

REQUEST FOR PROPOSALS (RFP)

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INVESTMENT OPPORTUNITIES AT THE INTERSECTION OF ENVIRONMENT AND NUTRITION

Issued by

The Global Alliance for Improved Nutrition (GAIN)

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I. PROJECT BACKGROUND AND SCOPE OF WORK

1. ABOUT GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the United Nations in 2002 to tackle the human suffering caused by malnutrition. Working with governments, businesses, and civil society, we aim to transform food systems so that they deliver more nutritious foods for all people, especially the most vulnerable.

At GAIN, we believe that everyone in the world should have access to nutritious, safe, and affordable food. Today, one in three people - drawn from nearly every country on the planet - are unable to consume enough nutritious food. We work to develop and deliver solutions to this daily challenge.

Headquartered in Geneva, Switzerland, GAIN has offices in countries with high levels of malnutrition: Bangladesh, Benin, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, Rwanda, Tanzania, and Uganda. To support work in those countries, we have representative offices in the Netherlands, the United Kingdom, and the United States.

2. BACKGROUND

GAIN is issuing this Request for Proposal (RFP) and will be the administrative lead organisation for this RFP.

In 2022, GAIN launched the Nourishing Food Pathways (NFP) program, aimed at accelerating progress towards the Sustainable Development Goals (SDGs), specifically SDG2 (Zero Hunger).

One of the workstreams under NFP is focused on aligning and increasing private sector finance for food system transformation. This includes working with Development Finance Institutions (DFIs) and other capital providers / investment funds to enable and incentivise them to invest in nutrition, and strengthening the broader ecosystem, improving awareness, capacity, and commitment among investors to support the development of nutrition as an investment theme.

Within the global food system and agrifood value chains, environmental considerations are critical for sustainable nutrition. The UN estimates that around a third of all greenhouse gas emissions caused by humans is linked to the production, processing, packaging, and transport of food¹. At the same time, climate change is having a negative impact on our ability to ensure access to nutritious food for all, demonstrated by the devastating floods, droughts, and heatwaves experienced across the world. Climate change threatens to increase further the hundreds of millions of people who are undernourished and affected by micronutrient deficiencies.

DFIs are already committed to addressing environmental sustainability as part of their broader goals to support climate-resilient and sustainable development, fight climate change, and help achieve SDG13. Our aim is to demonstrate how investments in nutrition can align with environmental objectives and highlight specific examples of them doing so, including reducing food losses and waste, promoting sustainable agricultural practices, increasing yields and improving resource efficiency within food value chains. By doing so, we can showcase how such investments contribute to the dual objectives of environmental sustainability and improved nutritional outcomes, both SDG13 and SDG2. Of note, the focus is meant to be on *investable opportunities* that would be of interest to DFIs and other socially interested investors, not on development projects that require donor money (i.e., grants).

¹ <https://news.un.org/en/story/2021/03/1086822>

The purpose of this RFP is to engage an expert consultant to identify opportunities for achieving positive environmental and nutrition impact by investing along nutritious food value chains within LMICs in Latin America, Sub-Saharan Africa, and South Asia. The assignment's objective is to showcase investment opportunities at the intersection of environment and nutrition within food value chains, highlighting high-potential Small and Medium-sized Enterprises (SMEs) involved in these value chains, and assess how these investments align with environmental sustainability and nutrition goals. These outputs will serve as resources to aid DFIs' decision-making regarding potential investments in nutrition, emphasizing alignment with organizational goals and environmental impact, and hopefully leading to some climate financing being directed towards improved nutrition.

Interested consultants are encouraged to submit proposals outlining their capabilities, approach, and dedication to achieving these objectives.

3. SCOPE OF WORK AND DELIVERABLES

The successful applicant shall present the following services:

1. Conduct a comprehensive analysis to **identify at least two nutritious value chains** in each of the three regions, Latin America, Sub-Saharan Africa, and South Asia, **that provide high combined nutritional value & environmental impacts of foods**. In each region, at least two nutritious foods value chains (e.g., aquaculture, fruit, vegetables, pulses, poultry) will be selected based on their combined nutritional value and environmental impact (e.g., looking at GHG emissions, land use, water use, local pollution and waste) and how investing in SMEs in these value chains supports both environmental sustainability and improved nutrition outcomes. Of note, it may be the case that certain examined value chains have a generally large (negative) environmental impact, but that there are specific opportunities to reduce that environmental impact through particular types of investments (e.g., adoption of climate-mitigating and productivity enhancing practices).
2. Provide detailed reports for each value chain, including at least two case studies (per region-specific value chain, for a total of at least 12) of investable SMEs demonstrating positive environmental impact and contributions to nutrition. The analysis should clearly capture the environmental sustainability and nutritional benefits. Technical assistance opportunities to enhance the environmental sustainability of the specific case studies and/or the broader value chains can also be highlighted.

DELIVERABLES

The consultant will work with GAIN to:

- Conduct preliminary consultations with GAIN's involved team members and understand how this work fits within their existing activities, as well as learn from prior approaches implemented by the GAIN environment and research teams.
- Perform a desk review and/or key informant interviews to identify which food value chains should be prioritized as the most impactful in terms of combined nutritional value & environmental impacts in the three regions. Reach agreement with GAIN on these value chains.
 1. Provide detailed recommendations on the prioritized value chains, emphasizing their environmental and nutritional impact, and DFI investment potential. The study should employ well-defined criteria for selecting value chains in the regions where a large number of SMEs operate within nutritious value chains, with potential for being invested in by DFIs.
- Perform an environmental and nutritional impact analysis highlighting the sustainability of practices and the contributions of these value chains to improved nutritional outcomes at various stages of the value chain.
- Identify specific SMEs within each value chain to showcase as case studies. The identified SMEs should have a sufficient scale and financial viability to attract investment from DFIs.

- Produce a draft report outlining: 1) Nutritious value chains with significant positive environmental and nutritional impact, highlighted in terms of sustainability criteria; 2) Key environmental and nutritional considerations to be considered at the different stages of the value chains, including the role for technical assistance in reducing negative environmental impacts; and 3) Case studies of two investable SMEs in each value chain per region.
- Present main findings to GAIN and revise the draft report to a final report based on feedback.

3.2. PROPOSED TIMELINE

The engagement is expected to commence by March 2025 and is anticipated to be completed by June 2025.

3.3. ELIGIBILITY REQUIREMENTS AND CRITERIA FOR PROPOSAL SELECTION

The consultant shall be an individual consultant or institution with the following expertise:

- Proven experience in conducting similar consultancy assignments
- Strong understanding and working knowledge of environmental sustainability and agriculture investing
- Technical experience in analyzing environmental impacts within value chains.
- Working knowledge of food systems
- Knowledge of nutrition is desirable, but secondary to strong environmental expertise, as GAIN can complement the analysis with its nutrition knowledge
- Excellent communication skills in English, both oral and written

This call is open for proposals from eligible entities registered in / individuals residing in the EU, in Switzerland or in Low and Middle-Income countries. For more details on which countries these are, please refer to the [EU PRAG Rules](#) and [Annexes](#).

3.4. EXPECTATIONS FROM APPLICANTS

The successful applicant will:

- Work closely with the GAIN team throughout the duration of the work. A lead contact will be designated for regular communication and monitoring of deliverables.
- Meet with representatives from GAIN shortly after the contract is awarded, following which a work plan that will be developed detailing the objectives, deliverables, timelines, and budget for each of the parts outlined in the Scope of Work.
- Meet with GAIN regularly during the Project as well as at the request of GAIN.
- Submit deliverables according to the work plan's agreed-upon schedule.

II. INSTRUCTIONS FOR RESPONDING

This section addresses the process for responding to this solicitation. Applicants are encouraged to review this prior to completing their responses.

1. CONTACT

Please direct all inquiries and other communications to the contact below. Responses will not be confidential except in cases where proprietary information is involved.

- Roberta Bove and Ninon Alaniou, Innovative Finance
- Emails: rbove@gainhealth.org; nalaniou@gainhealth.org

1. BUDGET

Applicants are required to provide GAIN with a detailed fee percentage proposal. The final budget amount will have to be approved by the organisation prior to starting the project.

2. FORMAT FOR PROPOSAL

The proposal needs to be formatted as follows:

Technical Proposal in pdf (word or ppt format as preferred) of maximum 10 pages excluding Appendixes. The proposal shall include:

- Relevant background of the consultant (i.e., similar prior engagements, collaborations with relevant actors, etc.)
- Proposed team with relevant expertise and role
- Detailed approach
- Expected workplan and timeline to meet deliverables
- References

Financial Proposal:

- Budget
- Detailed budget justification
- Offer of services (see template attached under IV)

3. SUBMISSION

Originals should be submitted as follows:

An electronic copy containing the documents preferably in pdf along with all the required information including the fee proposal should reach GAIN at the address mentioned below:

Email copy:

- Roberta Bove and Ninon Alaniou, Innovative Finance
- Emails: rbove@gainhealth.org; nalaniou@gainhealth.org
- Please include 'Environment and Nutrition' as reference in the email subject line

4. DEADLINE

Completed proposals should be submitted to GAIN before 23:59 Central European Time on **February 24th, 2025**.

5. UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

- Proposals that are received after the RFP deadline at the specified receiving office.
- Proposals received by fax.
- Incomplete proposals.
- Proposals that are not signed.

6. REVISIONS

Proposals may be revised by electronic mail and confirmed by hard copy provided such revision(s) are received before the deadline.

7. ACCEPTANCE

GAIN will not necessarily accept the lowest cost or any of the Proposals submitted. Accordingly, eligibility requirements, evaluation criteria and mandatory requirements shall govern.

8. COMPLETION

- Proposals must be submitted on official letterhead of the lead organisation or firm and must be signed by a principal or authorising signatory of the lead firm or organisation.
- In case of errors in calculating overall costs, the unit costs will govern.
 3. It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. In the event that clarification is necessary, applicants are advised to contact the responsible person at GAIN under section II. point 1., prior to making their submission.
- While GAIN has used considerable efforts to ensure an accurate representation in this Request for Proposal (RFP), the information contained in this RFP is supplied solely as a guideline. The information is not warranted to be accurate by GAIN. Nothing in this RFP is intended to relieve applicants from forming their own opinions and conclusions with respect to the matters addressed in this RFP.
- By responding to this RFP, the applicant confirms its understanding that failing to comply with any of the RFP conditions may result in the disqualification of their submission.

9. RIGHTS OF REJECTION

GAIN reserves the right to reject any or all submissions or to cancel or withdraw this RFP for any reason and at its sole discretion without incurring any cost or liability for costs or damages incurred by any applicant, including, without limitation, any expenses incurred in the preparation of the submission. The applicant acknowledges and agrees that GAIN will not indemnify the applicant for any costs, expenses, payments or damages directly or indirectly linked to the preparation of the submission.

10. REFERENCES

GAIN reserves the right, before awarding the Proposal, to require the applicant to submit such evidence of qualifications as it may deem necessary, and will consider evidence concerning the financial, technical and other qualifications and abilities of the applicant.

11. RELEASE OF INFORMATION

After awarding the Proposal and upon written request to GAIN, only the following information will be released:

- Name of the successful applicant.
- The applicant's own individual ranking.

III. TERMS AND CONDITIONS OF THIS SOLICITATION

2. NOTICE OF NON-BINDING SOLICITATION

GAIN reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal. GAIN additionally reserves the right to negotiate the substance of the successful applicants' proposals, as well as the option of accepting partial components of a proposal if deemed appropriate.

3. CONFIDENTIALITY

All information provided as part of this solicitation is considered confidential. In the event that any information is inappropriately released, GAIN will seek appropriate remedies as allowed. Proposals, discussions, and all information received in response to this solicitation will be held as strictly confidential.

4. RIGHT TO FINAL NEGOTIATIONS ON THE PROPOSAL

GAIN reserves the right to negotiate on the final costs, and the final scope of work of the proposal. GAIN reserves the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

5. EVALUATION CRITERIA

Proposals will be reviewed by the Selection Team. The following indicate a list of the significant criteria against which proposals will be assessed. This list is not exhaustive or 100% inclusive and is provided to enhance the applicants' ability to respond with substance.

Applicants are required to submit the following information, conforming to the guidelines given in this section:

1. Understanding of the scope of work:
 - Proposal shall demonstrate a clear understanding of the project objective and deliverables as outlined in Section I.
2. Demonstrate a clear understanding of the technical requirements of this RFP:
 - Providing detailed technical documentation of the proposed strategy.
3. The creative and methodological approaches required to implement each of the parts of the scope of work.
4. Comprehensiveness of work plan and reasonableness of proposed time frame:
 - Proposal shall include a feasible work plan to ensure successful completion of deliverables.
 - The work plan details how activities will be coordinated.
5. Detailed budget and cost-effectiveness of proposed approach:
 - Evidence of cost-effective approaches to undertaking the scope of work within the proposed budget.
 - Proposal shall identify possible challenges and include creative approaches to addressing them.
6. Management and personnel plan:
 - The team members working on this project shall have the relevant qualifications and overall experience required to successfully implement the project.
 - Roles and responsibilities of each team member shall be clearly defined. GAIN shall have one main contact person clearly identified in the proposal.
7. A duly completed offer of services.

GAIN reserves the right to contact the individuals and contractor(s) in order to verify the information provided as part of the Proposal.

6. REVIEW PROCESS

The review process will involve a Review Panel with participants selected by GAIN.

7. LIMITATIONS WITH REGARD TO THIRD PARTIES

GAIN does not represent, warrant, or act as agent for any third party as a result of this solicitation. This solicitation does not authorise any third party to bind or commit GAIN in any way without GAIN's express written consent.

8. COMMUNICATION

All communication regarding this solicitation shall be directed to appropriate parties at GAIN. Contacting third parties involved in the RFP, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the proposal.

9. FINAL ACCEPTANCE

Award of a Proposal does not imply acceptance of its terms and conditions. GAIN reserves the right to negotiate on the final terms and conditions including the costs and the scope of work when negotiating the final contract to be agreed between GAIN and the applicant.

10. VALIDITY PERIOD

The offer of services will remain valid for a period of 60 days after the Proposal closing date. In the event of award, the successful applicant will be expected to enter into a contract subject to GAIN's terms and conditions.

11. INTELLECTUAL PROPERTY

Subject to the terms of the contract to be concluded between GAIN and the applicant, the ownership of the intellectual property related to the scope of work of the contract, including technical information, know-how, processes, copyrights, models, drawings, source code and specifications developed by the applicant in performance of the contract shall vest entirely with GAIN.

12. SCOPE OF CHANGE

Once the contract is signed, no increase in the liability of GAIN or in the fees to be paid by GAIN for the services resulting from any change, modification or interpretation of the documents will be authorised or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.

IV. OFFER OF SERVICES

1. Offer submitted by:

(Print or type business, corporate name and address)

2. I (We) the undersigned hereby offer to GAIN, to furnish all necessary expertise, supervision, materials, and other things necessary to complete to the entire satisfaction of the Executive Director or authorised representative, the work as described in the Request for Proposal according to the terms and conditions of GAIN for the following prices:
- a) Click or tap here to enter text.
 - b) Click or tap here to enter text.
 - c) Click or tap here to enter text.
 - d) Click or tap here to enter text.
3. I (We) agree that the Offer of Services will remain valid for a period of sixty days (60) calendar days after the date of its receipt by GAIN.
4. I (We) herewith submit the following:
- (a) A Proposal to undertake the work, in accordance with GAIN's requirements specified.
 - (b) A duly completed offer of services, subject to the terms herein.

OFFERS WHICH DO NOT CONTAIN THE ABOVE-MENTIONED DOCUMENTATION OR DEVIATE FROM THE PRESCRIBED COSTING FORMAT MAY BE CONSIDERED INCOMPLETE AND NON-RESPONSIVE.

Date this day of Click or tap here to enter text. in Click or tap here to enter text.

_____ Click or tap here to enter text.

Signature (applicant)

_____ Click or tap here to enter text.

Signature (applicant)