to be adopted (programmatic/operational).
   3.1.2.1.3. analysis of GAIN potential in this space (including cost-benefit, funding prospects, timescale for ROI)
   3.1.2.1.4. Case study or summary of lessons from other organisations that have expanded resource mobilisation in this way

3.1.2.2. List of strong prospects in the short term, particularly for Asian projects, including contacts or approach strategies.

3.2. PRIVATE SECTOR:

The successful applicant shall present a report identifying potential approaches for resource mobilisation for nutrition projects from the private sector (corporate social responsibility or corporate partnerships), taking into account the particular challenges for non-profit actors in this sector.

3.2.1. OBJECTIVES

3.2.1.1. Provide an overview of this sector and identify most promising strategies (including consideration of risks and safeguards) for an organisation like GAIN to build a portfolio in this space
3.2.1.2. Learning from other organisations.
3.2.1.3. Identification of strong prospects in the short term.

3.2.2. DELIVERABLES

3.2.2.1. Report including:
   3.2.2.1.1. scoping setting out the landscape in this sector – identifying different types of donors in this space, key characteristics and standard approaches, to cover corporate foundations, corporate social responsibility funds, corporate sponsorships and other forms of partnership
   3.2.2.1.2. setting out the strategies/models for an organisation like GAIN to build a portfolio in this space: which are the most profitable approaches, what resources would need to be invested for mobilisation and stewardship of such income (staff, funds), what ways of working would need to be adopted,
particularly addressing the risks of corporate partnerships and how these can be managed.

3.2.2.1.3. analysis of GAIN potential in this space (including cost-benefit, funding prospects, reputational risks, timescale for ROI)
3.2.2.1.4. Case study or summary of lessons from other organisations that have expanded resource mobilisation in this way (e.g. conditions set by current recipients and modalities)
3.2.2.2. list of strong prospects in the short term, including contacts or approach strategies.

3.3. EUROPEAN UNION:
The successful applicant shall present a report identifying promising new approaches for resource mobilisation for GAIN from the European Union.

3.3.1. OBJECTIVES
3.3.1.1. Provide an overview of the funding avenues of the European Commission suitable for GAIN’s work
3.3.1.2. Assess and make recommendations to strengthen GAIN eligibility and capacity to receive European Commission funding

3.3.2. DELIVERABLES
3.3.2.1. Report including:
3.3.2.1.1. Mapping of European Commission funding for development with key features of main funding mechanisms for work on food systems, including identification of relevant open or forthcoming opportunities
3.3.2.1.2. Analysis of legal status / eligibility requirements for each mechanism and assessment of GAIN’s ability to meet these with recommendations for measures to maximise eligibility
3.3.2.1.3. Recommendations for approaches to partnering / forming or joining consortia
3.3.2.1.4. Recommendations for operational considerations for managing European contracts

3.4. OECD/MULTILATERAL AID DONORS:
The successful applicant shall present a report identifying promising new approaches for resource mobilisation for GAIN from the OECD/Multilateral aid donor sector beyond GAIN’s existing relationships. As GAIN has a successful track record in this space, we are particularly looking for information on future directions in the sector (policy priorities, funding modalities); relevant thematic opportunities (beyond nutrition priorities but relevant to food systems); donors with whom we are not currently familiar; comparators/competitors in this space. GAIN will provide further information on current relationships to the selected consultant.

3.4.1. OBJECTIVES
3.4.1.1. Provide an overview of this sector and identify most promising strategies for an organisation like GAIN to expand its portfolio in this space
3.4.1.2. Learning from other organisations.
3.4.1.3. Identification of strong prospects in the short term.

3.4.2. DELIVERABLES
3.4.2.1. Report including:
3.4.2.1.1. scoping setting out the landscape in this sector – mapping aid flows in the food system space, identifying donor policy priorities in food systems, key characteristics and standard approaches to funding NGOs, to cover all OECD and aid donors and development banks
3.4.2.1.2. identification of alignment between policy priorities and GAIN portfolio and avenues / mechanisms for approaches
3.4.2.1.3. Mapping of other organisations in the food systems space who are currently receiving these funds and their sources of aid funding
3.4.2.2. list of strong prospects in the short term, including contacts or approach strategies.
3.5. APPROACH
For all of the above we expect the following activities. Quotes should show resources and duration required for each activity for each focus area in which they are offering services.

3.5.1. ACTIVITIES
3.5.1.1. Initial Consultation with GAIN team to understand requirements
3.5.1.2. Finalisation of scope of work for contract
3.5.1.3. In-depth analysis of current GAIN position / portfolio
3.5.1.4. Data collection
3.5.1.5. Data analysis
3.5.1.6. Preparation and submission of draft report for review by GAIN
3.5.1.7. Revision and finalisation of report

3.5.2. TIMELINE
All reports due by 31 May 2022.

INSTRUCTIONS FOR RESPONDING
This section addresses the process for responding to this request for quotations. 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.

Catherine Gee, Head of Development Office, GAIN London.
E-mail: cgee@gainhealth.org.

2. FORMAT
Consultants are invited to quote for any one focus area from the four set out above, or a combination of multiple or all topics.

The quotation should clearly identify which scope(s) it addresses. It should briefly set out the activities to be undertaken for each. Any addition, clarification, qualification or alteration of the approach set out in 3.5 should be described and justified.

The quotation must be supported by a capacity statement for the organisation with examples of (and preferably links to) similar previous work.

3. BUDGET
Applicants are required to provide GAIN with a detailed quotation showing fees per activity (number of days, level of expertise, unit cost), plus a breakdown of any direct cost and overhead.

4. DEADLINE
Completed quotations should be submitted to GAIN by 18 March 2022

5. RIGHTS OF REJECTION
GAIN reserves the right to reject any or all submissions or to cancel or withdraw this RFQ 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.

6. REFERENCES
GAIN reserves the right, before awarding the contract, 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.