

Date: 21 September 2017

Reference: RFP 2017/C/017

Request for proposals (RFP 2017/C/ 017)

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.

1. Background

- 1.1 The Green Climate Fund (Fund) was established with the purpose of making a significant and ambitious contribution to the global efforts towards attaining the goals set by the international community to combat climate change. In the context of sustainable development, the Fund will promote a paradigm shift towards low-emission and climate-resilient development pathways by providing support to developing countries to limit or reduce their greenhouse gas emissions and to adapt to the impacts of climate change. The Fund's headquarters are located in Songdo, Incheon City, Republic of Korea.
- 1.2 The GCF was designated as an operating entity of the financial mechanism of the United Nations Framework Convention on Climate Change ("UNFCCC"). It is governed and supervised by a Board that has responsibility for funding decisions pursuant to the Governing Instrument for the Green Climate Fund. It is supported by an independent Secretariat, accountable to the Board, having management capabilities to execute day-to-day operations of the GCF, providing administrative, legal and financial expertise.

2. Invitation

- 2.1 Through this request for proposals ("RFP"), the GCF is seeking to contract a qualified, reputable and experienced Firm to develop a strategic road map for maximizing GCF's engagement with the Private sector both local and global including development of Private Sector Facility's (PSF) business plan options. The terms of reference included in Annex 1 provides the details of the assignment and expected deliverables.
- 2.2 Sealed Proposals must be submitted to the Secretariat no later than **Thursday, 19 October, 2017 at 5.00 pm** Korean time.
- 2.2 The RFP includes the following annexes:

| | |
|---------|----------------------------------|
| Annex 1 | Terms of Reference |
| Annex 2 | Requirement for Firm's Proposals |
| Annex 3 | Evaluation Criteria |
| Annex 4 | Company Profile Form |
| Annex 5 | Acknowledgement Letter |
| Annex 6 | Timeline |
| Annex 7 | Model Contract |

- 2.3 The terms set forth in this RFP, including all the annexes listed above, will form part of any contract, should the Secretariat accept your proposal. Any such contract will require compliance with all factual statements and representations made in the proposal, subject to any modifications agreed to by the Secretariat in the context of any negotiations entered into it.



- 2.4 The GCF may, at its discretion, cancel the requirement in part or in whole. It also reserves the right to accept or reject any proposal and to annul the selection process and reject all proposals at any time prior to selection, without thereby incurring any liability to proposers/firms.
- 2.5 Proposers may withdraw the proposal after submission provided that written notice of withdrawal is received by the GCF prior to the deadline prescribed for submission of proposals. No proposal may be modified subsequent to the deadline for submission of proposals. No proposal may be withdrawn in the interval between the deadline for submission of proposals and the expiration of the period of proposal validity.
- 2.6 All proposals shall remain valid and open for acceptance for a period of 90 calendar days after the date specified for receipt of proposals. A proposal valid for a shorter period may be rejected. In exceptional circumstances, the GCF may solicit the proposer's consent to an extension of the period of validity. The request and the responses thereto shall be made in writing.
- 2.7 Effective with the release of this solicitation, all communications must be directed only to Procurement Specialist by email at procurement@gcfund.org. Proposers must not communicate with any other personnel of the GCF regarding this RFP.
- 2.8 This RFP is issued under the GCF Administrative Procurement Guidelines¹. Information regarding the guidelines can be found at http://www.greenclimate.fund/documents/20182/574763/GCF_policy_-_Administrative_Guidelines_on_Procurement.pdf/b767d68e-f8b7-46d1-a18c-b6541f3dc010

3. Request for Clarification of RFP Documents

- 3.1 A prospective proposer requiring any clarification of the solicitation documents may notify the GCF in writing at the GCF mailing or to the email address procurement@gcfund.org by the specified date and time mentioned in Annex 6. The GCF will respond in writing to any request for clarification of the solicitation documents that it receives by the due date published on Annex 6. Written copies of the GCF response (including an explanation of the query but without identifying the source of inquiry) will be sent to all prospective proposers that have received the solicitation documents.
- 3.2 The RFP has been sent to other shortlisted bidders and therefore the results of any clarification exercise (including an explanation of the query but without identifying the source of inquiry) will be shared with all the shortlisted bidders.

4. Amendments to RFP Documents

- 4.1 At any time prior to the deadline for submission of proposals, the GCF may, for any reason, whether at its own initiative or in response to a clarification requested by a prospective proposer, modify the RFP documents by amendment. All prospective proposers that have received the RFP documents will be notified in writing of all amendments to the RFP documents.
- 4.2 In order to allow prospective proposers reasonable time in which to take the amendment into account in preparing their proposals, the GCF may, at its sole discretion, extend the deadline for the submission of proposal.

5. Language of Proposals

- 5.1 The proposals prepared by the proposer and all correspondence and documents relating to the proposal exchanged by the proposer and the GCF, shall be written in English. Supporting documents and printed literature furnished by the proposer may be in another language provided they are accompanied by an

¹ Annex 2 "Corporate Procurement Guidelines on the Use of Consultants"



appropriate translation of all relevant passages in English. In any such case, for interpretation of the proposal, the translation shall prevail. The sole responsibility for translation and the accuracy thereof shall be the responsibility of the proposer.

6. Submission of Proposals

- 6.1 Proposers shall submit their proposal in hard and/or soft copy. Technical and financial proposals must be submitted simultaneously in separate sealed envelopes with the RFP reference and the clear description of the proposal (technical or financial) by the date and time stipulated in Annex 6. The two envelopes must be sealed in an outer envelope with the RFP reference and title.
- 6.2 Proposals must be sent ONLY to the address detailed below. Proposals sent to other addresses or to individuals will put offerors' proposals at risk of being rejected. Proposals sent via fax WILL NOT BE ACCEPTED.
- 6.3 Submission in hard copy may be done by post, courier or hand delivered. Both inner envelopes should indicate the name and address of the proposer. The first inner envelope should contain the proposer's technical proposal with copies duly marked "original" and "copy". The second inner envelope should include the financial proposal duly identified as such. If the envelopes are not sealed and marked as instructed, the GCF assumes no responsibility for the misplacement or premature opening of the proposals submitted.
- 6.4 Technical proposals shall be submitted in one (1) original envelope, clearly marked as technical proposal with two (2) additional copies and one (1) soft copy in the form of a CD or USB flash drive. Technical proposals (original, copies and soft copy) must be sealed in a specially marked envelope/package labelled:

RFP No (RFP/2017/C/017) – 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. – TECHNICAL PROPOSAL- (name and address of proposer)

- 6.5 Financial proposals should be submitted in one (1) original envelope on the forms prescribed herein. Financial proposals should be sealed separately in a specially marked envelope labelled:

DO NOT OPEN– RFP No (RFP/2017/C/017) – 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- (name and address of proposer).

- 6.6 Proposers are strongly recommended to use recycled paper for all printed and photocopied documents related to the submission of this proposal and fulfilment of this contract and shall, whenever practicable, use both sides of the paper.
- 6.7 Hard copies must be delivered to:

Green Climate Fund
11 Floor, G-Tower, 175, Art Center-daero
Yeonsu-gu, Incheon 406-840
Republic of Korea

Attention: Procurement Specialist

Proposals can also be sent via email to the following email address:
procurement@gcfund.org

Where proposals are sent via email, the Financial Proposal shall be password protected. The authorized procurement officer will contact the bidders that pass the qualifying technical score for the password to open the Financial proposal. Financial Proposals that will be submitted without password protection shall be rejected for non compliance.

- 6.8 All prospective proposers are kindly requested to return the completed Acknowledgement Letter of RFP receipt (Annex 5) by the date indicated in Annex 6, duly signed by an authorized representative, via email, advising whether it intends to submit a proposal by the designated closing date/time. Please also notify the Procurement Specialist immediately if any part of this RFP is missing and/or illegible.

7. Late proposals

- 7.1 Any proposals received by the GCF after the deadline for submission of proposals prescribed in Annex 6 of this document may be rejected.

8. Opening of Technical Proposals

- 8.1 Technical Proposals will be opened on the date indicated in Annex 6 in the room designated for this purpose at the premises of the Secretariat of the GCF. The purpose of this public opening is to record the names of proposers having submitted proposals by the due date and time. Only technical proposals will be opened at the public opening. The financial proposals will not be opened. Proposers submitting proposals are welcome to send one (1) representative, with proper authorization from their company, to observe the opening and recording of proposals received.

9. Opening of Financial Proposals

- 9.1 After the technical evaluation is completed, the GCF shall notify those Proposers whose Proposals did not meet the minimum qualifying technical score that their Financial Proposals will be returned unopened after completing the selection process and Contract signing. GCF shall simultaneously notify in writing those Proposers that have achieved the minimum qualifying technical score and inform them of the date, time and location for the opening of the Financial Proposals.
- 9.2 At the opening, the names of the Proposers, and their overall technical scores shall be read aloud. The Financial Proposals shall be then opened, and the total prices read aloud and recorded.

10. Corrupt, Fraudulent, Coercive, Collusive and other Prohibited Practices.

- 10.1 The GCF requires that all GCF staff, proposers/bidders, suppliers, service providers and any other person or entity involved in GCF-related activities observe the highest standard of ethics during the procurement and execution of all contracts. The GCF may reject any proposal put forward by proposers, or where applicable, terminate their contract, if it is determined that they have engaged in corrupt, fraudulent, coercive, collusive or other prohibited practices.

11. Conflict of Interest

- 11.1 In their proposal, proposers must (i) confirm that, based on their current best knowledge, there are no real or potential conflicts of interest involved in rendering Services for the GCF, and (ii) set out their policy on dealing with conflicts of interest should these arise.

12. Confidentiality

- 12.1 Information relating to the evaluation of proposals and recommendations concerning selection of Firms will not be disclosed to Firms that submitted proposals.

Terms of Reference

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.

I. Background

1. At its sixteenth meeting, the Green Climate Fund (GCF) Board approved the priorities of the work programme of the Secretariat for 2017 (Decision B.16/01). As part of the 2017 work programme, the Private Sector Facility (PSF) will develop a strategic road map for engagement with private sectors to determine areas of uniqueness, complementarity and collaboration in the climate finance space with the ultimate goal to develop a business plan.

II. Scope of Work

2. The strategic road map will include the following elements:
- (a) The Consultant will analyze the needs of the developing countries from demand perspectives and overlay this analysis on where and how countries can engage the private sector (local and global). In particular, the consultants will provide strong input on how best the GCF can maximize its engagements with the private sector in climate action, and in supporting governments meet their commitments under the Paris agreement. This analysis will also include a clear detail on where Private-Public Partnerships (PPSs) are the most effective mechanism.
 - (b) A map of the main climate finance architecture actors (supply side) in developing countries (e.g., government agencies, Development Financial Institutions (DFIs), institutional investors, Financial Institutions and corporates) indicating:
 - (i) Who does what;
 - (ii) What products or services they are offering;
 - (iii) Who are the concessional finance providers;
 - (iv) What are the nature and the types of financing available; and finally
 - (v) Analyzing the strategic and competitive advantage of the various actors.
 - (c) A delineation of where GCF's value proposition is unique, additional and complementary;
 - (d) An identification of the areas GCF should lead versus the areas it should partner with other climate finance providers versus the areas GCF has the greatest potential to mobilize large amounts of private sector capital;
 - (e) An outline of the choices that GCF can make in its approach and potential outcome, the risks and issues;
 - (f) A strategy for PSF to maximize its impact by effectively deploying limited capital . The strategy should include various scenarios for the business plan.

III. Methodology

3. The roadmap will be developed by the selected consultant(s) in collaboration with both GCF and PSF Management. The surveys and mapping will involve interactions with CPD Director to engage with National Designated Authorities (NDA) and Focal Points in developing countries and selected countries and regional/global private sector players. Tasks for the consultant(s) will include, but are not limited to the following elements:

3.1 Demand Side Analysis

4. General Demand Analysis (desk review): This will involve clear analysis of the country programs by engaging with Division of Country Programme (DCP), Division of Mitigation and Adaptation (DMA) and reviewing the following documents:

- (a) Analysis of barriers to crowding-in and maximizing the engagement of the private sector, including Private Sector Advisory Group recommendations (GCF/B.17/03);
- (b) Operational Framework on complementarity and coherence (GCf/B17/08); and
- (c) Other documents to be provided upon start of the consultancy work.

3. In addition, the consultants will review and analyze briefings from Structured Dialogue events, information received from National Designated Authorities (NDAs) and focal points under the guidance of DCP and analysis of the private sector in developing countries. The consultants are also expected to use their knowledge and contacts in the developing countries to further engage with players on both the demand and the supply side at global and local level.

4. The consultants will analyze the demand at the country level for following business activities of PSF today:

- (a) De-risk investments;
- (b) Bundle small projects into larger portfolios;
- (c) Support capacity building;
- (d) Develop public-private climate-resilient infrastructure; and
- (e) Encourage innovation.

5. The consultants will review and outline a clear analysis on areas for Private-Public Partnership (PPP) as per Annex 1, 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.

6. The consultants will also explore ways GCF and PSF can play in for South-South contribution to the climate space.

3.2 Supply side analysis

7. Mapping the entire climate finance flows and architecture to determine where GCF can be unique and additive in engaging private sector players, catalytic in funding pilot programmes and mobilizing additional capital resources.

8. The analysis should include not only current players, but also future additional sources of climate finance, including both public and private sectors. The final report should comprehensively detail following elements:

- (a) Mapping of all dedicated public sector funds starting with the recent World Resources Institute (WRI) report;
- (b) Other climate finance funds not considered in this WRI report;

- (c) Official Development Assistance (ODA) flows for climate finance;
 - (d) Development finance as well as international finance flows; and
 - (e) Other private sector funds.
9. The analysis should be done at the developing countries level depicting the origin of these flows and their destination in terms of geography as well as GCF's eight results areas (mitigation and adaptation)².

3.3 Business Plan Development

10. Development of a business plan will include various scenarios for PSF with metrics of deliverables, re-affirmation of the staff requirements and structure of PSF. This will comprise of building a 15-year financial projection horizon model assuming a synthetic portfolio based on:
- (a) Existing approved projects; and
 - (b) Various scenarios assuming different strategies and investment volumes in the future as per the proposed business plan.
11. The plan should include generation of several projection scenarios and sensitivities assuming different investment volumes, products and services for each group of countries, profitability, risk-adjusted returns, etc. For each scenario, the model's output should include a cash flow projection for disbursements and reflows, PSF's budget, staff headcount (including hierarchical breakdown) with a specific count of overhead expenses (mission, conferences, training and other ancillary activities), and explanation of following elements:
- (a) The business plan outlining for both adaptation and mitigation projects, different approaches that will yield the highest CO₂ reduction and build climate resilience;
 - (b) The sustainability of the business models assuming various scenarios considering product mix (e.g., loan, equity, guarantees, risk insurance, and grants) based on both supply and demand analysis. This should incorporate assumptions for GCF replenishment and allocation to PSF;
 - (c) The implications of different strategies on staffing; potential operational issues and solutions;
 - (d) Showcasing a representative group of countries - for instance, analyzing a group of LDCs and SIDS outlining financing needs and how the PSF strategy will help them; and
 - (e) Showcasing middle income countries and how the proposed strategy will meet their needs.

IV. Deliverables

12. The product will be both a detailed paper and a power point presentation summarizing the proposed strategy to support the Board's discussions.
13. Given the scope of the study, the work will be divided into sub-deliverables, to be agreed with the successful consultant(s) as outlined in the Terms of References.
14. Bi-weekly interactions with PSF management and Specialists will be critical.
15. The Duration of the Engagement is expected to be approximately 12 weeks.
- (a) Draft Report will be due on December 10th, 2017; and
 - (b) Final report due on: January 10th, 2018

² https://www.greenclimate.fund/documents/20182/24940/GCF_B.06_03_-_Additional_Result_Areas_and_Indicators_for_Adaptation_Activities.pdf/f4d8b6f0-72d8-47c4-8fc5-bdf0479c3839



Annex 2

Requirements for Firms' Proposals Technical Proposal

The technical proposal will be submitted in a separately sealed envelope and will address all aspects of the Terms of Reference. The Technical Proposal shall have all the necessary details in response to the TOR and the proposer shall fill in the technical Forms (TECH Forms) which follow in this annex and which must be filled in accordingly.



TECH Forms

Form TECH-1: Technical Proposal Submission Form

[Location, Date]

To: [Name and address of Client]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial.

We are submitting our Proposal in association with: [Insert a list with full name and address of each associated Consultant if submitting as an association]

We hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to our disqualification.

If negotiations are held during the period of validity of the Proposal, i.e., before the date indicated in Paragraph Reference 2.6 of the RFP, we undertake to negotiate on the basis of the proposed staff, methodology and approach. Our Proposal is binding upon us and subject to the modifications resulting from Contract negotiations.

We undertake, if our Proposal is accepted, to initiate the consulting services related to the assignment .

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: __

Name of Firm: .

Address: _____



Form TECH-2: Consultant's Organization and Experience

A - Consultant's Organization

[Provide here a brief (two pages) description of the background and organization of your firm/entity and each associate for this assignment.]

B - Consultant's Experience

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually as a corporate entity or as one of the major companies within an association, for carrying out consulting services similar to the ones requested under this assignment. Use not more than 20 pages.]

| | |
|--|---|
| Assignment name: | Approx. value of the contract (in current US\$ or Euro): |
| Country: Location within country: | Duration of assignment (months): |
| Name of Client: | Total N° of staff-months of the assignment: |
| Address: | Approx. value of the services provided by your firm under the contract (in current US\$ or Euro): |
| Start date (month/year): Completion date (month/year): | N° of professional staff-months provided by associated Consultants: |
| Name of associated Consultants, if any: | Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader): |
| Narrative description of Project: | |
| Description of actual services provided by your staff within the assignment: | |

Firm's Name: _____



Form TECH-3: Comments and Suggestions on the Terms of Reference and on Counterpart Staff and Facilities to be Provided by the Client

On the Terms of Reference

[Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.]



Form TECH-4: Description of Approach, Methodology and Work Plan for Performing the Assignment

[Technical approach, methodology and work plan are key components of the Technical Proposal. You are suggested to present your Technical Proposal (Not more than 40 pages, inclusive of charts and diagrams) divided into the following three chapters:

- a) Technical Approach and Methodology,*
- b) Work Plan, and*
- c) Organization and Staffing,*

a) Technical Approach and Methodology. In this chapter you should explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

b) Work Plan. In this chapter you should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the Client), and delivery dates of the reports. The proposed work plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here. The work plan should be consistent with the Work Schedule of Form TECH-8.

c) Organization and Staffing. In this chapter you should propose the structure and composition of your team. You should list the main disciplines of the assignment, the key expert responsible, and proposed technical and support staff.]



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Form TECH-5: Team Composition and Task Assignments

| Professional Staff | | | | |
|--------------------|------|-------------------|-------------------|---------------|
| Name of Staff | Firm | Area of Expertise | Position Assigned | Task Assigned |
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Form TECH-6: Curriculum Vitae (CV) for Proposed Professional Staff

1. **Proposed Position** [*only one candidate shall be nominated for each position*]: _____

2. **Name of Firm** [*Insert name of firm proposing the staff*]: _____

3. **Name of Staff** [*Insert full name*]: _____

4. **Date of Birth:** _____ **Nationality:** _____

5. **Education** [*Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment*]: _____

6. **Membership of Professional Associations:** _____

7. **Other Training** [*Indicate significant training since degrees under 5 - Education were obtained*]: ____

8. **Countries of Work Experience:** [*List countries where staff has worked in the last ten years*]: ____

9. **Languages** [*For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing*]: _____

10. **Employment Record** [*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.*]:

From [Year]: _____ To [Year]: _____

Employer: _____

Positions held: _____



| | |
|--|--|
| <p>11. Detailed Tasks Assigned</p> <p><i>[List all tasks to be performed under this assignment]</i></p> | <p>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned</p> <p><i>[Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.]</i></p> <p>Name of assignment or project: _____</p> <p>Year: _____</p> <p>Location: _____</p> <p>Client: _____</p> <p>Main project features: _____</p> <p>Positions held: _____</p> <p>Activities performed: _____</p> |
|--|--|

13. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any wilful misstatement described herein may lead to my disqualification or dismissal, if engaged.

_____ Date: _____
[Signature of staff member or authorized representative of the staff] Day/Month/Year

Full name of authorized representative: _____

Form TECH-7: Staffing Schedule¹

| | Name of Staff | Staff input (in the form of a bar chart) ² | | | | | | | | | | | | | Total staff-month input | | | | |
|----------------|---------------|---|---|---|---|---|---|---|---|---|----|----|-----------------|---|-------------------------|--------------------|-------|--|--|
| | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | n | Home | Field ³ | Total | | |
| Foreign | | | | | | | | | | | | | | | | | | | |
| 1 | | [Home] | | | | | | | | | | | | | | | | | |
| | | [Field] | | | | | | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | | | | | | | |
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| n | | | | | | | | | | | | | | | | | | | |
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| | | | | | | | | | | | | | Subtotal | | | | | | |
| Local | | | | | | | | | | | | | | | | | | | |
| 1 | | [Home] | | | | | | | | | | | | | | | | | |
| | | [Field] | | | | | | | | | | | | | | | | | |
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| | | | | | | | | | | | | | Subtotal | | | | | | |
| | | | | | | | | | | | | | Total | | | | | | |

1 For Professional Staff the input should be indicated individually; for Support Staff it should be indicated by category (e.g.: draftsmen, clerical staff, etc.).

2 Months are counted from the start of the assignment. For each staff indicate separately staff input for home and field work.

3 Field work means work carried out at a place other than the Consultant's home office.

 Full time input
 Part time input

| N° | Activity ¹ | Weeks ² | | | | | | | | | | | | |
|----|-----------------------|--------------------|---|---|---|---|---|---|---|---|----|----|----|---|
| | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | n |
| 1 | | | | | | | | | | | | | | |
| 2 | | | | | | | | | | | | | | |
| 3 | | | | | | | | | | | | | | |
| 4 | | | | | | | | | | | | | | |
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| n | | | | | | | | | | | | | | |

- 1 Indicate all main activities of the assignment, including delivery of reports (e.g.: inception, interim, and final reports), and other benchmarks such as Client approvals. For phased assignments indicate activities, delivery of reports, and benchmarks separately for each phase.
- 2 Duration of activities shall be indicated in the form of a bar chart.



Financial Proposal

The Proposer is required to prepare and submit the Financial Proposal in an envelope separately sealed from the Technical Proposal and included inside the outer envelope to contain both separately sealed proposals.

The Financial Proposal must provide a detailed cost breakdown and a payment schedule preferably linked to the schedule of deliverables presented in Annex 1. Provide separate figures for each functional grouping or category including fees and cost-reimbursable expenses. The Financial Section shall provide details of unit /daily fee rate per proposed team member and total consultancy fees based on the time proposed for performance of the services. Any estimates for cost-reimbursable expenses, should be listed separately and capped.

The Financial Proposal must also have the total consultancy fee summarized in addition to the break down covering the lump sum amount for purposes of determining the financial score and contract price. Financial Proposal Standard Forms (FIN Forms) shall be used for the presentation of the Financial Proposal.



FIN Forms
Form FIN-1: Financial Proposal Submission Form

[Location, Date]

To: [Name and address of Client]

Dear Sirs:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Proposal dated [Insert Date] and our Technical Proposal. Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures^1]. This amount is exclusive of the local taxes.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations, up to expiration of the validity period of the Proposal, i.e. before the date indicated in Paragraph 2.6 of this RFP.

Commissions and gratuities paid or to be paid by us to agents relating to this Proposal and Contract execution, if we are awarded the Contract, are listed below^2:

Table with 3 columns: Name and Address of Agents, Amount and Currency, Purpose of Commission or Gratuity. Includes three rows of blank lines for data entry.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: _____

Name and Title of Signatory: _____

Name of Firm: _____

Address: _____

1 Amounts must coincide with the ones indicated under Total Cost of Financial proposal in Form FIN-2.
2 If applicable, replace this paragraph with: "No commissions or gratuities have been or are to paid by us to agents relating to this Proposal and Contract execution."

Form FIN-2: Summary of Costs

| <i>Item</i> | <i>Costs</i> |
|--|-----------------------------------|
| | <i>Indicate with Currency</i> |
| Total Costs of Financial Proposal ¹ | |
| Break down of Fees and expenses | |

1 Indicate the total costs, net of local taxes, to be paid by the Client in each currency.

Form FIN-3: Breakdown of Remuneration¹ (Lump-Sum)

(Information to be provided in this Form shall only be used to establish payments to the Consultant for possible additional services requested by the Client)

| Name | Position ³ | Staff-daily Rate |
|----------------------|-----------------------|------------------|
| Foreign Staff | | |
| | | [Home] |
| | | [Field] |
| | | |
| Local Staff | | |
| | | |
| | | |
| | | |

- 1 Form FIN-3 shall be filled in for the same Professional and Support Staff listed in Form TECH-7.
- 2 Professional Staff should be indicated individually; Support Staff should be indicated per category (e.g.: draftsmen, clerical staff).
- 3 Positions of the Professional Staff shall coincide with the ones indicated in Form TECH-5.
- 4 Indicate separately staff-month rate and currency for home and field work.

Annex 3 Evaluation Criteria

A. Evaluation and Comparison of Proposals

1. The proposals will be evaluated in a three stage procedure, with evaluation of the technical proposal being completed prior to any financial proposal being opened and evaluated. The financial proposal will be considered only if the submissions fulfil the minimum technical requirements.

B. Acceptance of Submissions

2. All proposers are expected to adhere to the requirements for submitting a proposal. Any proposals that fail to comply will be disqualified from further consideration as part of this evaluation. In particular:

- Full compliance with the formal requirements for submitting a proposal;
- Submission of all requested documentation
- Acceptance of the GCF Model contract – Where the proposer notes issues, these must be raised as part of the technical proposal for consideration during evaluation

3. The Technical Proposal shall include:

- A brief description, including ownership details, date and place of incorporation of the firm, objectives of the firm, partnerships, qualifications, certificates, etc.;
- Details to demonstrate vast experience in working with relevant multilateral development funds and familiarity with their operations;
- Demonstration of the firm's deep understanding of the GCF, mandate and business model;
- Track record on institutional audits, designing functional systems and organizational structure of international entities.

C. Evaluation of Technical Proposal

4. 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 below and as per score scores in the table.

Qualifications of the Consulting Firm / Consultant(s):

- The Consulting firm must have a proven record of experience performing:
 - (i) Strategy and business plan work and SWOT analysis;
 - (ii) Deep understanding of the climate change matrix (of several strategies/products and investors);
 - (iii) Understanding of developing countries and a proven track-record;
 - (iv) Partnership with institutions that have work in the development countries;
 - (v) Understanding of different business models for climate financing prioritizing country needs and country ownership.
 - (vi) Track record of projecting resource requirements and budget implications.
- The consulting firm should also have a good understanding of working with international institutions. This engagement may require:
 - (i) One project team leader and two project team members.



- (ii) The project team leader should have at least a Master’s Degree in finance, business, economics or related field work over 20-year professional experience in strategic planning or management positions.
- (iii) The project team members must have at least a bachelor’s degree in Finance or a related field and at least 7 years of experience in financial analysis and projections and should have skills and competencies in written communication;
- (iv) The consultants must have a good understanding of general climate finance landscape in the countries where GCF operates.
- (v) He/she should possess a good domain of the English language and strong writing and communications skills.

EVALUATION CRITERIA

| | The Firm’s expertise | Sub-score | Score |
|----------|--|------------------|--------------|
| 1 | Expertise of Firm / Organization submitting Proposal | | 30 |
| 1.1 | Proven track record of successful consulting, strategy programing and business development plan in the context of climate finance or development finance; | 10 | |
| 1.2 | Proven experience in working with institutional investors, multilateral organizations, or both small and large institutions in the private sector in developing countries | 10 | |
| 1.3 | Track record of working in climate change, and project finance in the context of developing countries | 10 | |
| 2 | Methodology and Timeline | | 30 |
| 2.1 | Have the important aspects of the task been addressed in sufficient detail? | 10 | |
| 2.2 | Is the scope of task well defined and does it correspond to the TOR? | 10 | |
| 2.3 | Is the presentation clear and is the sequence of activities and the planning logical, realistic and promise efficient implementation of the project? | 10 | |
| 3 | Personnel / Team | | 40 |
| 3.1 | Lead Expert/ Team Leader | | |
| 3.1.1 | Strategic level experience | 10 | |
| 3.1.2 | Educational background and professional experience | 10 | |
| 3.2 | Project team | | |
| 3.2.1 | Professional expertise in area of specialization | 10 | |
| 3.2.2 | Familiarity with similar organizations and expertise in understanding of developing countries climate change scenarios on both mitigation and adaptation; and role of private sector | 10 | |
| | Total | | 100 |

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.

D. Evaluation of Financial Proposal

The financial proposal of all proposers which have attained the minimum score in the technical evaluation will be evaluated subsequently.

The firm with the lowest evaluated total price among the firms that achieved the minimum technical score will be invited for contract negotiations.

E. Award

F. Evaluation of Financial Proposal

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.

G. Consolidated evaluation

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

$$T = 0.70, \text{ and}$$
$$P = 0.30$$

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.

H. Award

The Award will be made to the responsive proposer which achieves the highest combined technical and financial score, following negotiation of an acceptable contract. GCF reserves the right to conduct negotiations with the Proposer regarding the contents of their offer. The award will be in effect only after acceptance by the selected proposer of the terms and conditions and the technical requirements.

**Annex 4
Company Profile Form**

Please respond to all questions.

Company details - vendor's name

| |
|--------------|
| Name: |
|--------------|

General Information

| | |
|--|--|
| Primary contact for sales/client services | |
| Address | |
| | |
| | Postal Code: Country: |
| Telephone: | Fax: |
| E-mail: | Web site: |
| Parent company, if any | |
| Subsidiaries, Associates, and/or Overseas Rep(s), if any | |
| Year established | |
| Type of organization | Public enterprise () Private company () Organization sponsored (assisted by Government) () Other (please specify): () |
| Type of Business | Manufacturer () Retailer () Authorized Agent () Consulting Company () Other (please specify): () |
| Summary of main business activities | |
| No. of employees (by location) | |
| Staff turnover rate | |
| In-house working language (s) | |
| Bank Name: Bank Address: Account Holder: Account Number: IBAN: SWIFT: | |

Prior experience with international organizations

| |
|---|
| <i>List contracts with international organizations in the last three years BRIEFLY list recent contracts that used relevant tools, technologies, and techniques: Attach additional sheets if necessary.</i> |
| 1 |
| 2 |
| 3 |



**Annex 5
Acknowledgment Letter**

Dear Sir/Madam,

We, the undersigned, acknowledge receipt of your Request for Proposal (RFP) No. 2017/C/017 dated 21 September, 2017, and hereby confirm that we:

INTEND DO NOT INTEND

to submit a proposal to the secretariat of the Green Climate Fund (GCF) by the deadline date of 19 October, 2017, and that we:

INTEND DO NOT INTEND

to send one (1) authorized representative to observe the public opening procedure on 19 October 2017, 17:30 Hrs Korean Time.

We acknowledge that this RFP is confidential and proprietary to the secretariat, and contains privileged information. Upon request, we will return this RFP or any part thereof, and all copies thereof, to the secretariat.

Name of Authorized Representative: _____

Signature: _____

Title: _____

Name and Address of Vendor: _____

Telephone: _____

Facsimile: _____

If you do not intend to submit a proposal to the secretariat, please indicate the reason:

We do not have the capacity to submit a proposal at this time.

We cannot meet the requirements for this RFP.

We do not think we can make a competitive offer at this time.

Other (please specify): _____

Kindly return this acknowledgement letter immediately via e-mail to procurement@gcfund.org

NOTE: Due to current security arrangements, your authorized representative must present a completed copy of this letter in order to observe the public opening procedure.

**Annex 6
Timeline**

The Green Climate Fund will follow the timeline below for this RFP. Any changes to this timeline will be posted on the GCF website. Please note that the target dates and may be adjusted.

| | Event | Responsible Party | Date (and time, KST*) |
|---|---|--------------------------|--|
| 1 | Issuance of RFP | GCF | 21 September 2017 |
| 2 | Last day to send completed Acknowledgement Letter of RFP receipt | Tenderer | 10 October 2017 |
| 3 | Last date for requests for clarification of the RFP | Tenderer | 10 October 2017 |
| 4 | Last date to reply to questions received/ Last date for amendment | GCF | 12 October 2017 |
| 5 | Date by which proposal must be received in Korea by GCF | Tenderer | 19 October 2017; 17:00 Hrs Korean Time |
| 6 | Date of opening of Technical Proposals | GCF | 19 October 2017 |
| 7 | Notice of successful provider | GCF | 25 October 2017 |
| 8 | Contract signing | GCF/Tenderer | 31 October 2017 |
| 9 | Work start | Tenderer | As specified in the contract. |

* KST: Korean Standard Time (Seoul Time)

Annex 7

GCF Model Contract

Bidders must provide in the technical proposal a statement that the Bidder has carefully reviewed the Model Contract and its Annexes and is in agreement with all its terms and conditions. The bidder should also provide missing details in the contract, such as the name and the contact details of a person to whom the notices should be sent and the name and position of a person who would sign a contract with the Commission on behalf of the bidder. Where the bidder has specific issues of concern, those must be raised and indicated in the Technical proposal clearly for consideration during evaluation.

Template – September 2016/V.01

Contract No. _____

**Consulting Service Contract
for**

[nature of services]

by and between

Green Climate Fund, 12th floor, G-Tower, 175 Art Center-daero, Yeonsu-gu, Incheon,
22004 Republic of Korea

and

[CONTRACTOR, address]

referred to hereafter individually as a Party and collectively as the Parties