



## United Nations Development Programme

### Terms of Reference:

### National Consultant to Support Preparation of the Seychelles SDG Investor Map

TITLE	National Consultant Project Support to Climate Promise
COUNTRY	Republic of Seychelles
FOCAL AREA	Socio-Economic Transformation
AGENCY	UNDP Seychelles
DURATION	40 days between the months of April 1 to September 30 2022
DUTY STATION	Seychelles
REPORTING TO	Senior Economist
CONTRACT TYPE	IC - National
STARTING DATE	1 April 2022
END DATE	30 September 2022

## 1. Background Information

At a time of unprecedented global challenges, sustainable finance is a driving force for social, economic, and environmental resilience. Domestic and international public and private finance are essential for recovery from the COVID-19 pandemic and for the achievement of the Sustainable Development Goals (SDGs). Rallying private sector participation and strengthening private and public sector networks for achieving sustainable and inclusive economic growth has taken new urgency. National resource mobilization and increased commitments from private investors and enterprises will be needed for recovery from the impact of the pandemic, while maintaining progress towards the achievement of the SDGs by 2030.

In this connection, UNDP Seychelles in collaboration with the Government of Seychelles through the Ministry of Investment, Entrepreneurship & Industry seeks the services of a consultant to support the research, analysis, synthesis, and consultations with public and private stakeholders for the development of the Seychelles SDG Investor Map.

### 1.1. SDG Investor Map

An SDG Investor Map is a piece of market intelligence to help private investors (funds, financiers, and corporations) identify investment opportunities and business models that advance the SDGs in line with the Seychelle's national development priorities.

The SDG Investor Maps provide the insight and tools needed to increase private investments towards the SDGs in key investment opportunity areas. They can make a significant contribution to filling the financing gap by mobilizing private capital for national development priorities and overall, the SDGs. SDG Investor Maps are created using an established methodology which combines secondary data research (on existing development needs, policy priorities, and market

opportunities) with interviews with public and private sector stakeholders to verify findings and contribute new insights. The data are analysed to distil Investment Opportunity Areas (IOAs) and data-backed business models. The tool also strengthens COVID-19 recovery efforts at national level through the IOAs identified that shed light on actionable, profitable business models where the private sector can work with the Government to make a real difference in the lives of the people most impacted by the effects of COVID-19.

The findings of the SDG Investor Maps are synthesized in an Excel template and uploaded onto the [SDG Investor Platform](#), which was soft-launched in partnership with the Global Investors for Sustainable Development (GISD) Alliance in April 2021, where investors can search for the market intelligence on investment opportunities by a variety of functionalities, including sectors, regions, SDGs as well as indicative returns, market size, and timeframes of investments that most interest them. On the country level, the findings of an SDG Investor Map are utilised in SDG Impact Investor Convenings and SDG Impact Policy Dialogues, where UNDP pro-actively fosters collaborations between investors and enterprises as well as the Government to realise investment opportunities addressing SDG needs. UNDP also offers its services to the Government to utilize the market intelligence to generate an SDG investment project pipeline, access public and private capital for SDG investment including through de-risking, ensuring impact integrity through SDG impact management and measurement, and supporting an enabling environment for SDG investment.

### 1.2. Organizational Context

The process of developing an SDG Investor Map follows the [standardised 8-step methodology](#). SDG Investor Maps have already successfully been developed in 18 countries, including Ghana, Kenya, Namibia, Nigeria, Rwanda, South Africa and Uganda in an African context, and all findings are available on the [SDG Investor Platform](#).

The SDG Investor Map methodology was developed by [SDG Impact](#), a UNDP entity and flagship global initiative of the UNDP [Sustainable Finance Hub \(SFH\)](#) – launched in September 2018 – that focuses on leveraging private sector capital in delivering the SDGs. It is a methodology that combines data/research on existing development needs, policy priorities, and market opportunities with interviews/consultations with public and private sector stakeholders. It offers a step-by-step approach to create the SDG Investor Map. SDG Impact, alongside UNDP's Africa SFH, provides technical support throughout the process of developing the Seychelles SDG Investor Map.

### 1.3. Rationale

The Addis Ababa Action Agenda broadly recognizes private sector as being part of the solution to development challenges of all dimensions, not only through investments but also the implementation of best practices and inclusive and sustainable policies. The integral role of the private sector could, in part, pertain to intensifying investments in key and emerging sectors; fostering innovation; advancing business models that promote inclusive growth; adopting sustainable consumption and production patterns; improving youth employment and equal opportunities for women and men; and building good governance systems. Advancing private sector engagement in building back is pertinent for several reasons: First, addressing the most pressing social, economic and environmental challenges is in the mutual interest of the public and private sectors, and therefore more compelling to all players to pool efforts and build mutual trust. Second the current financing landscape necessitates innovative partnerships with the private

sector to mobilise the much-needed resources. Third, the private sector is very dynamic and adapts new environment, providing opportunity to address the equally evolving development challenges. Investing in recovery efforts also makes business sense for the private sector since it gains from operating in healthy, prosperous societies, and managing natural capital is also key for their long-term growth. It also builds trust and reputation, relationships, and strengthens and sustains their market. The ambition of Seychelles to build back better will be achieved if the private sector engages in meaningful partnerships to support the transformational journey. UNDP's support to these efforts is anchored in its Socio-Economic Transformation Programme that in part, has been designed to support the implementation of a structural transformation agenda through strengthening engagement with the private sector to leverage opportunities in the regional and global market.

#### **1.4. Purpose of Assignment**

To support the identification of priority sectors, subsector, and target regions, and to establish actionable data points for the Seychelles SDG Investor Map to help domestic and international private investors to identify investment opportunities and business models that will accelerate the achievement of SDGs and support recovery from COVID-19 pandemic, as aligned to Seychelle's national development priorities.

## **2. Approach and Scope of work**

The SDG Investor Map process entails undertaking secondary data research (on existing development needs, policy priorities, and market opportunities) and conducting in-depth consultations with public and private sector stakeholders to verify findings and contribute new insights in line with steps defined in the SDG Investor Map Handbook. The process follows an 8-step process outlined in the Handbook, which filters down from national priorities based on sectors, subsectors, and regions. The data will then be analysed to distil IOAs and data-backed business models. The standard SDG Investor Map steps are:

1. Collect information on national sustainable development needs and policy priorities.
2. Synthesize needs and policies into a set of national priority sectors.
3. For each sector, collect information on sectoral SDG needs and sectoral investment policies.
4. Synthesize needs and policies into a set of priority subsectors.
5. Identify the subregions most aligned to each subsector.
6. Synthesize information into a set of priority subregions.
7. With this context, identify potential business models that could tackle sub-sectoral and subregional SDG needs whilst capitalizing on policy and investment momentum.
8. For each business model, add a range of supporting information that can help investors to perform due diligence and eventually shape impactful deals.

The findings of the SDG Investor Map will be synthesized in an Excel template and uploaded into the [SDG Investor Platform](#) where investors can search for the market intelligence on investment opportunities in Seychelles.



The assignment follows the standardised SDG Investor Map methodology, and prospective bidders are required to apply this methodology within the Seychelles context.

Prospective bidders are encouraged to download the [SDG Investor Map introductory presentation](#) and study in-depth the [results from other countries' SDG Investor Maps](#) to appreciate the methodology, approach, process and final results prior to submitting the application, which must firmly build on the global methodology.

Overall, the key responsibilities within the SDG Investor Map development process are:

- Conduct the research and synthesis of the SDG Investor Map according the 8-step methodology in the SDG Investor Map Handbook.
- Contribute to identify key documents and data sources.
- Organize and conduct interviews and consultations with private sector to verify findings.
- Organize and conduct interviews and consultations with public sector stakeholders.
- Identify Investment Opportunity Areas (IOAs) through co-organizing and co-leading the workshops required in steps 7-8 of the SDG Investor Map Handbook.
- Facilitate and produce the SDG Investor Map Excel spreadsheet with comprehensive data points that will eventually be uploaded to the SDG Investor Platform.
- Produce the final reports on the Seychelles SDG Investor Map.

The technical execution of the Seychelles SDG Investor Map is conducted by UNDP in-house through the Istanbul International Centre for Private Sector in Development (IICPSD) with support from UNDP Seychelles and technical advisory from SDG Impact.

#### 4. The assignment

The overall responsibility of the national consultant will be to support UNDP's core and support teams with context advisory on SDG investment needs and opportunities in Seychelles and facilitating inputs from key public and private stakeholders in the country. Specific tasks of the national consultant include:

- Support UNDP Seychelles, IICPSD and SDG Impact to conduct of in-depth analysis of public and donor development statistics at subsector and subregion levels.
- Under the guidance of UNDP Senior Economist, the IICPSD and SDG Impact teams, establish a comprehensive picture of investment priorities by public stakeholders and current investment momentum at subsector and subregion levels.
- Support the identification of relevant stakeholders and set up and conduct consultations with Government representatives, investors, and enterprises
- Assist the Government with the establishment of a high-level Advisory Committee to facilitate preparation of the investor map and implementation of follow-up actions after completion.
- Support the collation of insights from multiple research sources into a master document with the provision of clear advisory ensuring that the IOAs and their data points address key investment opportunities.



#### 4.1. Deliverables

Deliverables	%	Approver
Established Advisory Committee,  Approved draft priority sectors by the committee  Comprehensive list of stakeholders for consultation: The list should include representatives from the following institutions: <ul style="list-style-type: none"> <li>• National public institutions such as Ministries of Finance, Investment Promotion Agencies, State Planning Departments etc.</li> <li>• Commercial and investment banks, DFIs, national and regional investment funds,</li> <li>• Ecosystem builders such as incubators and accelerators,</li> <li>• Private sector companies operating in SDG-anchored sectors.</li> <li>• Comprehensive list of documents or review</li> </ul>	20%	Core Oversight Team (UNDP & Ministry)
Completion of extensive consultations  Summary of IOA overviews defining the business case	20%	Core Oversight Team (UNDP & Ministry)
Completed data set with validated.	40%	Core Oversight Team (UNDP & Ministry)
Finalisation of summaries of guidance and options for utilizing the SDG Investor Map  Launch of the investor map	20%	Core Oversight Team (UNDP & Ministry)

#### 4.2. Timeframe

The services of the consultant will cover 40 working days spread from April 1 to September 30.

#### 4.2. Location

The assignment shall be undertaken in Victoria with possibility of traveling to project sites.

### 5. Qualifications

The National Consultant must have the requisite, proven experience, and capacity to undertake similar or relevant activities linked to investment mapping or research in related field in the private sector, including with a focus on impact consideration of potential investment opportunities in Seychelles and the region.

Specific he/she must possess the following qualifications:



- Master's degree in the field of Statistics, Finance, Economics, Business studies or other relevant fields.
- Extensive knowledge of private sector and development.
- In-depth knowledge of market context, business developments, national development needs, and economic and political priorities as well as familiarity with key public and private stakeholders requiring consultations.
- 10 years of experience in strategy consulting and/or economic research, with a focus on developing country contexts.
- Extensive experience with high level consultative processes in the public and private sector

### 5.1. Competencies

- Demonstrating/safeguarding ethics and integrity, by modelling the UN/UNDP's values and ethical standards.
- Promotes the vision, mission, and strategic goals of UN/UNDP.
- Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability.
- Demonstrate corporate knowledge and sound judgment.
- Self-development, initiative-taking.
- Acting as a team player and facilitating teamwork.
- Facilitating and encouraging open communication in the team, communicating effectively
- Creating synergies through self-control.
- Managing conflicts.
- Learning and sharing knowledge and encourage the learning of others.
- Informed and transparent decision making.

## 6. Selection Criteria

- Education qualification (10%).
- At least 10 years of experience with high level consultative processes in the public and private sector (40%).
- In-depth knowledge of market context, business developments, national development needs, and economic and political priorities as well as familiarity with key public and private stakeholders requiring consultations (20%).
- Financial Proposal (30%)

## 7. Reporting

The successful consultants will work under the close and joint technical supervision from the UNDP Senior Economist, UNDP SDG Impact, and the UNDP Africa SFH, and the SDG Investor Map Advisory Committee under the leadership of the Ministry. She / he will work closely with the IICPSD team to provide inputs and insights into the SDG Investor Map development process.



## 8. Recommended Presentation of Offer

Individual Consultants are invited to submit the following applications and requirements:

- Duly accomplished **Letter of Confirmation of Interest and Availability** using the template provided by UNDP.
- Personal CV, indicating all experience from similar projects, as well as the contact details (email and telephone number) of the Candidate.
- Brief description of why the individual considers him/herself as the most suitable for the assignment, and a methodology on how they will approach and complete the assignment.
- Financial Proposal that indicates the all-inclusive fixed total contract price, supported by a breakdown of costs, as per template provided. If an Offeror is employed by an organization/company/institution, and he/she expects his/her employer to charge a management fee in the process of releasing him/her to UNDP under Reimbursable Loan Agreement (RLA), the Offeror must indicate at this point, and ensure that all such costs are duly incorporated in the financial proposal submitted to UNDP.

## 9. Criteria for Selection of Best Offer

The award of the contract will be made to the Individual Consultant whose offer has been evaluated using the “Combined Scoring Method” and determined as:

- Responsive/compliant/acceptable.
- Having received the highest score out of a pre-determined set of weighted technical and financial criteria specified below - (Technical Criteria with a weight of 0.7 and Financial Criteria of a weight of 0.3).

Only candidates obtaining a minimum of 70 marks out of 100 in the Technical Evaluation would be considered for the Financial Evaluation. The technical criteria and weightage are as follows:

Educational Qualifications	Experience	Knowledge and Skills
<ul style="list-style-type: none"> <li>• Master’s degree in the field of Statistics, Finance, Economics, Business studies or other relevant fields</li> </ul>	<ul style="list-style-type: none"> <li>• At least 10 years of experience with high level consultative processes in the public and private sector (40%).</li> </ul>	<ul style="list-style-type: none"> <li>• In-depth knowledge of market context, business developments, national development needs, and economic and political priorities as well as familiarity with key public and private stakeholders requiring consultations</li> </ul>
20 Marks	50 Marks	30 Marks

**Important Note:**

- Qualified women are encouraged to apply
- Interested offerors above the age of 62: UNDP regulations require, at their own cost, to undergo a full medical examination including x-rays. Medical evaluation documentation does not need to be submitted with the other requested documents listed above but will be requested should the candidate be chosen.

**Prepared by:**



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Date: 13.03.2022

**Approved by:**

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UNDP Mauritius & Seychelles

Date: 14-Mar-2022

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