



**GREEN
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19 October, 2017

Reference: GCF/RFP/2017/C/017

CLARIFICATION NO. 1

Request for Proposals for Provision of consultancy services for development of a strategic road map for maximizing GCF’s engagement with the Private sector both local and global including development of Private Sector Facility (PSF) Division’s business plan options.

The GCF is hereby communicating to all potential Proposers answers to the requests for clarifications received.

Clarification requested	GCF Response
Could you provide us with an indication of how much time is likely to be required of the team members to be in Songdo for the purpose of collaborating/working with the PSF team?	Up to 10 days including presentation of the Interim and Final Results.
Could you clarify what is required in paragraph 5 of the terms of reference (section 3.1 Demand side analysis)? More particularly, could you clarify how you see the interaction between the 5-year program on PPPs and the 15-year business plan? Could you also clarify whether the analysis required in this paragraph would also cover GCF’s engagement with PPPs on the public side?	<p>It is for the consulting firm to know that GCF is supporting countries meet their commitments under the Paris agreement, and PSF is supporting all countries to involve the private sector (local and global) to meet those challenges. The demand side will focus on looking at the following materials- via desk review:</p> <ul style="list-style-type: none"> a. Detailed INDC Reports of Client Countries and Country Programs- Example <p>http://www4.unfccc.int/submissions/INDC/Publiched%20Documents/Tunisia/1/INDC-Tunisia-English%20Version.pdf</p> <ul style="list-style-type: none"> b. Analysis done by the PSF Team summarized on various report- c. GCF Internal Reports d. Interviews with Selected Sample of GCF Staff, NDAs and select AEs; e. Knowledge of the Consulting firm

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Annex 3 (“Evaluation criteria”) defines two different methods for the evaluation of financial proposals (respectively section D and F). Could you confirm what evaluation method will be used?

The Evaluation Process will be as follows:-

A reviewing committee shall be established to evaluate each technical proposal. The technical proposal is evaluated individually on the basis of its responsiveness to the technical requirements and will be assessed and scored according to the evaluation criteria set out in the RFP. Technical proposals that score at least 75 points out of 100 will be considered as qualified for the review of financial proposal. Any proposal less than that will be disqualified from proceeding to the next step and its financial proposal shall be returned unopened following the award of the contract.

The financial proposal of all proposers which have attained the minimum score in the technical evaluation will be evaluated subsequently. The lowest evaluated Financial Proposal (Fm) is given the maximum financial score (Sf) of 100. The formula for determining the financial scores (Sf) of all other Proposals is calculated as following:

$Sf = 100 \times Fm / F$, in which “Sf” is the financial score, “Fm” is the lowest price, and “F” is the price of the proposal under consideration.

Consolidated evaluation

The weights given to the Technical (T) and Financial (P) Proposals are:

T = 0.70, and

P = 0.30

Proposals will be ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following:

$S = St \times T\% + Sf \times P\%$.

The firm achieving the highest combined technical and financial score will be invited for contract negotiations.

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<p>The deliverable schedule indicated in the terms of reference is the following:</p> <p><i>The Duration of the Engagement is expected to be approximately 12 weeks.</i></p> <p><i>Draft Report will be due on December 10th, 2017; and</i></p> <p><i>Final report due on: January 10th, 2018</i></p> <p>However, the contract signing date is scheduled to be on October 31st. in Annex 6, which would mean that the final report would be due on January 23rd. Could you clarify the schedule of the assignment? More particularly, does the PSF intend to present the results of this study at B.19?</p>	<p>As stated in the RFP, the target dates in Annex 6 may be adjusted.</p> <p>The Final Report is expected by January 30th, 2017.</p>
<p>Under 3.1.(3) are there expectations of any in-country missions?</p>	<p>Not at this stage</p>
<p>Under 3.1.(5) it is written that "The consultants will review and outline a clear analysis on areas for Private-Public Partnership (PPP) as per Annex 1". Does Annex 1 refer to a separate document?</p>	<p>Kindly note that the reference to Annex 1 was a typo. The paragraph should read as follows:-</p> <p>5. The consultants will review and outline a clear analysis on areas for Private-Public Partnership (PPP) and the best practices of the private sector and PPP model, 5-year program on how to engage both private sector local and global including the development of the PPPs and what team structures will be needed to undertake this work.</p>
<p>Is the mapping exercise referred to under 3.2.(7) expected to be done qualitatively or quantitatively?</p>	<p>Both- Quantitatively and Qualitatively</p>
<p>Under 3.2.(9) it is asked that the analysis be done "at the developing countries level". Is this analysis expected to be produced for every country or for a representative sample?</p>	<p>Yes</p>
<p>Our assumption is that a greater level of effort will be dedicated to 3.3 than to the two other workstreams. Please confirm if that is not the case.</p>	<p>To do a great job at 3.3, it is key that 3.1 and 3.2 are well done and best covered. Hence, all sections are important.</p>

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<p>As part of the deliverables under 3.3 can you confirm that there is a requirement to deliver a financial model?</p>	<p>Yes, it is expected that a simple model outlining the various scenarios and expected business models will be shared.</p>
<p>Please may you clarify what you mean by "showcasing middle income countries" under 3.3.(11)?</p>	<p>It is key to distinguish sample countries by level of development to ensure that PSF strategy is fit for purpose.</p>
<p>For the demand side analysis, do you expect the consultant to analyze all countries eligible for GCF funding or a limited set? If we should assume a limited set, should we propose a sample set of countries or will you select the countries? How many countries should we plan for?</p>	<p>Yes all developing countries, and some can be grouped at the regional level- but it is key to do this as comprehensively as possible.</p>
<p>For the supply side analysis, in addition to the global funding flow analysis, should we assume that we should analyze national funding flows for a sample set of countries? Will you propose the countries, or should we propose them? How many countries should we plan for?</p>	<p>It is expected that the flows are done by region and countries to fully depict the nature of supply that is available for both mitigation and adaptation at the country level. Given limited supply of funds in this space, this can be done through interviews. For Adaptation, other than GEF and Adaptation, there are no other avenues. WRI did a report on this, and that can be a starting point- to be shared.</p>
<p>To what extent should we plan to engage directly with regional advisors, country representatives, public and private, Climate Funds and other relevant actors?</p>	<p>It is key to engage with Country Programming Specialists, Regional Advisors and other entities involved in the Climate Space. PSF will organize the interactions with the internal stakeholders.</p>
<p>Could you share an example briefing from a Structured Dialogue event?</p>	<p>Not at this stage- as some notes are not public. We are sharing an example of INDCs of few countries clearly depicting where the needs are.</p> <p>http://www4.unfccc.int/submissions/INDC/PublishedDocuments/Tunisia/1/INDC-Tunisia-English%20Version.pdf</p>
<p>Deadline for submission</p>	<p>The deadline for submission of proposals has been extended to Thursday , 2nd November, 2017 at 17.00 hours Korean Time</p>

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