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Resilient nations.

TERMS OF REFERENCE

Title:	International Consultant to support implementation of research for SDG-anchored investment opportunities in the MENA region
Type of Contract:	IC (Consultant)
Languages Required:	English, French, Arabic
Duration:	Estimated 30 June 2021–29 December 2021 (approx. 90 working days)
Location:	Home-based
Application Deadline:	1 week

I. BACKGROUND INFORMATION

UNDP partners with people at all levels of society to help build nations that can withstand crises and to drive and sustain the kind of growth that improves the quality of life for everyone. On the ground in nearly 170 countries and territories, we offer global perspective and local insight to help empower lives and build resilient nations. UNDP's Istanbul International Center for Private Sector in Development (IICPSD), one of the five Global Thematic Policy Centers of UNDP, acts as an enabler for the private sector and foundations to become more active partners in development, encouraging them through policy advice and technical services on how to contribute towards the achievement of the 2030 Agenda. IICPSD was established in 2011 in partnership with the Government of Turkey.

The Center's work to engage foundations and the private sector focuses on delivering policy advice and technical services in four thematic areas:

- Private sector engagement through South-South cooperation for the SDGs
- Private sector engagement in skills development
- Impact investing
- Resilience and crisis response

IICPSD also provides the framework for UNDP's global work on private sector and foundations through the UNDP Private Sector and Foundations Strategy for the SDGs 2016-2020.

The Center has vast experience in providing research and advocacy to mobilize impact investing activities for the Sustainable Development Agenda. IICPSD manages its impact investing portfolio working closely with the UNDP Finance Sector Hub (FSH), which is a finance and innovation platform that draws on a critical mass of UNDP expertise, initiatives, and partnerships to support the mobilization and leveraging of resources for the SDGs. IICPSD developed the "Impact Investing Ecosystem Mapping" methodology to take a snapshot of impact investing landscapes in developing and least developed countries with implementations in Turkey, Morocco, Ukraine, Djibouti and Tunisia. The Center also implements the "SDG Investor Maps" developed by UNDP SDG Impact to explore investment opportunity areas which are aligned with national policy priorities and development needs. The Center implemented the Map for Turkey with current progress for Maps in Ukraine, Morocco, Djibouti and Tunisia.

More information on IICPSD's work can be found here:

<https://www.iicpsd.undp.org/content/istanbul/en/home.html>

II. OBJECTIVE AND SCOPE OF WORK

Substantial financing is required to achieve the SDG Agenda by 2030 as US\$5-7 trillion is needed annually for global investments. Developing countries alone face a massive funding gap of US\$2.5 trillion annually in SDG investments. To bridge this gap and alleviate the financing burden on the shoulders of governments, donor agencies and multilateral development banks, it is essential to partner with the private sector and expand SDG-related investments by unlocking private capital. Despite the potential private sector investments offer, many developing countries attract low levels of domestic and foreign investment due to reasons such as limited data and insights about investment opportunities and risks; limited capacities and networks; and high real or perceived policy and regulatory risks.

In order to ensure that investor interest translates into higher levels of SDG-investments, it is vital to address the current lack of intelligence and guidance around how asset owners can help generate significant SDG impact through their transactions. With an aim to empower investors through impact intelligence products around bankable investment areas in countries with material SDG contribution, UNDP SDG Impact launched the “SDG Investor Maps”. SDG Investor Maps are in-depth reports on SDG-enabling investment opportunities and conditions in target markets and sectors. The Maps have been rolled out across the world by UNDP including in countries such as Brazil, Turkey, Jordan, Nigeria, China, India and so on.

UNDP IICPSD is looking for an International Consultant to support the implementation of SDG Investor Maps in the MENA region starting with Morocco. The *International Consultant* will report to UNDP IICPSD Deputy Director and the Impact Investing Project Manager based in Istanbul.

The expected outputs of the consultant include the following:

1. Support the IICPSD impact investing team with necessary desk research to determine the final list of market proven investment opportunity areas which are commercially viable and aligned with the sustainable development agenda;
2. Conduct desk research to collate supporting market information on the selected investment opportunity areas under required categories such as (not limited to the following): Prioritized Regions and Target Locations, Case Studies, Market Size, Return Profile, Ticket Size, Market Risks, Financing Model.
3. Coordinate consultations with national, regional and international stakeholders from public and private sectors, including:
 - a. National public institutions such as Ministries of Finance, Investment Promotion Agencies, State Planning Departments etc.
 - b. Commercial and investment banks, DFIs, national and regional investment funds,
 - c. Ecosystem builders such as incubators and accelerators,
 - d. Private sector companies operating in SDG-anchored sectors.

III. METHODOLOGY

The SDG Investor Maps follow a standard 8-step methodology based on desk research and stakeholder consultations to derive investment opportunity areas. Developed by SDG Impact, the Map methodology builds on a literature review of national policy documents and sustainable development reports to analyze policy priorities and development needs in the country. The findings feed into a list of priority sectors and subsectors under which investment areas are detailed.

Desk research and stakeholder consultations are conducted to make sure relevant information is compiled for each specific investment opportunity area under various data categories such as investment market sizing, timeframe, return expectations, financial incentives, regulatory framework and so on.

The consultant will especially support the data collection process once investment opportunity areas are determined, conducting desk research to access relevant market information. The Consultant should also utilize their network to schedule and support stakeholder consultations and actively contribute to content building for the final outputs.

IV. DELIVERABLES

The *International Consultant* is expected to provide the following deliverables for Morocco:

Deliverables	Due date (2021)
A. Submission of the final list of priority sectors, subsectors and investment opportunity areas which are aligned with national policy priorities and development needs.	11 July 2021
B. Submission of a proposed list of public and private stakeholders to schedule interviews.	30 July 2021
C. Delivery of a confirmed time schedule with the complete set of interviews, which should observe the following requirements: <ol style="list-style-type: none"> a. The expected number of interviews scheduled should not be less than 25. b. The interview should be an inclusive set of consultations with representatives from the following institutions: <ol style="list-style-type: none"> i. National public institutions such as Ministries of Finance, Investment Promotion Agencies, State Planning Departments etc. ii. Commercial and investment banks, DFIs, national and regional investment funds, iii. Ecosystem builders such as incubators and accelerators, iv. Private sector companies operating in SDG-anchored sectors. 	16 August 2021
D. Submission of a preliminary report detailing outputs from each specific interview.	13 September 2021
E. Delivery of the preliminary SDG Investor Map Excel template with compiled information on specific investment opportunity areas. <ol style="list-style-type: none"> a. The Excel template should include necessary market information for each investment opportunity area under the data categories previously agreed with the UNDP team. 	3 October 2021
F. Delivery of the final SDG Investor Map Excel template with revisions by SDG Impact team's quality assurance process incorporated.	30 October 2021
G. Support for the launch of the Map and dissemination of the results	30 December 2021

V. QUALIFICATIONS

Academic Qualifications/Education:

- Master's degree in Finance, Business Administration, International Development, International Relations or any other relevant field is required.
- A post graduate degree in the field of finance, economics, business management and international relations is an asset.

Experience:

- Minimum 5 years of experience in the fields of finance, public financial management, private sector development, development finance, innovative finance or sustainable finance is a requirement. Previous experience with a development partner or government is a very strong advantage.
- Proven experience in research and analysis of the SDGs, investment landscape and financial tools as well as their relevance to the sustainable development is an asset
- Solid knowledge of the investment landscape in the MENA region is an asset
- Experience of working with international organizations and managing multi-stakeholder partnership projects is an asset.

Language skills:

- Fluency in written and spoken English is required. Fluency in French and Arabic is highly desirable.

VI. PAYMENT TERMS

Payment will be made upon submission and acceptance of the contract deliverables by the UNDP IICPSD Deputy Director and Impact Investing Portfolio Lead in accordance with the payment schedule set out below:

#	Description of Deliverables	Due Date	Payment (% of the total contract amount)
1	Upon satisfactory submission and acceptance of Deliverables A-B;	30 July 2021	30%
2	Upon satisfactory submission and acceptance of Deliverables C-D;	13 September 2021	30%
3	Upon satisfactory submission and acceptance of Deliverables E-F.	30 October 2021	35%
4	Upon satisfactory submission and acceptance of Deliverable G.	29 December 2021	5%

The Consultant must send a financial proposal based on an all-inclusive Daily Fee for the contract period. The term “all-inclusive” implies that all costs (professional fees, communications, consumables, etc.) that could be incurred by the Consultant in completing the assignment are already factored into the daily fee submitted in the proposal.

VII. EVALUATION OF APPLICANTS

Individual consultants will be evaluated based on a cumulative analysis taking into consideration the combination of the applicants’ qualifications and financial proposal. The award of the contract should be made to the individual consultant whose offer has been evaluated and determined as:

- a) Responsive/compliant/acceptable; and
- b) Having received the highest score out of a pre-determined set of weighted technical (P.11 desk reviews and financial criteria specific to the solicitation.

Only those candidates that meet the minimum level of education, language and relevant years of experience will be considered for the technical evaluation. The technical evaluation will include a desk review to select the shortlisted candidates.

Only candidates who get min. 70% of points in technical evaluation (desk review) will be scored in financial evaluation.

Technical Criteria - 70% of total evaluation (desk review) – max. 70 points:

- Criteria A – Experience in financing and investment fields in the MENA region (*Desk Review; Up to 2 years: 4 points, 3-4 years: 7 points, 5-7 years: 10 points, 8-10 years: 12 points, 11-14 years: 15 points; 14 years+: 20 points*) - **Max points 20;**
- Criteria B – Experience in developing and implementing knowledge management activities (research and analysis, report writing, workshop delivery, making presentation in public, etc.) in the MENA region preferably in the context of SDGs, financing and investment (*Desk Review; Up to 2 years: 4 points, 3-4 years: 7 points, 5+ years: 10 points*) **Max points 15;**
- Criteria C – Experience in working with international organizations and donors, and the UN system in the MENA region, preferably related to the SDGs, financing and investment; (*Desk Review; Up to 2 years: 4 points, 3-4 years: 7 points, 5+ years: 10 points*) - **Max points 15;**
- Criteria D – Experience in working in or supporting a developing country in the MENA region and knowledge of national and international development challenges, investment landscape and institutional arrangements is desirable(*Desk Review; Up to 2 years: 4 points, 3-4 years: 7 points, 5+ years: 10 points*) - **Max points 15;**
- **Criteria E-Writing Samples – Max points 5**

Please ensure that your experience related to criteria A-D and aforementioned competencies is well documented in your P11 and cover letter.

Financial Criteria - 30% of total evaluation (max points 30).

VIII. APPLICATION PROCEDURES

Qualified candidates are requested to apply online via this [website](#). The application should contain:

- Cover letter explaining why you are the most suitable candidate for the advertised position. Please paste the letter into the "Resume and Motivation" section of the electronic application.
- Writing samples in English, French and/or Arabic.
- Filled P11 form including past experience in similar projects and contact details of referees (blank form can be downloaded from http://europeandcis.undp.org/files/hrforms/P11_modified_for_SCs_and_ICs.doc); please upload the P11 instead of your CV.
- Financial Proposal* - Specifying a) total lump sum amount for the tasks specified in this announcement (Please provide a daily fee and a total amount for 90 workdays within 6 months. The daily fee should cover all expenses for your consultancy services.).
- Incomplete applications will not be considered. Please make sure you have provided all requested materials.

*Please note that the financial proposal is all-inclusive and shall take into account various expenses incurred by the consultant/contractor during the contract period (e.g. fee, health insurance, vaccination, personal security needs and any other relevant expenses related to the performance of services...). Mission related costs which could not be foreseen at the time of the recruitment will be covered separately as per UNDP rules. Payments will be made only upon confirmation of UNDP on delivering on the contract obligations in a satisfactory manner.

Individual Consultants are responsible for ensuring they have vaccinations/inoculations when travelling to certain countries, as designated by the UN Medical Director. Consultants are also required to comply with the UN security directives set forth under dss.un.org

General Terms and conditions as well as other related documents can be found under: <http://on.undp.org/t7fJs>.

Qualified women and members of minorities are encouraged to apply.