

TERMS OF REFERENCE (ToRs)

GENERAL INFORMATION	
Description/Task:	Develop and Deliver TOT Training on Blended Finance for UNDP Staff
Location:	Africa Finance Sector Hub Pretoria, SOUTH AFRICA
Application Deadline:	25 October 2021
Type of Contract:	Short-term
Consultancy Level:	International
Languages Required:	English, French an added advantage
Expected Duration of Assignment:	2 months
Target/Indicative Value Chains:	Multiple

I. Background

UNDP's SDG Finance Sector Hub offers a comprehensive package of methods and tools to support governments, the private sector and international financial institutions (IFIs) to scale up financing for the SDGs. The Africa Finance Sector Hub (AFSH) was established in response to UNDP's growing SDG financing agenda to service the Regional Bureau of Africa. The AFSH works to facilitate and support teams across RBA in scaling up their work on financing the SDGs and putting the SDGs at the heart of the public and private financing systems. As such, the Hub offers a comprehensive package of methods, tools and regional flagship programmes in support of UNDPs SDG Integration offer to enable governments, the private sector and other partners to accelerate financing for the SDGs.

As demand for technical assistance, quality assurance and training has grown, AFSH is seeking to deliver blended finance training for the teams deploying various financing instruments across the SDG Finance and Nature Climate and Environment teams. UNDP staff need to develop a deeper understanding of blended finance instruments and structures. There a Blended Finance Learning Program for UNDP needs to be designed and delivered. This training is intended as a "Training of Trainers", equipping key UNDP staff with a deep understanding of blended finance, which they subsequently share within their teams. In order to strike a balance between theoretical and practical training, targeted case studies and third party practitioners will be engaged to share their experience.

II. Scope of Work

The main objective of this course is to create blended finance champions within UNDP by equipping UNDP staff with an intermediate understanding of the principles of deploying blended finance solutions to achieve the SDGs. Core knowledge and skills include:

- the development thesis of blended finance,
- the importance of mobilizing private sector investment to developing countries at scale, and
- a theoretical understanding of the need to alter the risk-return proposition from unacceptable to acceptable.

- Case Studies that address the specific needs of African Countries especially in the context of COVID responses taking into account “building back and better approach” and identified priority investment needs such as those from key SDG Investment Opportunity Areas;

The training will cover the main blended finance archetypes and instruments and practical case studies, allowing participants to develop an understanding of how blended finance projects and funds are structured, and familiarizing them with the different sources and objectives of development (concessional) capital providers and private investors.

The training will be delivered in four (4) workshops organized in 2021 (dates tbc by UNDP). The first and second workshop will be for a combined audience from both FSH and NCE teams followed by the remaining two which will be curated to the objectives/interests of specific teams

Delivery method - Virtual Platform (likely Microsoft Teams or Zoom)

Training will be delivered in an active learning method that strives to directly engage and involve the participants in the learning process. Approaches employed include the following:

- **Interactive Presentations:** Allows facilitators to provide an overarching theme that organizes material in an illuminating and interesting way, featuring interactive elements such as open questions, polls, and sufficient time for questions and answers.
- **Case Studies:** As individuals are inductive reasoners, examples of illustrative blended finance transactions are very helpful in order to bring theoretical concepts to life. In order to strike a balance between theoretical and practical training, Facilitators will seek to leverage third party practitioners (where relevant) that are highly aligned to the participants’ sectors of interest (i.e. hydropower, solar power, other infrastructure, etc.).
- **Group Discussions:** Cooperative learning to maximize interaction and understanding, allowing participants to discuss the application of the newly learned concepts in their day-to-day work.

Number of Participants – A cumulative group of ~30-35 participants split evenly across (1) Nature, Climate and Energy (NCE) team and (2) Finance Sector Hub (FSH) teams.

III. Duties and Responsibilities

Under the supervision of the Senior SDG Investment Advisor, and in close collaboration with Private Sector and Sustainable Investments Special Advisor the consultant shall perform the following tasks:

- 1. Develop an agreed number of modules for deliver, tailored to Country Office demand including but not limited to :**
 - **What is blended finance and why is it required?** - The objective of this session is to provide participants with an understanding of the development hypothesis of blended finance i.e. the importance of blended finance to mobilize private investors/financiers to finance projects in developing countries. What are the implications, key opportunities, successful models for Blended Finance use as an effective response to address COVID 19 challenges in African countries?
 - **Finance 101** - This module provides a brief introduction to the fundamentals of finance, emphasizing its application in a wide variety of situations including blended finance transactions.

- **Blended Finance Archetypes and Underlying Rationale** - The objective of this module is to provide participants with a solid understanding of the principles, practices and features of blended finance solutions.
- **An Overview of the Blended Finance Ecosystem and Trends** - This module will provide participants with an overview of the blended finance ecosystem and the actors involved. The session will also discuss the influence of COVID-19 on the blended finance ecosystem, and gender-lens investing in blended finance.
- **Principles & Practices of Private Sector Finance** - This module involves analysis and identification of the investment criteria and activities of the various categories/segments of private sector investors who are active/investing (prepared to invest) in developing countries.
- **Blending with Guarantees**
- **1** - This module introduces participants to the rationale behind the use of guarantees, familiarizes them with various types of guarantees and discusses challenges associated with scaling the use of guarantees.
- **Blending with Technical Assistance** - This module examines the role of Technical assistance, analyzes market trends and examples. Technical assistance is a versatile development tool that can be deployed to mobilize additional sources of finance for the SDGs, by lowering the risks and high transaction costs associated with investments in new, uncertain, or fragile markets.

No.	Deliverables / Outputs ¹	Estimated Duration to Complete	Review and Approvals Required
1	- Draft Modules	20 working days	SDG Investment Advisor
2	- Delivery of 4 Webinars	8 Working days	
3	- Training report	5 Working days	
4	- Final Module pack for UNDP to deliver internally in the future	2 Working Days	
	TOTAL NUMBER OF DAYS REQUIRED FOR ASSIGNMENT	35 Working days	

IV. Requirement

¹ **N.B:** All deliverables will be produced in English and thereafter translated to French.

The **Consultant** should be holding the minimum below qualifications.

Technical Competencies

- Master's Degree or above in Economics, Finance, development finance, or related social science fields.
- 5-10 years' experience in delivering training on Blended finance, with a focus on blended finance data, intelligence, and deal flow to increase private sector investment in developing countries.
- Knowledge of the Sustainable Development Goals and of different approaches used in public and private sector investment in the context of the 2030 Agenda.
- Good understanding of regional integration across Africa including the different regional economic zones and a knowledge of the local and regional markets and trade/investment landscape

Functional Competencies

- Ability to deliver trainings and webinars to a diverse audience
- Ability to develop pedagogical training modules and past history of producing such modules

V. Assignment Management, Reporting and Institutional arrangements

- The Consultant will report to the SDG Investment Advisor, in close collaboration with the Private Sector Development Special Advisor. All deliverables will be validated by UNDP AFSS.
- An inception meeting shall take place at the beginning of the consultancy. During this inception meeting, the consultant shall endeavour to outline precisely its envisaged approach for this assignment and seek clarifications of any pending issues to ensure a joint understanding on the scope, deliverables, and timeline for the work.

V. Criteria for selecting the best offer

Upon the advertisement of the Procurement Notice, qualified consultants are expected to submit both their Technical and Financial Proposals. Accordingly, Consultants will be evaluated based as per the following scenario:

- Responsive/compliant/acceptable, and
- Having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation. In this regard, the respective weighting of proposals is as follows:
 - (i) Technical Criteria weight is 70%
 - (ii) Financial Criteria weight is 30%

Criteria Weight Max 70.

- Educational relevance: **10 points.**
- Understanding the scope of work **10 points.**
- Strong knowledge in Blended finance **20 points.**
- Relevant experience of developing training modules **20 points.**
- Experience of similar assignment **10 pts**

VII. PAYMENT MILESTONES AND AUTHORITY

The qualified consultant shall receive his/her lump sum service fees upon certification of the completed tasks satisfactorily, as per the following payment schedule:

Installment of Payment/ Period	Deliverable Details	Percentage of Payment
1 st installment	Deliverable 1 (Inception Report)	20%
2 nd installment	Deliverable 2 + 3	50%
3 rd installment	Deliverable 4	30%

These TORs are approved by:

Name:

Designation:

Signature:

Date Signed: