

Sustainable Finance Expert for Making Access Possible (MAP)

Location :	Home-based
Application Deadline :	24 September (17:00, Johannesburg time, South Africa)
Type of Contract :	Company Contract
Post Level :	Local or International service provider
Languages Required :	English
Starting Date : (date when the selected candidate is expected to start)	13 October 2021
Duration of Initial Contract :	Intermittent work over a period of up to five months.

A. Project Description

The UN Capital Development Fund (UNCDF) is the UN's capital investment agency for the world's 46 least developed countries. It creates new opportunities for poor people and their small businesses by increasing access to microfinance and investment capital. UNCDF provides seed capital – grants and loans – and technical support to help financial service providers reach more poor households and small businesses, and local governments finance the capital investments – water systems, feeder roads, schools, irrigation schemes – that will improve poor peoples' lives. UNCDF programmes help to empower women, and are designed to catalyse larger capital flows from the private sector, national governments and development partners, for maximum impact toward the Sustainable Development Goals.

Making Access Possible (MAP) is a multi-country diagnostic and programmatic framework to support expanding access to financial services for individuals and micro and small businesses. MAP has been initiated by UNCDF as one of its main programmes to enhance financial inclusion in LDCs. Through a dialogue and evidence-based process, MAP aligns a broad range of stakeholders from within government, private sector and the donor community to create a set of practical actions aimed at extending financial inclusion tailored to that country. Importantly, financial inclusion is pursued not as an objective in and of itself, but for its role in achieving the core public policy objective of enhancing household welfare, supporting livelihoods and contributing to economic growth and employment.

The UN Sustainable Development Goals (SDGs) has at its core the intent to address the most pressing social issues of our time, while ensuring that the environment is not sacrificed while doing so. Sustainable finance attempts to ensure that decisions made in the financial sector, as well as capital flows supports these two objectives, while also enabling growth. To achieve this, sustainable finance needs to lead to increasing long-term investments in sustainable economic activities and projects that lead to improving the livelihoods of all people (and in particular the poor), while decreasing the impact of climate change on the environment. Sustainable finance therefore necessitates the understanding and inclusion of environmental, social and governance (ESG) considerations into finance and investment decisions, which is not only critical to the success of businesses and the financial sector, but also benefits customers, communities and society at large.

Sustainable finance is growing in prominence, and financial providers are increasingly incorporating ESG principles in their investment processes and portfolios. Businesses and companies, in turn, are the end destination for most finance flows, and are the greatest contributors of economic value that flows to households. Thus, the social contract between business, government and society combined with the necessary economic co-dependency are critical and therefore part and partial to ensuring that environmental and social considerations are incorporated in investment decisions.

A unique aspect of the UN Sustainable Development Goals (SDGs) – which focus on inclusive growth and social cohesion implicitly and explicitly (Goal 8) – is that they are targeted at governments, the private sector and civil society collaborating for a shared solution to the intractable problems of poverty and exclusion. Sustainable finance, at its core, is an attempt to hold business accountable for the larger and indirect impact it has on both society and the environment, via financing channels.

The MAP programme is seeking to better understand the linkages between financial inclusion and sustainable finance within the context of ESG principles as it relates to the SDG's. As such, there is a need for consulting services to elaborate on or construct a framework for the relationship between financial inclusion and sustainable finance, using the country data from UNCDF and the IFC as well as any other commercial data that can provide valuable input. In addition, the framework will be applied in up to 6 countries, 3 in the Southern African Development Community (SADC) and 3 in West Africa, as part of a second phase of the project (not part of this specific assignment), and this work should include development of a stakeholder engagement methodology which will be leveraged for testing and piloting in phase 2.

B. Scope of Work

The research and framework development should cover the following:

1. Validate, elaborate on and/or develop an analytical framework for the way that financial inclusion and sustainable finance relate to each other, and identify positive (and negative channels) of transmission, with particular focus on the potential for financial inclusion to impact on social risks: Take into account indirect transmission channels, e.g. other elements of financial sector, economic development, financial sector stability etc. that financial inclusion or sustainable finance (or both) impact on, which in turn impacts back on one or the other.
2. Determine the links and intersections between inclusive finance and entrepreneurship, as this is a key social issue in countries UNCDF and IFC works in, especially within the context of financial inclusion and access to financing for the bottom of the pyramid market to grow.
3. Identify the role that financial inclusion can play in sustainability reporting, approaches to identify sustainable investments ("taxonomies"), and the role of international financial institutions in supporting the Paris Agreement.
4. Develop a robust data framework, that links to an ESG framework for private sector use, and correlate with the SDGs, based on theoretical linkages as specified above.
5. Determine and develop a stakeholder engagement methodology for rolling out the framework in 6 countries (3 in SADC and 3 in West Africa). Stakeholders must include both public and private sector in each of the countries to be determined by UNCDF and the IFC. The framework will not

be rolled out as part of this piece of work, but this work should inform the rolling out in 6 countries as part of a second phase.

C. Institutional Arrangement

Consultant will report to the MAP Programme manager, based in Johannesburg, South Africa. Frequency of reporting will follow a format of fortnightly updates.

D. Duty Station

Remote work: South Africa or international, with remote engagement with private sector counterparts.

E. Duration of the Work

Proposals should include an estimated total work days required, by team member. Candidates to submit daily fees by team member and total cost based on time estimate. Valuation of proposals, as well as payment will be based on total cost of proposal.

F. Qualifications of the Successful Service Provider

Qualification of the firm:

- At least 5 years' experience with a combination of economic analysis, sustainable finance, financial inclusion, the SDGs and of the 2030 Agenda.
- At least 5 years' experience with facilitating high level/strategic industry dialogues, particularly within a corporate environment, including public and private sector stakeholders. Facilitation around sustainable development and/or sustainable finance is a plus
- Experience with synthesizing data driven frameworks with real world application
- Experience with similar assignments in SADC and/or West African countries;
- Experience in applied research and/or management consulting

Requirements to Qualifications of the Technical Experts: The consulting firm should have two senior team members including one Team leader and one Research Coordinator. The CVs of the two senior team members needs to be submitted as part of the bid together with a brief description of each of the support staff as applicable (including years of relevant experience):

Research Coordinator:

- Bachelor degree in economics, statistics, mathematics, commerce, engineering or the social sciences.
- At least 7 years of experience in a senior role in a consulting company (E.g. Director level)
- Three (3) years of experience in undertaking similar research in livelihoods and communities at the bottom of the pyramid, sustainable development/SDGs and/or sustainable finance research.
- Ability to undertake strategic research and engage with the private sector to collect information and synthesize technical frameworks with practical applications;
- Ability to oversee a team and coordinate the collation and cleaning of market data.
- Deep experience and access to multiple market and private sector databases to access market data to drive ESG frameworks

Team Leader

- Post graduate degree in economics, statistics, mathematics, commerce, engineering or the social sciences.
- At least 10 years of experience in a senior role in a consulting company (E.g. Director level)
- Five years' experience in either financial inclusion, sustainable development/SDGs and/or sustainable finance research;
- Demonstrated experience in overseeing and presenting this research to private and public sector audience, including high level strategic industry facilitation experience within a corporate environment;
- Excellent organizational and prioritization skills, with some project management experience. Keep track of multiple projects and progress of others on team. Creates action plans to finish projects on time and on budget.
- Possess critical thinking, analytical, and creative talent to develop a concept, idea, fact or content into a strong visual presentation that maximizes communications / sales effectiveness.

For each additional team member, the following summarised information would be required:

- Role in the proposed study (e.g. project leader, recruiting manager, moderator, etc.);
- Past experience in the envisaged role at your company (years of relevant experience);
- Basic employee and educational qualification information; relationship to your company (e.g. permanent employee, consultant, associate, sub-contractor, etc.); and

Language

- Fluency in English is required (speaking, reading and writing)

G. Scope of Price Proposal and Schedule of Payments

Payments will be made on the basis of deliverables, based on the project plan, and the suggested payment breakdown per country. Proposals should inform the exact scope of work and payment breakdown:

No	Activities	Deliverables	Approximate % of Payment
1	Inception report updating the methodology and approach, based on engagements with the Programme Manager	Acceptance by UNCDF of Inception report	20%
2	Draft report, including analytical framework and ESG data tool	Acceptance by UNCDF of Draft report	50%
3	Final report, including analytical framework, ESG data tool and stakeholder engagement methodology	Acceptance by UNCDF of Final report	30%
	TOTAL		100%

Condition for Payment Release: Within thirty (30) days from the date of meeting the following conditions:

- UNCDF's written acceptance (i.e., not mere receipt) of the quality of the outputs; and
- Receipt of invoice from the Service Provider.

Validity Period of Proposals: Proposals should be valid for a minimum period of 120 days.

H. Recommended Presentation of Offer

1. Full proposal including understanding of assignment and methodology to be used;
2. Implementation Schedule indicating breakdown and timing of activities/sub-activities;
3. The company's relevant Firm experience, qualifications, credentials;
4. Summary bios of core team, and CV's of the two stipulated senior team members;
5. Examples of related or similar work completed by the firm: documents can be provided with internet links to what you consider to be the best and most relevant examples of work;
6. Notice of availability for timeframe requested.

I. Criteria for Selection of the Best Offer

Commercial service providers will be rated on both technical and financial submissions. The following selection method will be used: Highest rated proposal using the combined scoring method, which assigns the weight distribution between the technical and financial proposals. The overall combined score will be 100 points, where weight distribution shall be 70% technical and 30% financial.

UNCDF will conduct a review of technical proposals received and only bidders which get a minimum of 70 points on technical evaluation will be technically responsive, compliant/acceptable and considered for financial evaluation ("responsive/compliant/acceptable" can be defined as fully meeting the TOR provided.).

Technical Evaluation Criteria (Total 70 marks):

- Expertise and capacity of the Firm to implement the task – 15 marks
- Understanding and proposed Methodology, Its Appropriateness to the Condition and Timeliness of the Implementation Plan – 35 marks
- Qualification and relevant experience of Key Personnel - 20 marks
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Evaluation Criteria	Points obtainable
Expertise of Firm/ Organization	15
At least 5 years' experience with a combination of economic analysis, sustainable finance, financial inclusion, the SDGs and of the 2030 Agenda.	8
At least 5 years' experience with facilitating high level/strategic industry dialogues, particularly within a corporate environment, including public and private sector stakeholders.	3
Demonstrated experience with synthesizing data driven frameworks	4

Evaluation Criteria	Points obtainable
with real world application, applied research and/or management consulting, and with similar assignments in SADC and/or West African countries	
Proposed Methodology and Approach	35
Does the Offeror clearly demonstrate understanding of the ToR and deep knowledge to undertake financial and sustainable finance research as per required tasks in the TOR (Extent of understanding the task including background, concept and objectives and clarity on the subject / issues addressed in the proposal)	10
Proposed methodology including scope of work, recommended approach fit for purpose given scope of work, appropriateness and logical consistency of activities, output and time frame in the proposed plan to accomplish the task	25
Technical team experience and expertise	20
Educational qualifications as stipulated by the ToR	3
Experience in a senior role in a consulting company, and research in either livelihoods and communities at the bottom of the pyramid, sustainable development/SDGs and/or sustainable finance as stipulated by the ToR	10
Relevant experience and ability with strategic research, private sector engagement, high level strategic facilitation, team coordination for data collection, critical thinking and visualization abilities, and access to multiple market and private sector databases.	7

Financial Evaluation (Total 30 marks):

All technical qualified proposals will be scored out of 30 based on the formula provided below. The maximum points (30) will be assigned to the lowest financial proposal. All other proposals received points according to the following formula: $p = y (\mu/z)$, where:

- p = points for the financial proposal being evaluated;
- y = maximum number of points for the financial proposal;
- μ = price of the lowest priced proposal;
- z = price of the proposal being evaluated.

J. Approval

This TOR is approved by :



Signature

Name and Designation Christiaan Loots, Programme Specialist – MAP

Date of Signing

1 Sept 2020