



Date: 2 August 2022

Reference: RFP 2022/019

## Request for proposals (RFP 2022/019)

### Consultancy services for Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings

#### 1. Background

- 1.1 The Green Climate Fund (the “GCF”, or the “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 (the “Governing Instrument”). 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 provide consultancy services for **Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings**. The terms of reference included in Annex 1 provides the details of the assignment and expected deliverables.
- 2.2 Proposals must be submitted to the GCF no later than **24 August 2022: 16:00 Hrs Korean Time hrs (time)** Korean time.
- 2.3 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
- 2.4 The terms set forth in this RFP, including all the annexes listed above, will form part of any contract, should the GCF 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 GCF in the context of any negotiations entered into it.



- 2.5 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.
- 2.6 Proposers may withdraw their 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.
- 2.7 All proposals shall remain valid and open for acceptance for a period of 90 calendar days after the deadline for submission 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.
- 2.8 Effective with the release of this solicitation, all communications relating to this RFP must be directed only to the Head of Procurement by email at [procurement@gcfund.org](mailto:procurement@gcfund.org) and [cc amatheka@gcfund.org](mailto:amatheka@gcfund.org). Proposers must not communicate with any other personnel of the GCF regarding this RFP.
- 2.9 This RFP is issued under the GCF Administrative Guidelines on Procurement.<sup>1</sup> 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](http://www.greenclimate.fund/documents/20182/574763/GCF_policy_-_Administrative_Guidelines_on_Procurement.pdf/b767d68e-f8b7-46d1-a18c-b6541f3dc010)

### 3. Joint Venture, Consortium or Association

- 3.1 If the Proposer is a group of legal entities that will form or have formed a joint venture, consortium or association at the time of the submission of the Proposal, they shall confirm in their Proposal that:
  - a) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the joint venture jointly and severally,
  - b) if they are awarded the contract, the contract shall be entered into, by and between GCF and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture.
- 3.2 After the Proposal has been submitted to GCF, the lead entity identified to represent the joint venture shall not be altered without the prior written consent of the GCF. Furthermore, neither the lead entity nor the member entities of the joint venture can submit another proposal:
  - a) either in its own capacity; nor
  - b) as a lead entity or a member entity for another joint venture submitting another Proposal.
- 3.3 The description of the organization of the joint venture/consortium/association must clearly define the expected role of each of the entity in the joint venture in delivering the requirements

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<sup>1</sup> Annex II "Corporate Procurement Guidelines on the Use of Consultants"



of the RFP, both in the Proposal and the Joint Venture Agreement. All entities that comprise the joint venture shall be subject to the eligibility and qualification assessment by GCF.

- 3.4 Where a joint venture is presenting its track record and experience in a similar undertaking as those required in the RFP, it should present such information in the following manner:
  - a) Those that were undertaken together by the joint venture; and
  - b) Those that were undertaken by the individual entities of the joint venture expected to be involved in the performance of the services defined in the RFP.
- 3.5 Previous contracts completed by individual experts working privately but who are permanently or were temporarily associated with any of the member firms cannot be claimed as the experience of the joint venture or those of its members, but should only be claimed by the individual experts themselves in their presentation of their individual credentials.
- 3.6 If a joint venture's Proposal is determined by the GCF as the most responsive Proposal that offers the best value for money, the GCF shall award the contract to the joint venture, in the name of its designated lead entity. The lead entity shall sign the contract for and on behalf of all other member entities.

#### 4. Request for Clarification of RFP Documents

- 4.1 A prospective proposer requiring any clarification of the solicitation documents may notify the GCF in writing to the email address [procurement@gcfund.org](mailto:procurement@gcfund.org) and cc [amatheka@gcfund.org](mailto:amatheka@gcfund.org) by the specified date and time mentioned in Annex 6. The subject line of the email **MUST** have the reference number and title of the RFP i.e. **RFP 2022/019 – Consultancy services for for Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings**. The GCF will respond in writing to any request for clarification of the solicitation documents that it receives by the due date published in Annex 6. Written copies of the GCF response which contain information that may be of common interest to all bidders (including an explanation of the query but without identifying the source of inquiry) will be posted on the GCF website and/or communicated via email.

#### 5. Amendments to RFP Documents

- 5.1 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. The amendments will also be posted on the GCF website and/or communicated via email.
- 5.2 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.

#### 6. Language of Proposals

- 6.1 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 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.

## 7. Submission of Proposals

- 7.1 **Format and form of submission of bids:** Bidders are requested to send a Bid preferably through the GCF Supplier portal at <https://gcf.supplier.ariba.com> (a supplier manual can be found on the GCF website <https://www.greenclimate.fund/who-we-are/procurement> as an attachment under this RFP) **or** via email to [procurement@gcfund.org](mailto:procurement@gcfund.org) and copied to [amatheka@gcfund.org](mailto:amatheka@gcfund.org)

### *i) Submission through the Supplier Portal (SAP Ariba)*

1. Open <https://gcf.supplier.ariba.com/>
2. Click Register Now
3. Fill in Company Information, Fill in User account information and details under ‘Tell us more about your business’
4. Check ‘I have read and agree to the Terms of Use and ‘I have read and agree to the SAP Ariba Privacy Statement’ then click ‘Register’
5. Check your email and click the activation link.
6. Fill in additional information required, click Save and Close.
7. Your company information will be submitted to GCF and will be reviewed and approved. Once you register, please send an email to [procurement@gcfund.org](mailto:procurement@gcfund.org) with the RFP number and title as the email reference and confirm that you are interested in submitting a bid. You will then be invited to participate in the RFP. You will receive the RFP event notification email from the Green Climate Fund with a link to access the RFP. This link can be used only once. If you require to access the portal after you have activated the link, you can log in on <https://gcf.supplier.ariba.com> with your user name and password.
8. Review Prerequisites and Click ‘I accept the terms of this agreement’
9. Open the Technical Section of the RFP section and download the RFP document and technical proposal submission forms
10. Open the Financial Section of the RFP and download the financial bid submission forms
11. When ready to submit your bid, upload the technical bid under the TECHNICAL section and the financial bid under the FINANCIAL section. Please **DO NOT** enter or upload any financial information under the TECHNICAL section as this may result in disqualification.
12. Click ‘Submit Entire Response’ to submit bid.

*(For detailed instructions on how to access and submit a bid, see the supplier manual. It is recommended that bidders register on the portal as early as possible.)*

### *ii) Submission via email*

Two separate files (technical and financial bids) should be attached to the email as below.

The Technical file should contain the technical proposal and be named as follows:

**RFP 2022 019 – TECHNICAL PROPOSAL - (name of proposer)**

Please **DO NOT** include any financial information in the technical proposal as this may result in disqualification.

The financial file should contain the financial proposal and be named as follows:

**RFP 2022/019 – FINANCIAL PROPOSAL - (name of proposer)**

The subject line of the email should be as follows:



**RFP 2022/019 – Consultancy services for for Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings (name of proposer)**

7.2 The Financial Proposal **MUST** 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. Bidders should **NOT** send the password to the financial proposal until they are requested to do so by the procurement officer. Financial Proposals that are submitted without password protection may be rejected for non-compliance.

7.3 All prospective proposers are kindly requested to return the completed Acknowledgement Letter of RFP receipt (Appendix 5) by the date indicated in Appendix 6, duly signed by an authorized representative, via email, advising whether they intend 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.

**8. Late proposals**

8.1 Any proposals received by the GCF after the deadline for submission of proposals prescribed in Annex 6 of this document shall normally be rejected.

**9. Opening of Technical Proposals**

9.1 Technical Proposals will be opened on the date indicated in Annex 6. 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.

**10. Opening of Financial Proposals**

10.1 GCF shall notify in writing those Proposers that have achieved the minimum qualifying technical score and request for the password for the Financial Proposals.

**11. Corrupt, Fraudulent, Coercive, Collusive and other Prohibited Practices.**

11.1 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.

**12. Conflict of Interest**

12.1 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.

**13. Confidentiality**

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



## **Annex 1 Terms of Reference**

### **Provision of Consultancy Services for Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings**

#### **1. BACKGROUND**

The Green Climate Fund (the “GCF”) was established in December 2010 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 GCF aims to 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 GCF is 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 the responsibility for funding decisions pursuant to the Governing Instrument for the GCF. 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, technical, legal, and financial expertise.

The Governing Instrument of the GCF mandates the Fund to provide resources through the readiness and preparatory activities and technical assistance for strengthening institutional capacities for country coordination, governance mechanisms, planning and programming frameworks to identify a transformational long-term climate action agenda for developing countries. This is to enable all developing country Parties to the UNFCCC to directly access the Readiness and Preparatory Support Programme (RPSP).

The RPSP is designed to be a flexible tool to support developing countries, so GCF has not defined a concrete list of activities that can be supported under the programme. The Readiness and Preparatory Support Programme has been in implementation for five years. Its portfolio is still growing and gradually maturing, which necessitated the development of a Readiness Result Measurement Framework (RRMF) to enable the GCF to track, measure and report the outcomes and impacts of its readiness portfolio, while delivery partners report in a consistent manner the outputs of readiness grants.

In the period 2020 – 2022 the Secretariat under the leadership of the Division of Portfolio Management (DPM) developed the readiness result management framework, which was approved in February 2022. After the initial rollout of the RRMF on 6 July 2022, the Secretariat is seeking support of a consulting firm to operationalize the RRMF, including through the development of procedures, guidelines and trainings.

#### **2. OBJECTIVES**

The objective of this consultancy is to support the GCF Secretariat through a consultative approach in the implementation and operationalization of the RRMF, including through the development of indicator reference sheets, result handbook, design of training materials, (including recorded video training and in-person training modules), and the design of the outcome level indicator monitoring and reporting processes and systems.

#### **3. SCOPE OF WORK**

The following elements are expected to be covered as part of this consultancy:

- A. Development of a workplan:** The consulting company shall develop a workplan outlining the overall approach to the assignment as well as the requested support from the Secretariat. The consultant shall also identify data sources and entities within the GCF, as well as GCF partners to be interviewed as part of the preparation of the RRMF indicator guidance sheet, result handbook and trainings. The workplan shall reflect the fact that this consultancy is planned to be executed in two phases, namely Phase 1 covering output level indicators to be completed within 2022, and Phase 2 covering the remaining part of the RRMF. Additionally, the work is expected to be delivered by two sub-teams, one focusing on guidelines and technical documents development, and another one focusing on training development.
- B. Development of RRMF Indicator Reference Sheets:** This involves the development of reference sheets for indicators at all levels as specified in the RRMF, including output, outcome and impact level indicators at project, portfolio (aggregate), country and Fund level.
- C. Development of RRMF Results Handbook:** Although the result handbook should cover all aspects of readiness result management, a special emphasis is expected to be put on the provision of guidance in terms of proposal development and reporting at individual readiness grant level, what the Secretariat and GCF partners (NDAs and DPs) are expected to do in terms of result management at output, outcome and impact levels, and the role of Delivery Partners and National Designated Authorities after the end of individual grant implementation.
- D. Development of the RRMF Outcome level indicator monitoring and reporting processes and systems:** The RRMF contains indicators for all result levels of the Readiness interventions. At the output level, each NDA/DP will incorporate the output grant level indicators into their Readiness grant proposal, then monitor and report on those indicators through regular monitoring and reporting arrangements. However, NDAs/DPs are not expected to report their progress against the outcome level indicators as part of readiness grant reporting the same way they are required for the output grant level indicators. Instead, the GCF Secretariat will assess the progress against outcome level indicators once every two years at the country level. Therefore, the consultant is expected to develop the monitoring and reporting processes and systems for this outcome level indicators. The design also is expected to incorporate instructions on how to manage the collected/surveyed data in regard to quality control, collation, analysis and report preparation. The consultant is also expected to run a pilot of the tools and refine them based on the results of the pilots.
- E. Development of a video training:** Indicative activities are listed below, while the consulting firm may provide their own approach in the technical proposal.
- i. Outline:** These activities will focus on the development of a RRMF training, including a table of content, concept of each individual training section and sources to be used in building that section. Focus should be placed on the Results Handbook, Indicator Reference Sheets, and Logframe and ToC development in line with the RRMF
  - ii. Training Content Development:** Based on the approved outline/table of contents, the consultant shall develop the content in the form of chapters of trainings script in a format suitable for online training on the RRMF Results Handbook, as well as Logframe and ToC development in line with the RRMF. This should be inclusive of quick references and infographics.
  - iii. Production of Audio-Visual Aides:** The consultant shall record the training videos, quick references (for Indicators and Results Handbook, as well as logframe and ToC

development in line with the RRMF) and infographics using the content it developed and as approved by the GCF.

- iv. **Consultation, pilot and revisions to the content and video to incorporate feedback:** The consultant shall design a pilot run with select NDAs/DPs for the training materials, conduct at least a round of consultations to gather feedback and finalize the training materials based on the feedback.
- v. **Input in the design of web-based learning platform:** This interactive platform linking to the online video training, intends to store relevant training contents that generate learning and discussions among the registered participants. The consultant is expected to provide inputs on the design and operationalization of the platform.

F. **Support on the design of the in-person training modules:** These training modules should be in full alignment with the contents available in the videos and the web-based learning platform above; however, the content itself will be in a form of PowerPoint Presentation, printable materials, as well as the training facilitator guide.

All outputs of this assignment need to be consulted with the GCF Secretariat and should meet the GCF Secretariat quality standards.

#### 4. DELIVERABLES

The content developer will be required to deliver the following deliverables. The deliverables are divided between two separate sub-teams. The deliverables to be provided in 2022 are related to the RRMF output level indicators, while those at the outcomes and impacts will be completed in 2023.

Deliverables	Timeline	Sub-team 1	Sub-team 2
Workplan	Within 2 weeks upon signature of the contract	✓	✓
RRMF Indicator Reference Sheets for output level	Oct - Nov 2022	✓	
RRMF Results Handbook focusing on the output level indicators	Oct - Dec 2022	✓	
Training materials (outline, contents, and the production of the video, web-based learning platform, and in-person training modules) in relation to output indicators	Oct – Dec 2022		✓
RRMF Indicator Reference Sheets for outcome and impact level	Jan 2023	✓	
RRMF Results Handbook focusing on the outcome and impact level indicators	Feb - Mar 2023	✓	
Outcome level indicators monitoring and reporting processes and systems	Jan - Apr 2023	✓	
Training materials (outline, contents, and the production of the video, web-based learning platform, and in-person training modules) for outcome and impact indicators, as well as for in-person trainings	Jan - Apr 2023		✓





## 5. REQUIRED QUALIFICATIONS

The following qualifications are required by the consulting firm, team leader and the team member(s). The team is expected to consist of two sub-teams, where sub-teams 1 focuses on the development of the guidance developments (M&E Team), while the other sub-team will focus on the training content development (Communication Team).

If deemed suitable, proposers may form a Joint venture, Consortium or Association of two or more firms in accordance with paragraph 3 of the RFP to submit a proposal however, it is not mandatory and is at the discretion of the proposer.

### Consulting firm

- At least 10 years of experience in M&E for climate project/programmes and results-based management.
- Experience with similar assignments in the past.

The consulting team shall consist of a lead team leader, supported by at least one team member(s) per sub-team. Please note that one team member cannot be included in more than one bid. In case such cases occur, the bidding company will be disqualified.

#### Team leader

- A master's degree or above in social sciences, monitoring and evaluation or other relevant fields.
- At least 10 years in M&E and training content development.
- Experience undertaking similar assignments with international organizations. Experience undertaking similar assignments in climate finance related organizations is a distinct advantage.
- Excellent writing skills including ability to construct key messages/concepts and showcase concrete examples to support the messages/concepts

### Team member(s) – M&E specialist(s) (Sub-team 1)

- A master's degree or above in social sciences, monitoring and evaluation or other relevant fields.
- At least five years of experience in project development and/or monitoring and evaluation. Experience with GCF readiness is a distinct advantage
- Experience in designing guidance materials
- Experience in the design and delivery of trainings
- Experience in working with diverse stakeholders.
- Experience working with GCF delivery partners or accredited entities is an advantage

### Team member(s) – Communication specialist(s) (Sub-team 2)

- A master's degree or above in social sciences, communication or other relevant fields.
- At least five years of experience in design and delivery of trainings, preferably with exposure to climate change, development or M&E.
- Experience in working with diverse stakeholders.
- Knowledge and experience with the GCF and GCF delivery partners and accredited entities is an advantage.

The team will have excellent communication (both writing and speaking) skills and must be fluent in English.

No travel is required for this assignment, although the bidder may opt to plan for a mission to South Korea in case this would help the more efficient delivery of the assignment. However, the Contractor will be required to work with the GCF staff in Korean Standard Time.



## **6. DURATION OF CONSULTANCY**

It is estimated that the consultancy will require a maximum input of seven and a half (7.5) expert months, completed within eight (8) calendar months from the day of contract signing. The work is anticipated to start in September 2022 until April 2023.

## **7. AVOIDING CONFLICT OF INTEREST**

The service provider of the requested M&E services must commit to sustainable and ethical practices and behaviors when carrying out the services on behalf of the GCF. In this context, the service provider must commit and adhere to procedures that ensure prevention of actual conflicts of interest and the mere appearance of such conflict of interest. In this respect, the service provider shall:

- Create all content with, in the best interest of the GCF and free of any external influences. If any such risks of external influence are present, the service provider must proactively disclose information of any possible external influences that might lead to an actual or perceived conflict of interest. The service provider must seek to keep its engagement and the nature of its engagement with the GCF confidential in order to avoid any external factors from seeking to influence the services provided to the GCF.

## **8. REPORTING ARRANGEMENTS**

The consulting company will report to the Senior Quality Assurance and Monitoring and Evaluation Specialist, Division of Portfolio Management, GCF (GCF Focal Point). The consulting company will have regular briefings with the GCF at least every two weeks.

The consultancy firm shall adhere to the guidance by the Secretariat in delivering the contractual outputs and reporting the results of its work.



## Annex 2

### Requirements for Firms' Proposals Technical Proposal

The technical proposal will be submitted in a separate file and will address all aspects of the Terms of Reference. **NO details of a financial nature whatsoever should be included in this Technical Proposal. Failure to comply with this requirement shall result in disqualification.**

The Technical Proposal shall have all the necessary details in response to the Terms of Reference 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

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[Location, Date]

To: [Name and address of Client]

To whom it may concern:

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 2.7 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: Firm's Organization and Experience**

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### **A - Organization**

[Provide here a brief (two pages) description of the background and organization of your firm/entity and each associate for this assignment, including your commitment to embed sustainability into its own operations (defined by social, environmental, and economic considerations, demonstrated by requested document in the Environmental/Sustainability Policy section of Annex 4 – Company Profile.)]

**B - 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**

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**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

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[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,
- d) **Organization's commitment to sustainability**

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 Terms of Reference 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.]

d) Organization's commitment to sustainability. In this section you should demonstrate how you plan to integrate sustainability measures in the execution of the contract to provide goods or services.





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**Form TECH-5: Team Composition and Task Assignments**

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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**

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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><b>11. Detailed Tasks Assigned</b></p> <p>[List all tasks to be performed under this assignment]</p>	<p><b>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned</b></p> <p>[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.]</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>
<p>References</p>	<ol style="list-style-type: none"> <li>1. <b>[[name], [title], [email], [phone]</b></li> <li>2. <b>[[name], [title], [email], [phone]</b></li> <li>3. <b>[[name], [title], [email], [phone]</b></li> </ol>

**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 Schedule<sup>1</sup>**

	Name of Staff	Staff input (in the form of a bar chart) <sup>2</sup>							Total staff-week input
		1	2	3	4	5	6	7	Total
1									
2									
3									
n									
<b>Grand Total</b>									

- 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 Weeks are counted from the start of the assignment. For each staff indicate separately staff input.

**Form TECH-8 Work Schedule**

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N°	Activity <sup>1</sup>	Weeks <sup>2</sup>						
		1	2	3	4	5	6	7
1								
2								
3								
4								
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 a separate file from the Technical Proposal.

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 should be inclusive of the taxes where applicable<sup>2</sup>, and the applicable taxes should be clearly specified.

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.

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<sup>2</sup> (a) Under Article 10 of the Headquarters Agreement, the property of the Green Climate Fund (“Fund”), including the property of any offices, subsidiary bodies or facilities established by the Fund, the Fund’s operations and transactions, and any property of the Fund in transit to or from the Headquarters, are:

- (i) Exempt from all direct taxes, except those which are, in fact, no more than charges for public utility services;
  - (ii) Exempt from all indirect taxes, including any value-added tax and/or other similar tax, and excise duties levied on important purchases of goods and services for official purposes; and
  - (iii) Exempt from customs duties, prohibitions and restrictions on imports and exports in respect of articles of any kind imported or exported by the Fund for its official use, except for prohibitions and restrictions on imports or exports relating to health and safety.
- (b) under bilateral agreements concluded between the GCF and certain countries, the GCF may be exempt from all taxation and from all customs duties, and from any obligation for the payment, withholding or collection of any tax or duty.



**FIN Forms**  
**Form FIN-1: Financial Proposal Submission Form**

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[Location, Date]

To: [Name and address of Client]

To whom it may concern:

We, the undersigned, offer to provide the consulting services for [Insert title of assignment] in accordance with your Request for Propodal dated [Insert Date]. Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures<sup>1</sup>].

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.

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: \_\_\_\_\_

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1 Amounts must coincide with the ones indicated under Total Cost of Financial Proposal in Form FIN-2.

**Form FIN-2: Summary of Costs**

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**A. Total Cost of Financial Proposal**

<i>Item</i>	<i>Costs</i>
	<i>Indicate with Currency</i>
Total Cost of Financial Proposal <sup>1</sup>	

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

**B. Break down of Fees and expenses per Cost Component**

Description	A. Unit of measure (e.g. days, month, etc)	B. Total Period of Engagement	C. Unit cost / rate	Total Cost for the Period (BXC)
<b>I. Remuneration Costs</b>				
Team Leader	Days			
Team Member – M&E Specialist				
Team Member – Communication Specialist				
Other staffs (if any)				
<i>Sub-total</i>				
<b>III. Other Related Costs (If any) (Please specify)</b>				
<i>Sub-total</i>				
<b>TOTAL (Total Cost of Financial Proposal)</b>				

**C. Breakdown of Fees and Expenses per Deliverables**

SN	A. Deliverables <i>[list them as referred to in the TOR]</i>	B. Percentage of Total Price	C. Price (Lump Sum, All-Inclusive)	D. Cost Breakdown and Remarks (Please specify detailed breakdown of the price (c) for each deliverable (a), including any professional services costs)
1				
2				
3				
	<b>TOTAL (Total Cost of Financial Proposal)</b>	100%		



**Form FIN-3: Breakdown of Remuneration<sup>1</sup> (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 <sup>2</sup>	Position <sup>3</sup>	Staff-daily Rate

- 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 Daily Staff Rates shall be firm an fixed during the duration of the Contract.

**Annex 3**

**Evaluation Criteria**

**A. Evaluation and Comparison of Proposals**

1. The proposals will be evaluated in a three-stage procedure, starting with administrative compliance to ensure the proposals includes all necessary required documents and is duly signed by the authorized representative. Evaluation of the technical proposal will follow and will be 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; and
- Demonstration of the firm’s deep understanding of the GCF, mandate/business model and Investment Framework.

**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 scores in the table.

Evaluation Criteria

No.	Criteria	Sub-Score
1	<b>Expertise of Firm /Organization capability</b> Overall Capacity and Expertise of Firm /Organization submitting Proposal	<b>20</b>
1.1	At least 10 years of experience in M&E for climate project/programmes and results-based management.	10
1.2	Experience undertaking similar assignments with international organizations.	5
1.3	Organization's commitment to sustainability - demonstrates its commitment to embed sustainability into its own operations (as defined by social, environmental, and economic considerations).	5

<b>2</b>	<b>Technical Approach/Methodology and Workplan</b>	<b>23</b>
2.1	Good understanding of the Terms of Reference, including the challenges, constraints and opportunities associated with this assignment	5
2.2	Demonstration of how the services will be delivered in an efficient and effective manner (i.e., through the proposed team structure and composition, and implementation arrangement), and how sustainability measures will be integrated in the execution of the contract to provide goods or service	7
2.3	A clear approach to develop creative and concise content, including how lessons from similar experience will be brought in to inform the GCF's deliverables	7
2.4	A work plan with a detailed breakdown of tasks and activities and required level of effort from the team	4
<b>3</b>	<b>Team and Personnel Capacity</b>	<b>57</b>
	<b>Team Leader</b>	
3.1	A master's degree or above in social sciences, monitoring and evaluation or other relevant fields.	5
3.2	At least 10 years in M&E and training content development.	5
3.3	Experience undertaking similar assignments with international organizations. Experience undertaking similar assignments in climate finance related organizations is a distinct advantage.	5
3.4	Excellent writing skills including ability to construct key messages/concepts and showcase concrete examples to support the messages/concepts	5
	<b>Team member(s) - M&amp;E specialist</b>	
3.5	A master's degree or above in social sciences, monitoring and evaluation or other relevant fields.	2
3.6	At least five years of experience in project development and/or monitoring and evaluation. Experience with GCF readiness is a distinct advantage	5
3.7	Experience in designing guidance materials	10
3.8	Experience in the design and delivery of trainings	2
3.9	Experience in working with diverse stakeholders. Experience working with GCF delivery partners or accredited entities is an advantage	2
	<b>Team member(s) – Communication specialist(s)</b>	
3.10	A master's degree or above in social sciences, communication or other relevant fields.	2
3.11	At least five years of experience in design and delivery of trainings, preferably with exposure to climate change, development or M&E.	10
3.12	Experience in working with diverse stakeholders.	2
3.13	Knowledge and experience with the GCF and GCF delivery partners and accredited entities is an advantage.	2
	<b>TOTAL</b>	<b>100</b>

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 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.

#### **E. 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.

#### **F. Award**

The Award will be made to the responsive proposer who 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**

<b>Name:</b>
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**General Information**

Primary contact for sales/client services	
Head Office Address	
	Postal Code: Country:
Telephone:	Fax:
E-mail:	Web site:
Parent company, if any	
Subsidiaries, Associates, and/or Overseas Rep(s), if any	
Place of incorporation/ registration	
Year incorporation / registration	
Registration Number (Attach certificate of Incorporation)	
Authorized Representative	(please provide applicable PoA)
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:	
<b>Nationality of owners<sup>1</sup></b>	
Name	Nationality
1.	
2.	
3.	
4.	
5.	
<sup>1/</sup> To be completed by all owners of partnerships or individually owned firms.	





**Conflict of interest**

Are there any likely circumstances or contracts in place that may introduce a conflict of interest with the parties to this contract? If so, explain how this will be mitigated
1
2

**Certification**

I, the undersigned, confirm that the information provided in this annex is correct. In the event of changes, details will be provided.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



**Annex 5  
Acknowledgment Letter**

To whom it may concern,

We, the undersigned, acknowledge receipt of your Request for Proposal (RFP) No. RFP 2022 019 – Provision of Consultancy services for for Advisory Support to the GCF Secretariat in the Development of the Readiness Results Management Framework Procedures, Guidelines and Trainings dated 2 August 2022, 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 24 August 2022 at 16:00 Hrs Korean Time and that we:

INTEND                       DO NOT INTEND

to send one (1) authorized representative<sup>3</sup> to observe the public opening procedure on 24 August 2022 at 17:00 Hrs Korean Time Hrs Korean Time. (Note: attendance to the public opening procedure is optional.)

We acknowledge that this RFP is confidential and proprietary to the GCF, and contains privileged information.

Name of Authorized Representative: \_\_\_\_\_

Signature: \_\_\_\_\_

Title: \_\_\_\_\_

Name and Address of Vendor: \_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_

Facsimile: \_\_\_\_\_

If you do not intend to submit a proposal to the GCF, 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](mailto:procurement@gcfund.org) and [amatheka@gcfund.org](mailto:amatheka@gcfund.org)

**NOTE: Due to Covid 19, public opening procedure is held online via Teams based on the requests for attendance.**

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<sup>3</sup> Please provide name, last name, position and email address of the representative to which the virtual meeting invitation will be provided on the day of proposal opening.



**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.

	<b>Event</b>	<b>Responsible Party</b>	<b>Date (and time, KST*)</b>
1	Issuance of RFP	GCF	2 August 2022
2	Last day to send completed Acknowledgement Letter of RFP receipt	Tenderer	8 August 2022
3	Last date for requests for clarification of the RFP	Tenderer	10 August 2022 16:00 hrs. KST
4	Last date to reply to questions received/ Last date for amendment	GCF	15 August 2022
5	Date by which proposal must be received in Korea by GCF	Tenderer	24 August 2022: 16:00 Hrs Korean Time
6	Date of opening of Technical Proposals	GCF	24 August 2022: 17:00 Hrs Korean Time
7	Notice of Successful provider and Contract Signing	GCF	September 2022

\* Proposal can be submitted before the deadline irrespective of whether the Acknowledgement Letter was submitted or not

\*KST: Korean Standard Time (Seoul Time)



## **Annex 7**

### **GCF Model Contract (Attached as a separate document)**

By submitting a proposal to this RFP, Bidders are considered to have carefully reviewed the GCF Model Contract and be in agreement with all its terms and conditions. Where the bidder has specific issues of concern, those must be raised and indicated in the Technical proposal clearly for consideration during evaluation. Any request of amendments to GCF Model Contract and terms and conditions must be accompanied by detailed and compelling justification for review and consideration by GCF. It should be noted that request of amendments to GCF Model Contract and terms and conditions may negatively affect evaluation of the proposal and, in some cases, where such amendments are incompatible with GCF's binding policies and rules, may prejudice the final award.

\*Note: The Board adopted at the recent meeting a new policy on SEAH (Sexual Exploitation, Sexual Abuse and Sexual Harassment) and therefore the GCF is required to include new provisions in the General Conditions of Contract. While the specific wording is yet to be formulated, the eventual contract will need to include such new provisions.