



REQUEST FOR PROPOSALS (RFP) No. 2025-0025-RFP

RFP Title:	Mobilizing Finance for a Resilient Zambia Activity (MFRZA) Investment Facilitation Platform
Award Type:	Firm Fixed Price
Issuance Date:	Monday, December 16, 2024
Deadline for Proposals:	Thursday, February 13, 2025, 11:59 PM Eastern Standard Time
Questions Deadline:	Wednesday, January 15, 2025, 11:59 PM Eastern Standard Time
For:	Climate Finance for Development Accelerator (CFDA) Project
Funded By:	United States Agency for International Development (USAID), Contract No. 7200AA22C00044
Implemented By:	Chemonics International Inc.
Estimated Award Ceiling:	\$1,000,000 USD- \$1,600,000 USD
Submission Requirements:	Electronic submissions only via CFDA Portal
Email Contact:	CFDAProcurement@CFDAAccelerator.com

The dates above may be modified at the sole discretion of Chemonics. Any changes will be published in an amendment to this RFP. This RFP does not obligate Chemonics to execute a subcontract, nor does it commit Chemonics to pay any costs incurred in the preparation and submission of the proposals. Furthermore, Chemonics reserves the right to reject any and all offers, if such action is considered to be in the best interest of Chemonics. Unless otherwise stated, the periods named in the RFP shall be consecutive calendar days.

About CFDA. The United States Agency for International Development (USAID) Climate Finance for Development Accelerator (CFDA) is a \$250 million initiative designed to mobilize \$2.5 billion in public and private climate actions and investments by 2030. These investments will fund a range of climate change mitigation and adaptation activities focused on scaling up the transition to an equitable and resilient net-zero economy. CFDA convenes stakeholders across the public and private sectors to develop and scale effective partnerships and innovative investment solutions that bring more climate finance resources to frontier and emerging markets. Additionally, CFDA aims to strengthen locally-led climate finance ecosystems, with a particular emphasis on empowering local actors, marginalized communities, and underrepresented groups to drive climate solutions. For more information about CFDA, please visit <https://www.climatelinks.org/projects/cfda>.

RFP Contents:

Section I. Instructions to Offerors

Section II. Offer Checklist

Section III. Statement of Objectives

Attachments (not included in body of RFP). See linked resources on the [CFDA Procurement site](#):

Templates – Annex A (Detailed Budget and Narrative Template); Annex B (Cover Letter Template)

Required Certifications – Annex C contains certifications required with proposal submission

Guidance Documents – documents to assist in development of the proposal

******* ETHICAL AND BUSINESS CONDUCT REQUIREMENTS *******

Chemonics is committed to integrity in procurement, and only selects suppliers based on objective business criteria such as price and technical merit. Chemonics expects suppliers to comply with our Standards of Business Conduct, available at <https://www.chemonics.com/our-approach/standards-business-conduct/>.

Chemonics does not tolerate fraud, collusion among offerors, falsified proposals/bids, bribery, or kickbacks. Any firm or individual violating these standards will be disqualified from this procurement, barred from future procurement opportunities, and may be reported to both USAID and the Office of the Inspector General.

Employees and agents of Chemonics are strictly prohibited from asking for or accepting any money, fee, commission, credit, gift, gratuity, object of value or compensation from current or potential vendors or suppliers in exchange for or as a reward for business. Employees and agents engaging in this conduct are subject to termination and will be reported to USAID and the Office of the Inspector General. In addition, Chemonics will inform USAID and the Office of the Inspector General of any supplier offers of money, fee, commission, credit, gift, gratuity, object of value or compensation to obtain business.

Offerors responding to this RFP must include the following as part of the proposal submission:

- *Disclose any close, familial, or financial relationships with Chemonics or project staff. For example, if an offeror's cousin is employed by the project, the offeror must state this.*
- *Disclose any family or financial relationship with other offerors submitting proposals. For example, if the offeror's father owns a company that is submitting another proposal, the offeror must state this.*
- *Certify that the prices in the offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.*
- *Certify that all information in the proposal and all supporting documentation are authentic and accurate.*
- *Certify understanding and agreement to Chemonics' prohibitions against fraud, bribery and kickbacks.*

Please contact Anne Spahr at aspahr@CFDAaccelerator.com with any questions or concerns regarding the above information or to report any potential violations. Potential violations may also be reported directly to Chemonics at to BusinessConduct@chemonics.com or by phone/Skype at 888.955.6881.

Section I: Instructions to Offerors

- **Introduction:** The Climate Finance for Development Accelerator (CFDA) Project is a USAID program implemented by Chemonics International. Offerors are responsible for ensuring that their proposals are received by Chemonics in accordance with the instructions, terms, and conditions described in this RFP. Failure to adhere with instructions described in this RFP may lead to disqualification of an offer from consideration.
- **Proposal Deadline and Protocol:** Proposals must be received no later than Tuesday, February 11, 2025 at 11:59 PM Eastern Standard Time via the [CFDA portal](#). If Offerors experience any challenges with the submission portal, email CFDAProcurement@CFDAAccelerator.com. Please reference the RFP number in any response to this RFP. Proposals received after the specified time and date will be considered late and will be considered only at the discretion of Chemonics. **Offerors are reminded to confirm that the CFDA portal link they are submitting through corresponds with the subject RFP. As CFDA may have multiple solicitations live at the same time, proposals submitted through an incorrect portal link may not reach its intended recipient by the deadline posted.**
- **Questions:** Questions regarding the technical or administrative requirements of this RFP may be submitted no later than Wednesday, January 14 at 11:59 PM Eastern Standard Time via the CFDA Questions Submission Portal: <https://airtable.com/appdvtTQ99F3lQ2nB/shrY5l0ouhTIGPkAH>. Questions must be submitted in writing; phone calls will not be accepted. Questions and requests for clarification—and the responses thereto—that Chemonics believes may be of interest to other offerors may be published on the [CFDA procurement site](#).

Only the written answers issued by Chemonics will be considered official and carry weight in the RFP process and subsequent evaluation. Any verbal information received from employees of Chemonics or any other entity should not be considered as an official response to any questions regarding this RFP.

- **Statement of Objectives:** The purpose of this RFP is to identify a local firm or consortium to design and manage an Investment Facilitation Platform (IFP) that ultimately positions entrepreneurs and project developers to secure public and private sector investments for locally led climate adaptation interventions. Section III contains the full Background, Statement of Objectives (SOO), and Illustrative Deliverables for the required work.
- **Proposal Details:** Proposals in response to this RFP must include all of the below elements.
 1. **Technical Proposal:** The technical proposal shall comprise the parts below. Please note that the proposal must be responsive to the detailed information set out in Section III of this RFP, which provides the background, SOO, and illustrative deliverables. Technical proposals will comprise a maximum of 15 slides, submitted in PDF, inclusive of all parts as described below:
 - *Part 1: Technical Approach and Implementation Plan:* Offerors shall describe their overall technical approach and implementation plan to achieve the objectives laid out in the SOO.
 - *Part 2: Management and Key Personnel:* Offerors shall briefly describe their approach to managing the activity to ensure the objectives will be achieved. Offerors may propose up to 3 key personnel positions necessary for the implementation of the objectives and include a brief statement to justify their selection of these positions. Offerors must include CVs for key personnel in an annex to the technical proposal and will not count against the slide limit.

Those pages requiring original manual signatures should be scanned and sent in PDF format or signed using e-signatures. **Technical proposals must not make reference to pricing data in order that the technical evaluation may be made strictly on the basis of technical merit.**

- **Source and Authorized Geographic Code:**

- a) All services offered in response to this RFP or supplied under any resulting award must meet USAID Geographic Code **935** in accordance with the United States Code of Federal Regulations (CFR), [22 CFR §228](#). The cooperating country for this RFP is Zambia.

Offerors may not offer or supply services or any commodities that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, Syria.

Any and all items that are made by Huawei Technology Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, Dahua Technology Company will not be accepted. If proposal include items from these entities please note that they will be deemed not technically responsive and excluded from competition.

- b) **Taxes and VAT:** No profit, fees, taxes, or additional costs may be added after award.

- c) **UEI Number:** Companies or organizations, whether for-profit or non-profit, shall be requested to provide a Unique Entity Identifier (UEI) number if selected to receive an award in response to this RFP valued greater than or equal to USD\$30,000 (or equivalent in other currency). If the Offeror does not have a UEI number and is unable to obtain one before the submission deadline, Offeror shall include a statement noting their intention to obtain a UEI number should it be selected as the successful offeror or explaining why registration for a UEI number is not possible. Contact [sam.gov](#) to obtain a number. Further guidance on obtaining a UEI number and Active SAM.gov registration can be found in the linked zip file.

- d) **Eligibility:** Chemonics anticipates issuing a fixed-price subcontract to one or more US or international organizations provided it is legally registered and recognized under the laws of the country where it is headquartered and is in compliance with all applicable civil, fiscal, and other applicable regulations. Such a company or organization could include a private firm, non-profit, civil society organization, or private university. Companies and organizations that submit proposals in response to this RFP must meet the following requirements:
 1. Companies or organizations, whether for-profit or non-profit, must be legally registered under the laws of the country where it is headquartered upon award of the subcontract.
 2. Firms operated as commercial companies or other organizations or enterprises (including nonprofit organizations) in which foreign governments or their agents or agencies have a controlling interest **are not eligible** as suppliers of commodities and services.
 3. Companies or collectively the consortium must have a local presence in Zambia at the time the subcontract is signed.
 4. Companies or organizations, whether for-profit or non-profit, shall be requested to provide a UEI number if selected to receive a subcontract valued at or above USD\$30,000.

Offerors may present their proposals as a member of a partnership with other companies or organizations. In such cases, the subcontract will be awarded to the lead company in the partnership. The leading company shall be responsible for compliance with all subcontract terms and conditions and making all partnership arrangements, including but not limited to division of

labor, invoicing, etc., with the other company(ies). A legally registered partnership is not necessary for these purposes; however, the different organizations must be committed to work together in the fulfillment of the subcontract terms.

- e) **Evaluation and Basis for Award:** This RFP will use the tradeoff process to determine best value as set forth in FAR 15.101-1. That means that each proposal will be evaluated and scored against the evaluation criteria and evaluation sub-criteria, which are stated in the table below. Chemonics will award a subcontract to the offeror whose proposal represents the best value to Chemonics and CFDA. Chemonics may award to a higher priced offeror if a determination is made that the higher technical evaluation of that offeror merits the additional cost/price. Evaluation points will not be awarded for cost, but for overall evaluation purposes of this RFP, technical evaluation factors other than cost, when combined, are considered approximately equal to cost factors. Cost will primarily be evaluated for realism and reasonableness. If technical scores are determined to be nearly equal, cost will become the determining factor.

Evaluation Criteria	Maximum Points
Technical Approach and Methodology	
The extent to which the offeror demonstrates an ambitious yet plausible approach to creating a robust and inclusive pipeline of climate adaptation & resilience Projects that can reach or progress towards investment-ready status. The extent to which the offeror defines specific targets for, at a minimum, number of Projects inducted into the pipeline, sectoral diversity of Projects, gender equity and social inclusion (GESI) of Projects and project teams, and formal negotiations towards financial closure.	15 points
The extent to which the offeror demonstrates strong technical knowledge of Zambia’s climate adaptation challenges, technical expertise in National Adaptation Plan (NAP) priority sectors (named in Section III below), and barriers for business in the climate adaptation space.	10 points
The extent to which the offeror demonstrates a strong network of local and international commercial and concessional investors and is positioned to facilitate matchmaking with Projects. Offerors should present an ability to foster complementarity with existing local and regional funds to maximize capital and impact. Strong preference will be given to local, Zambia-based offerors.	10 points
The extent to which the offeror demonstrates a compelling strategy for integrating GESI into each core activity of the Investment Facilitation Platform. The extent to which the GESI strategy provides strong evidence of the offeror’s ability to (1) to source Projects and co-create interventions that increase the leadership of and/or benefit historically marginalized groups, (2) deliver TA that addresses the unique needs of historically marginalized groups in the marketplace, and (3) consult and collaborate with historically marginalized groups such that they are empowered to make decisions about their own business needs and priorities.	5 points
Total Points – Technical Approach and Methodology	40 points
Management, Key Personnel, and Staffing Plan	

Evaluation Criteria	Maximum Points
The extent to which the offeror possesses strong internal systems and processes that enable it to be highly responsible to the scope of work while remaining agile.	10 points
The extent to which the offeror proposes key personnel that possess the preferred qualifications to successfully manage the implementation of the Investment Facilitation Platform. Strong preference for the participation and leadership of Zambian staff and a Zambian-based business/organization.	10 points
The extent to which the offeror presents a strong staffing plan for managing the Investment Facilitation Platform, including but not limited to comprehensive expertise in Zambian NAP priority sectors, GESI, and investment facilitation. For submissions from a consortium of international and local organizations, the extent to which the staffing plan presents intentional arrangements for knowledge, capacity and leadership transfer to the local organization.	10 points
Total Points – Management, Key Personnel, and Staffing Plan	30 points
Proposed Deliverables & Indicators	
The extent to which the offeror proposes deliverables that provide evidence of steady progress towards and achievement of the stated objectives and broader impact.	5 points
The extent to which the offeror proposes realistic, yet ambitious targets for the indicators outline in Section III.4 below. Targets should be in line with offerors technical approach.	5 points
Total Points – Proposed Deliverables	10 points
Corporate Capabilities, Experience, and Past Performance	
The extent to which the offeror has performed similar work in Zambia, or the region, in the past and presents a strong plan for managing the Investment Facilitation Platform beyond the life of MFRZA.	20 points
Total Points – Corporate Capabilities, Experiences, and Past Performance	20 points
Total Points	100 points

Key Personnel

Required Key Personnel Position	Description	Preferred Qualifications
IFP Managing Director	<ul style="list-style-type: none"> Oversees technical implementation and strategic direction of the IFP Manages portfolio of diverse climate adaptation & resiliency projects at different stages in the pre-investment cycle Cultivates relationships key stakeholders, including project developers, investors, and government representatives 	<ul style="list-style-type: none"> Bachelors degree or equivalent in business, finance, environmental science, or relevant field 10 years of experience delivering business development services to project developers seeking financing and/or facilitating matchmaking between project developers and investors and/or providing advisory services to

	<ul style="list-style-type: none"> • Advocates and offers thought leadership for adaptive management of GESI approaches to ensure benefits to historically marginalized groups are maximized 	<p>bring a Project into investment ready stage.</p> <ul style="list-style-type: none"> • Demonstrated track record of supporting climate adaptation & resiliency Projects • Demonstrated track record of mainstreaming GESI into project development and/or financial facilitation • Strong familiarity with Zambian marketplace
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- f) **Privity:** Please note that in submitting a response to this RFP, the offeror understands that USAID is not a party to this solicitation and the offeror agrees that any protest hereunder must be presented—in writing with full explanations—to CFDA for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. Chemonics, at its sole discretion, will make a final decision on the protest for this procurement.
- **Terms and Conditions:** This is a request for proposals only and in no way obligates Chemonics to award a subcontract. In the event of subcontract negotiations, any resulting subcontract will be subject to and governed by the firm fixed price subcontract terms and clauses found in the linked zip file.
- g) **Validity Period:** Offerors’ proposals must remain valid for 120 calendar days after the proposal deadline.
- h) **Negotiations:** Best offer proposals are requested. It is anticipated that a subcontract will be awarded solely on the basis of the original offers received. However, Chemonics reserves the right to conduct discussions, negotiations and/or request clarifications prior to awarding a subcontract. Furthermore, Chemonics reserves the right to conduct a competitive range and to limit the number of offerors in the competitive range to permit an efficient evaluation environment among the most highly rated proposals. Highest-rated offerors, as determined by the technical evaluation committee, may be asked to submit their best prices or technical responses during a competitive range. At the sole discretion of Chemonics, offerors may be requested to conduct oral presentations. If deemed an opportunity, Chemonics reserves the right to make separate awards per component or to make no award at all.
- i) **Insurance and Services:** Within two weeks of signature of this subcontract, the Offeror shall procure and maintain in force, on all its operations, insurance in accordance with the information provided in the DBA and Insurance Disclosure required form found in the linked zip file.

Section II: Offer Checklist

To assist offerors in preparation of the quote, the following checklist summarizes the documentation to include an offer in response to this RFP. For submission of the Technical Proposal, **please submit a single combined PDF that includes the cover letter, technical proposal, past performance references, and CVs. Cost proposals must be submitted separately from the technical proposal.**

1. **Cover Letter:** See template provided in the linked zip files. Offerors must have an active SAM/UEI Registration or provide a statement in the cover letter regarding intent to obtain a UEI.

- Cover letter
- 2. **Technical proposal:** Technical proposals will comprise a maximum of 15 slides, submitted in PDF or PowerPoint format, inclusive of all parts as described below:
 - Part 1: Technical Approach and Methodology
 - Part 2: Management, Key Personnel, and Staffing Plan
 - Part 3: Proposed Deliverables & Indicators
 - Part 4: Corporate Capabilities, Experience, and Past Performance
- 3. **Cost proposal:**
 - Detailed Budget and Narrative (Excel)
 - Copy of last 3 years of audited financials or unaudited financial statements
 - If applicable, copy of Negotiated Indirect Cost Rate Agreement (NICRA)

In addition, offerors responding to this RFP are requested to submit the following:

- Any one of the following: (1) Copy of registration or incorporation in the public registry, or equivalent document from the government office where the offeror is registered; (2) Copy of company tax registration, or equivalent document; or (3) Copy of trade license, or equivalent document.
- A minimum of three (3) references (with name and contact information) indicating the relevant work carried out in the last three (3) years that best illustrate organization's qualifications and past performance. References from USAID or similar donor-funded projects are preferred. Independent verification of the references may be carried out. Chemonics reserves the right to obtain past performance information from sources other than those identified by the offeror.
- The CVs of all named personnel with references. (See Section 1(e) for more details).

Required Signed Certifications at Proposal Stage (See Annex C)¹:

- Evidence of Responsibility form
- Subcontractor Size Self-Certification Form
- Insurance/DBA Disclosure
- Federal Funding Accountability and Transparency Act (FFATA) Form
- Certification and Disclosure Regarding Payments to Influence Certain Federal Transactions
- Certificate of Independent Price Determination
- Certification Regarding Responsibility Matters
- Subcontractor Certification Regarding Trafficking in Persons Compliance Plan

Section 3: Background, Statement of Objectives, and Illustrative Deliverables

III.1 Background

Chemonics International is currently implementing the USAID Climate Finance for Development Accelerator (CFDA) which is designed to mobilize \$2.5 billion in public and private climate investments by 2030. These investments will fund a range of climate change mitigation and adaptation activities focused on scaling up the transition to an inclusive, equitable and resilient net-zero economy. CFDA is a platform designed to help countries meet their national commitments in alignment with the Paris Agreement through evidence-based solutions that respond to national contexts and address gaps in global, regional, and national climate finance ecosystems. The CFDA Activity is organized around the following three objectives that seek to mobilize financial resources for climate adaptation and mitigation priorities in an inclusive, equitable way:

¹ Apparent successful offeror(s) may be required to submit additional applicable certifications at the award stage before a subcontract can be issued.

- Objective 1: Develop and scale effective partnerships and new investment solutions to achieve transformational change in countries where USAID works.
- Objective 2: Improve the enabling environment and increase and broaden participation in climate finance including the range and diversity of stakeholders driving climate solutions.
- Objective 3: Expand local and global capacity to bring more resources into climate finance.

Trends in Zambia show that many climate-induced hazards such as droughts, floods and extreme temperatures have increased in frequency and intensity over the past few decades. Projections show that by 2030, Zambia will experience a notable rise in compound heat, drought and flood events, impacting key sectors like agriculture, energy, health, water, and infrastructure and costing the nation an estimated 0.4% in annual economic growth. Through the Mobilizing Finance for a Resilient Zambia Activity (MFRZA), CFDA aims to help address these challenges by leveraging USAID’s resources to create a pipeline of high-quality bankable projects that deliver meaningful climate resiliency and adaptation benefits to local communities.

III.2 Statement of Objectives

The purpose of this RFP is to identify a local firm or consortium to design and manage an Investment Facilitation Platform (IFP) that ultimately positions entrepreneurs and project developers to secure public and private sector investments for locally led climate adaptation interventions. The IFP will target small and medium-sized enterprises (SMEs), not-for-profits, projects and new ventures (“Projects”) that are advancing climate interventions in line with Zambia’s [National Adaptation Plan \(NAP\)](#), specifically the agriculture, water, resilient energy systems, and/or healthcare sectors.² In this RFP, “Projects” refers specifically to the enterprises in the pipeline that will receive technical assistance and capacity building through investment readiness support to potential investment facilitation and matchmaking. Although there is not a strict ticket size, the selected offeror should focus on advancing those climate adaptation projects with a capital expenditure value of up to USD 10 million. The selected offeror will support the following core activities:

1. *Identify a pipeline of climate adaptation projects.* The selected offeror will identify and develop a robust pipeline of climate adaptation Projects in Zambia seeking commercial or blended capital to launch or scale their solutions. The selected offeror will be responsible for the screening and selection of Projects that align with MFRZA’s mandate and objectives, as detailed above. The selected offeror will prioritize sourcing Projects led by women, marginalized groups, and local communities from across all targeted sectors.
2. *Deliver Needs-Based Technical Assistance and Capacity Building.* The selected offeror will provide targeted technical assistance (TA) to support the development and preparation of investment-ready Projects. Among other identified needs, TA will support Projects to overcome barriers to investment and enhance the enterprise’s ability to attract investment. The selected offeror will provide TA to quantify return on investments (e.g., comparing cost of investments to expected savings generated/revenue loss avoided) to help projects create the business case for attracting investment.
3. *Investment Facilitation/Matchmaking.* The selected offeror will engage with potential investors to attract commercial or blended capital for the identified Projects. This will involve developing and implementing investment promotion strategies, conducting investor outreach activities, and exploring creative and collaborative investment opportunities in the region. The selected offeror will be expected to tailor investment

² Please note that the Investment Facilitation Platform (IFP) is separate and unrelated to any planned procurement by the Millennium Challenge Corporation (MCC) for a Project Preparation Facility under the Zambia Compact.

solutions for those Projects led by historically marginalized groups, like women and youth, that may confront unique challenges in the marketplace. Funding and capital sources may include commercial and concessional investors.

III.3 Qualifications

The offeror must possess the following minimum qualifications:

- Strong knowledge of financial instruments (e.g., equity, debt, blended) that are likely to strengthen projects in emerging markets.
- Proven track record facilitating investments in adaptation-related Projects, specifically within the Zambian and/or regional context.
- Zambia-specific technical and market expertise in NAP priority sectors (named above) with specific knowledge of climate risks as well as adaptation trends.
- Experience assessing business models of SMEs, not-for-profits, projects and new ventures, and working collaboratively with developers to determine financial needs and paths to viability, identify and address business gaps, and achieve investment readiness.
- Ability to quantify the relative costs/benefits associated with climate adaptation and resiliency interventions and communicate the business case for investment.
- Track record of successfully coordinating with different levels of government.
- Demonstrable track record of employing, consulting, collaborating with, and empowering historically marginalized groups, including women and youth. Demonstrated capacity and commitment to (1) source projects that are both led by and benefit historically marginalized groups, and (2) define and tailor TA for project developers from historically marginalized groups that are likely to confront unique challenges in the marketplace.
- Existing network of investors, funds, donors, high-net-worth individuals (HNWI), family offices and banks that can be actively engaged from the onset, and experience organizing investment forums, business matchmaking events, and other types of networking opportunities to connect Projects and developers with investors interested in climate resiliency and adaptation.
- Ability to manage and report on the flow and quality of project pipeline, services provided, and results/ outcomes.
- Demonstrated institutional adaptability, flexibility, and professional composure in challenging or ambitious situations.

The offeror should be (1) a private Zambian-based business or organization (not-for-profit or for-profit); or (2) a private international for-profit or non-profit organization or businesses supporting the MFRZA IFP in Zambia. Strong preference will be given to a local, Zambia-based offeror, although consortia with international partners may submit an offer. In the latter case, demonstrable, intentional knowledge and capacity transfer to the local consortium member must take place throughout the period of performance of the IFP subcontract. The intention is that management leadership of the IFP could transfer to the local partner at the end of the period of performance.

III.4 Activity Indicators

Successful offerors will be required to report narrative activity progress and indicator data semiannually, on a USG fiscal year basis. Offerors must be able to provide data to fulfill the following indicator reporting requirements:

- EG.5.1-21: Number of enterprises directly or indirectly supported by USG Micro, Small and Medium enterprise resources
- EG.11-2: Number of institutions with improved capacity to assess or address climate change risks
- EG.11-4: Amount of investment mobilized (in USD) for climate change adaptation

- CFDA 1.4: Percentage of investment mobilized (in USD) that is inclusive of marginalized and underrepresented groups

Offerors are welcome to propose additional indicators that they will use to monitor and report on activity progress and outcomes.

The offeror will also be expected to contribute to CFDA's learning agenda related to nature-based solutions, adaptation, private sector climate investment, and other relevant themes. Contributions may consist of participating in interviews or events, facilitating access to local partners, collaborating on short technical documents or other learning products, or sharing relevant data. Details of these engagements will be specified during award negotiation discussions.

III.5 Deliverables

Under this subcontract, CFDA aims to support a minimum of 12 resilience and adaptation Projects raise debt, concessional or equity finance needed to launch or scale their businesses. Offerors shall propose targets, milestones and a deliverable framework in line with their proposed approach and that falls within the technical objectives described in the Statement of Objectives above. The proposed deliverable framework must incorporate both the required deliverables (given below) and additional deliverables proposed by the offeror that together comprise the entirety of the offeror's proposed approach. Offerors are encouraged to propose as many additional deliverables as appropriate to achieve the expected results. Required and proposed additional deliverables may be presented in the offeror's deliverable framework in a sequence that fits with the offeror's proposed approach.

Deliverables. The successful offeror shall deliver to Chemonics the following deliverables, in accordance with the schedule set forth below:

Required Deliverables:

(Annual) Implementation Plan, including gender equity and social inclusion (GESI) strategy

The Subcontractor shall prepare a slide deck outlining its plan for rapidly mobilizing the Investment Facilitation Platform, including 1) updated staffing plan 2) localization plan 3) and strategic goals for the upcoming year. The Subcontractor should include a description of in-country outreach/activities (e.g., launch events, roadshows). The Annual Implementation Plan should include timeline, sequencing of activities, risk management approach, and any contingencies on which their success depends.

Methodology & Screening tool

The Subcontractor shall prepare a slide deck outlining a methodology for (1) identifying and screening projects (origination) for incorporation into a pipeline, (2) a menu of services for projects in the pipeline including business advisory and investment facilitation services, and (3) a strategy for identifying and developing a network with prospective investors for sourcing and selecting projects.

(Annual) Pipeline of projects that the IFP will support

The Subcontractor shall prepare a slide deck of a pipeline of clean energy or climate adaptation projects that could be engaged within the upcoming nine (9) to 12 months. The Subcontractor must incorporate proposed specific minimum targets of projects that successfully exit the pipeline each year in year 1 and Year 2, with a minimum total target of 12 Projects. In the slide deck, the Subcontractor shall define the purpose of the project and its alignment with CFDA's objectives; provide an overview of the results from the screening process and a profile of the

company; and outline a roadmap of business advisory and/or investment facilitation services that shall be delivered.

Evidence of needs-based technical assistance formally delivered to project developers

The Subcontractor shall prepare a slide deck, with 1 to 2 slides dedicated to demonstrate for each Project (1) which technical assistance needs were collaboratively identified for the Project, (2) how these particular technical assistance needs were delivered by the Subcontractor, and (3) a description of the measurable impact this technical assistance had on the Project from a commercial, operational and/or organizational perspective.

Semiannual MEL and progress reports

Reports summarizing implementation progress and results achieved during the reporting period. Reports will include both general narrative updates as well as per-project data detailing services provided and outcomes achieved. Data must support calculation of the indicators described in Section III.4 and any others proposed by the subcontractor. Reports may be provided using a standardized Excel template provided by CFDA or in a mutually agreed upon format proposed by the subcontractor.

Final MEL and progress report

Reports summarizing final progress, results achieved since the completion of the last semiannual report, and summary reflections on activity implementation and lessons learned. The final report will follow the same format as the Semiannual MEL and Progress Reports, with additional sections for overall reflections and learning.

Additional Proposed Deliverables

The successful offeror shall propose to Chemonics additional deliverables as needed to support the proposed technical approach. The following are examples of illustrative deliverables that offerors may propose for the specific technical parameters outlined for this RFP in addition to the required deliverables above. These illustrative deliverables are intended to give offerors an idea of what is possible, but CFDA strongly encourages offerors to propose their own deliverables. CFDA encourages offerors to structure their proposed deliverables and corresponding payments competitively. Illustrative deliverables could include, but are not limited to:

- Communication and outreach materials (e.g., launch event, messaging guide, impact stories)
- Investment facilitation materials (e.g., reports from investments forums or matchmaking events)
- Evidence of financial closure between project developers and investors (or of formal negotiations to this end)

Deliverable descriptions must include the work, tasks, and activities that are to be done as part of producing the proposed deliverables and show clear results and outcome as a result of having produced the deliverables. The offeror's proposed activities, tasks, and results should be described in numerical terms where possible (i.e., numbers of Projects, sizes of Projects) and must demonstrate concrete achievements that are technically convincing and measurable, and that as a result merit the price to be paid for that deliverable. General descriptions of deliverables are not acceptable.

Upon selection, CFDA will work closely with the apparently successful offeror to determine the contract structure including final timelines, deliverables, and associated costs. While payment will be made upon completion of deliverables, CFDA understands that a commitment of funds may be

required to fulfill the purpose of the program. Offerors should note the appropriate form of commitment they will need in their proposal should they be the selected offeror.

III.5 Geographic Focus

The scope of work is intended to spur investment in firms and organizations operating in Zambia. Successful offerors will demonstrate experience operating in Zambia.