



To: Offerors

Date: September 21, 2020

From: Procurement and Partnerships Team, INVEST Project; Implemented by DAI Global LLC

Subject: Request for Proposals (RFP) INVEST-066 Portfolio Learning Platform on Additionality and Human Impact

Due: **1:00PM EDT on October 19, 2020**

Dear Offerors:

Enclosed is a Request for Proposals (RFP) to support the implementation of DAI's INVEST project funded by the United States Agency for International Development (USAID). DAI invites firms to submit a proposal for work as part of the INVEST learning agenda.

- I. RFP Process and deadlines:** This solicitation will result in the award of one or more Indefinite Quantity Contract(s) (IQC). One IQC award will include an initial Fixed Price Task Order covering the objectives and activities of Task Order 1 of the SOO. Subsequent follow on Task Order(s) will be issued to individual IQC holders for work that falls under the objectives and activities of Subsequent Task Order(s) as outlined in the SOO and as approved by INVEST. The **combined ceiling of the awarded IQCs** (including all Task Orders across one or more consortia) is expected to be up to \$1.7 million. We anticipate the value of Task Order 1 will be a maximum of \$200,000 but offerors are encouraged to propose competitive pricing based on their technical approach.
- a. Submission of Questions – Questions must be submitted no later than **1:00 pm EDT on September 28, 2020** via email to INVEST_Procurement@dai.com. All questions must be submitted in English.
 - b. Submission of Proposals – Proposals must be submitted no later than **1:00 pm EDT on October 19, 2020** via email to INVEST_Procurement@dai.com, copying [Katherine Tilahun@dai.com](mailto:Katherine_Tilahun@dai.com), [Matthew Mitchell@dai.com](mailto:Matthew_Mitchell@dai.com), and [Carly Gorelick@dai.com](mailto:Carly_Gorelick@dai.com). The subject line of the email should be your organization name, followed by “Submission under RFP INVEST-66: Portfolio Learning on Additionality and Impact .” All proposals must be submitted in English. Please certify in your submission email a validity period of 60 days for the price(s) provided and include your organization’s DUNS number. Please limit file submissions to 10 megabytes or less.
- II. Composition of Proposal:** Your organization’s proposal should comprise the following submission documents. The Technical Proposal and Cost Proposal should be submitted in English and prepared as separate files for independent evaluation, as follows below. Technical proposals should be submitted as a ten (10)-slide presentation with a minimum font size of 12, and graphics with a minimum font size of 10. Submissions in PowerPoint or in PDF are acceptable, although PDF is preferred along with an accompanying PowerPoint document. Please provide a copy of your cost proposal in Excel format.

Part 1 – Technical Proposal

Please limit your technical proposal to no more than ten slides. The technical proposal is composed of the following four (4) sections:

1. **Technical Approach to Task Order 1 (INVEST Portfolio and Literature Review, Conceptual Framework and Research Roadmap)** – Offerors will detail their approach to fulfill the accompanying Statement of Objectives (SOO). The approach will clearly indicate how the proposed activities will result in the successful completion of all deliverables and milestones including a review of the INVEST portfolio and relevant literature to define a conceptual framework to measure additionality and human impact, and identify accessible learning tools for how to apply the framework practically. Activities include providing a research roadmap for additional qualitative and quantitative evidence capture, a proposed methodology for assessment and selection of the field research activities, as well as useful and engaging hands-on dissemination. Offerors should also detail how the current pandemic might affect their approach to carrying out the work, including existing and anticipated travel restrictions, as well as any adaptation and/or mitigation strategies they envision employing in light of COVID-19.

2. **Technical Approach to Subsequent Task Order(s) (Implementation of Research Roadmap, Dissemination, and Learning Events)** – Offerors will detail their approach to fulfill the accompanying SOO. The approach will clearly indicate how the proposed activities will result in the successful completion of all deliverables and milestones including targeted support for evidence capture, primary data collection, analysis and learning activities to implement research roadmap (including primary data collection, secondary data analysis, learning tools and webinars/workshops or other hands-on learning with partners and USAID staff, buy in clients and others). The specific design of subsequent Task Order(s) will be defined as an output of the Research Roadmap developed under Task Order 1. For purposes of this proposal, please assume field research in at least five sites where INVEST has buy in activities (see examples in quarterly and annual reports)¹. For dissemination Offerors should assume at least five practical and useful communication products and hands on learning events for the purpose of proposal development. The actual number, location and scope of these activities will be defined as an output of the Research Roadmap developed under Task Order 1. Offerors should propose a technical approach and specific activities and associated deliverables based on these assumptions and in line with the Offeror’s technical approach and highlighting the firm’s specific offerings and competencies. Offerors should also detail how the current pandemic might affect their approach to carrying out the work, including existing and anticipated travel restrictions, as well as any adaptation and/or mitigation strategies they envision employing in light of COVID-19.

3. **Institutional Capacity** – Offerors should provide details about the experience, expertise, or capacity of their firm (or firms if a partnering arrangement is proposed) to recommend the proposed approach for Task Order 1 and subsequent task orders for implementation of the Research Roadmap and complete the work as described. This should also include past performance information for similar contexts. Offerors should demonstrate their experience designing and implementing research methodologies and impact measurement. They should also demonstrate their experience producing engaging, useful,

¹ Please see INVEST [2018](#) and [2019](#) Annual Reports and [Quarterly Reports](#) through June 2020

accessible learning products and disseminating them effectively to USAID, the blended finance community, and the international development community, including through in-person or online events. Offerors should demonstrate their ability to operate and carry out data collection, including ability to interview local stakeholders and travel to selected field sites. Offerors should also detail their approach to ensuring the safety and security of their personnel traveling to and carrying out assignments in the selected field sites.

4. **Management Plan/Staffing Structure** – Offerors should include details of personnel who would be assigned to the activities described in each of the technical approaches, as well as a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a milestone schedule for each task order. Offerors are permitted to engage in partnering arrangements if it will aid in providing best value to USAID, regardless of whether organizations belong to the USAID INVEST network. If a partnering arrangement is being proposed, please describe the nature of the arrangement, the specific technical value being contributed by each member of the team, and the appropriate management controls to ensure successful delivery. Firms may consider partnering with other firms that bring in complementary skill sets and experience.

In addition to the above, please include the following. These inputs will not be counted as part of the 10-slide limit and the format may be PDF or Word:

- One (1) to two (2) examples of past performance relevant to each of the two task orders for this activity (limited to two (2) pages per example)
- CV(s) of any individuals proposed in the staffing plan to conduct this activity (limited to two (2) pages per individual)

A cover slide will be considered a non-counting slide, should offerors choose to include one. No additional annexes or documentation are requested now.

Part 2 – Price Proposal

The contract type for the presumptive contract(s) will be an Indefinite Quantity Subcontract with Fixed Price Task Orders, awarded by DAI Global, LLC. **Please include your total proposed fixed price for Task Order 1 along with details for specific deliverable pricing.**

For Subsequent Task Order(s), please provide the illustrative cost of implementing field research and data collection. Please provide narrative explanation of assumptions related to pricing Subsequent Task Orders in terms of the location of field sites and research design in line with the proposed technical approach. The proposed illustrative pricing for Subsequent Task Orders will serve as an indication of how the Offeror will structure and price its work under subsequent Task Orders; INVEST will compare subsequent Task Order pricing during IQC implementation against the pricing proposed during this competitive phase.

Offerors must also include a cost breakdown of the hourly rates for proposed personnel, any other direct costs, indirect costs, and fees if applicable, with a build-up to their total proposed price or include substantiating price reasonableness documentation/justification. Cost breakdowns included will be utilized to determine price reasonableness. Offerors

should use the attached cost/budget template; please limit file submissions to 10 megabytes or less.

- III. Evaluation of Proposal:** DAI will use best value determination for the award of this Request for Proposals. A best value determination means that, in DAI's estimation, the selected offer(s) will provide the greatest overall benefit to USAID in response to the requirements stated in this RFP. DAI may also exclude an offer from consideration if it determines that an Offeror is "not responsible", i.e., that it does not have the management and financial capabilities required to perform the work required. Proposals will be evaluated against a stated number of factors, including the overall proposed approach, past performance, specific qualifications in research and impact measured, as detailed in the SOO and other evidence substantiating the bidder's ability to deliver, including budget and time frame considerations. Specific preference will be shown for firms with experience collecting and analyzing high-value project and sector-specific impact data abroad.
- 1. Technical Proposal:** The Technical Proposal will be scored and evaluated separately from the price proposal. Technical panel reviewers will evaluate offerors on the following factors, consistent with the offerors' technical proposal.
- a. Technical Approach (40 points)** - Points for this section will be awarded based on the information presented in the technical approach. Points will be awarded to firms describing their thoughtful approach to addressing the statement of objectives. The offeror will be scored based on its presentation of a clear approach for each Task Order that reflects the requirements of this specific activity and incorporates the offeror's competencies, including proposed adaptation and/or mitigation strategies in light of COVID-19.
- i. Task Order 1 (INVEST Portfolio and Literature Review, Conceptual Framework and Research Roadmap):** Points will be awarded to firms clearly describing the offeror's technical criteria and process to conduct rigorous qualitative and quantitative analysis of the INVEST portfolio and relevant literature identified in the SOO to prioritize and recommend a research approach with the highest potential for defining, measuring and analyzing additionality and impacts of INVEST. It should include a proposed methodology for assessment and selection of the field research activities.
- ii. Subsequent Task Order(s) (Implementation of Research Roadmap, Dissemination and Learning Events):** Points will be awarded to firms describing their thoughtful approach to addressing the statement of objectives, especially those that consider the challenges and innovative approaches to rigorous additionality and impact measurement. The offeror will be scored based on its presentation of a clear approach for Subsequent Task Orders that reflects the requirements of this specific activity and incorporates the offeror's competencies. The technical approach for Subsequent Task Orders should focus on implementing the learning roadmap and include a detailed plan to guide research, field activities and development and delivery of useful, engaging, hands-on learning. . The technical approach should take into consideration the assumptions set in Section II.2 above for this work, while also highlighting the specific approach and competencies of the offeror. It should include a practical dissemination strategy to ensure uptake and ownership among USAID and partner network. It should identify

challenges to rigorous measurement of additionality and impact of INVEST's blended finance activities, constraints to implementing this work in the face of the current pandemic, and how to overcome them.

- b. **Institutional Capacity (30 points)** – Points for this section will be based on information presented in the corresponding section and any submitted case studies. Preference will be given to firms and/or consortia that have past performance in timely and successful delivery of similar services and/or relevant experience detailed in the SOO. Emphasis will be placed on firms with experience designing and implementing impact research methodologies, impact measurement as well as engaging and useful learning related to investment and private capital mobilization for development.
 - c. **Management Plan/Staffing Structure (30 points)** - Points for this section will be based on the qualifications of proposed staff, taking into consideration the range of skills required for each task order (including but not limited to international development, blended finance, gender lens investment, research design and implementation, impact evaluation, writing, communication and engaging and useful learning among others; preference will be shown for personnel that are established industry leaders in this technical area), established networks of proposed staff along with demonstrated experience leading research projects and presenting findings to high-level audiences, clear delineation of the roles and responsibilities of each proposed staff and each proposed firm (if firms are partnering), and the demonstrated efficacy and clarity of the management and staffing plan to ensure quality deliverables on time and effective coordination and communication with a range of stakeholders including INVEST USAID, and others. Proposals should provide a clear management plan in narrative form for the development, review, and submission of all associated deliverables, including a proposed milestone schedule, which outlines a basic framework of expected deliverables and a timeline for submission of each, including time for regular meetings, review and feedback on drafts as appropriate should be included. If the offeror is submitting a proposal along with partners, the proposal should describe the nature of the arrangement (i.e. added technical value), the division of labor among the partners, and the appropriate management controls to ensure successful delivery.
- 2. Price Proposal:** Price will be evaluated separately from the technical approach, with due consideration for realism, price reasonableness, and allowability consistent with US government cost principles. Evaluation for this section will be dependent upon all information presented by the Offeror in their deliverable table, budget with cost breakdowns, and any relevant supporting cost information, as well as its alignment with the proposed technical approach. Budgets will be analyzed for cost reasonableness of the deliverable prices as well as the cost build-up. The price proposal should include all costs associated with carrying out the work and producing the proposed deliverables, including any and all related travel and security costs that are necessary to ensure that the offeror can get to and safely carry out assignments in the selected field sites.

At the proposal stage, Offerors should include the total fixed price for Task Order 1 along with details for specific deliverable pricing in Task Order 1. The illustrative pricing for Subsequent Task Order(s) will be evaluated as an indication of how the offeror will structure and price its work under the subsequent Task Order. This

budget will be analyzed for cost reasonableness of the deliverable price as well as the cost build-up.

Once the IQC is issued, the budget for any subsequent Task Order, if issued, will be analyzed for price reasonableness at that stage. INVEST will compare subsequent Task Order pricing against the pricing proposed during this competitive phase. Any significant deviation from the pricing submitted at the IQC stage will need to be fully documented and justified at the Task Order level, and will be subject to approval by DAI.

IV. Offeror's Agreement with Terms and Conditions: Please visit the [INVEST Procurement Forecast](#) website for RFP Terms and Conditions.

The completion of all RFP requirements in accordance with the instructions in this RFP and submission to DAI of the technical and price proposals will constitute an offer and indicate the Offeror's agreement to the terms and conditions in this RFP and any attachments hereto. DAI is not required to accept and/or evaluate proposals that do not conform to the instructions of the RFP, and additionally, DAI may reject all proposals and not award a subcontract for this RFP. DAI reserves the right to award a subcontract without discussion and/or negotiation; however, DAI also reserves the right to conduct discussions and/or negotiations, which among other things may require an Offeror(s) to revise its proposal (technical and/or price). By submitting an offer, Offerors agree to comply with the general terms and conditions for an award, including Representations and Certifications compliance. Offerors must provide full, accurate, and complete information in response to this solicitation. By submitting an offer, Offerors certify that they have not/will not attempt to bribe or make any payment to DAI employees in return for preference. Issuance of this RFP in no way obligates DAI to award a subcontract, nor does it commit DAI to pay any costs incurred by the Offeror in preparing and submitting the proposal. DAI reserves the right to award a subcontract to one organization or to issue multiple awards to different organizations based on the results of our evaluation.

Thank you,
DAI INVEST Procurement and Partnerships Team
INVEST_Procurement@dai.com

The INVEST Project: Mobilizing Private Investment for Development

Statement of Objectives for INVEST Portfolio Learning Platform on Additionality and Human Impact

I. Introduction

The United States Agency for International Development (USAID) recognizes that as the world's development challenges become more complex, many can only be solved through market-based solutions. Increasingly, private investors and businesses are looking at emerging markets for new opportunities. However, investing in these markets is difficult, and USAID has an important role to play in mobilizing investment into high-impact areas.

Encouraging these investments requires new forms of collaboration. In September of 2017, through a five-year contract awarded to DAI, USAID launched the INVEST buy-in mechanism to mobilize private capital for development, address the challenges that make it harder for USAID to work alongside the investment community and build a network of partner organizations with valuable investment and finance expertise.

INVEST enables USAID Missions, Bureaus, and Independent Offices (MBOs) to quickly access niche expertise from this diverse network of partner organizations, including firms that have not worked extensively with USAID. INVEST and the partner network work alongside USAID to research and develop customized solutions that address investment constraints, leverage private capital, and produce development results.

II. INVEST Learning Capture and Dissemination

INVEST has built a portfolio of 52 buy-ins from 34 USAID MBO clients. INVEST activities span 58 countries and 14 development sectors. INVEST provides various types of support across the portfolio—including investment opportunity assessments, transaction advisory services, the provision of catalytic capital, and fund structuring. As of August 2020, INVEST has identified 506 investment pipeline opportunities and supported 65 transactions valued at over USD \$1 billion – including 15 closed transactions with a combined value of \$188 million.¹

Driven by a core research and learning mandate, INVEST is uniquely positioned to capture, validate, and act on learning across its portfolio and share lessons learned with USAID, the partner network and other donors about what works in blended finance and why. INVEST helps build USAID staff capacity by equipping them with sound data and evidence on when and how market-driven approaches can be used effectively. In doing so, INVEST contributes to best practices in blended finance and mobilizing investment for inclusive development outcomes – a key focus of [USAID's Private Sector Engagement \(PSE\) Policy](#). While USAID has worked with the private sector for decades, the PSE Policy represents a new mandate for staff at all levels to engage the private sector in all activities, and at a deeper level. INVEST also contributes to the broader evidence base among other donors, the investment sector, and market actors. INVEST intends to share the outcomes of its research and learning agenda broadly with USAID, the international development community, and the blended finance community, through useful accessible and engaging learning products and in-person and online events.

¹ See activities in INVEST quarterly and annual report link at end of SOO.

The first priority of INVEST learning capture and dissemination throughout the second half of the project is to analyze the additionality and human impact of INVEST approaches to mobilizing private capital and determine whether or not they have led or contributed to the intended development results. INVEST learning capture and dissemination activities also seek to equip USAID and other donors with the capacity to project and assess additionality and human impact throughout programming design and implementation. As the largest bi-lateral donor, and one of the leading donors in blended finance, USAID's experience and learning on these topics also benefits the broader donor and investment communities.

INVEST learning capture and dissemination is driven by a collaborative, learning and adaptive (CLA) approach based on the routine collection of portfolio and buy-in level monitoring and evaluation (M&E) data, informative performance analysis, and timely application and dissemination of lessons learned to inform programming and drive iterative adaptation. Ensuring the dissemination and uptake of useful, targeted learning and communications products that share lessons and successful approaches to bring greater impact and efficiencies in future programming is also key to this approach.

Guided by the [USAID Private Sector Engagement \(PSE\) Evidence and Learning Plan](#) and in consideration of how INVEST can contribute to the USAID Blended Finance Learning Agenda (BFLA) priority questions regarding when to use blended finance and how to overcome internal constraints,², INVEST learning capture and dissemination seeks to answer three core learning questions (LQs):

- LQ1: What is USAID's role in mobilizing private capital?
- LQ2: How can USAID best access novel private sector expertise to implement blended finance solutions?
- LQ3: How can USAID better connect positive financial impact with sustainable development results?

INVEST seeks to develop a conceptual framework that includes a solid theoretical and practical understanding of the INVEST buy-in portfolio and the evidence and literature available related to outcomes. A research roadmap with a methodology that can be applied broadly by USAID and other donors should guide impact data collection and analysis throughout the second half of INVEST. A practical dissemination strategy focused on accessible, useful and engaging learning will ensure uptake and ownership among USAID and other key audiences.

Working to create a conceptual framework and a research roadmap to deepen the evidence base on additionality and human impact related to INVEST's various approaches to mobilizing private capital is crucial to help answer these questions, particularly LQ3.

It is envisioned that the conceptual framework and research roadmap methodology can be applied across INVEST's buy-in portfolio. The INVEST portfolio represents a deep vein of existing evidence and opportunities for additional learning that is ready to be mined and built upon to inform market-based solutions to development challenges. With INVEST's work and other USAID investment programs, there is an opportunity to learn what does and does not work in blended finance, identify the appropriate measures and methods for assessing additionality and human impact, test variations across how these methods are employed, and detect challenges to their implementation.

² Current USAID BFLA priority questions include: How should USAID determine whether blended finance is an appropriate approach, as opposed to alternative approaches? How can USAID address internal constraints to improve the application of blended finance approaches?

III. Background Private Capital Mobilization, Additionality and Human Impact

Following its kick-off in late 2017, INVEST held a practitioner workshop in 2018 with representatives from a wide range of public and private donor agencies and foundations, multi-lateral banks and other stakeholders and found a consensus among participants regarding the following two concepts:

- An over-emphasis, or “obsession”, with measuring financial “leverage” rather than impact, and concerns that focus on “**additionality**” within donor institutions contributes to risk-aversion and donor reluctance to provide concessional capital. The latter point was accentuated by the lack of clear data, standards, and methodologies that can effectively capture the concepts of “additionality,” particularly as it related to the impact resulting from concessional capital sources.
- A need for **impact** standards and shared language, i.e. more rigorous standards to define the prospective impact of private sector mobilization strategies. While this is a challenge it is also a unique opportunity to better enable the donor shift to private-sector driven development.

The call for effective measurement of the additionality and human impact of private capital mobilization extends beyond INVEST. A number of public and private global fora, think tanks, academic institutions, donors and multi-lateral financial institutions have explored the case and developed principles for mobilizing private capital and indicators to measure achievement of development objectives and goals. These include the Organization for Economic Cooperation and Development Assistance Committee (OECD DAC) Blended Finance Principles, [Global Impact Investment Network \(GIIN\) and IRIS+](#), Blended Finance Task Force, [MDBs' Harmonized Framework for Additionality](#), and the Donor Committee for Enterprise Development (DCED) Demonstrating Additionality in Private Sector Development framework, among others. INVEST seeks to draw on these resources, and others, to develop a conceptual framework for data collection, analysis and comparability enabling a better understanding of the development impact of private capital mobilization, and its [value for money](#).

IV. Vendor Responsibilities and Tasks

Generating additionality and development impacts are two of the principal factors driving USAID and other donors to support the mobilization of private capital. However, the criteria and methods for defining, measuring and analyzing additionality and impacts varies across approaches to activity implementation, their anticipated outcomes, and metrics of interest to donors and investors.

INVEST seeks support to develop a conceptual framework that includes a solid theoretical and practical understanding of the INVEST buy-in portfolio and the evidence and literature available related to outcomes, a research roadmap with a methodology to guide impact data collection and analysis throughout the second half of INVEST that can be applied broadly by USAID and other donors, and a practical dissemination strategy focused on accessible, engaging and useful learning to ensure uptake and ownership among USAID and other key audiences.

This work should provide a foundation and recommended approach to understanding the outcomes, impact and limitations of USAID private capital mobilization interventions in terms of additionality and human impact. The sub-contractor is expected to develop or adapt an existing conceptual framework to define the key factors, concepts, and variables—and the relationships among them—related to USAID efforts to mobilize private capital for additionality and impact. The conceptual framework should explain the system of concepts, assumptions, expectations, beliefs, and theories that will support and inform the research roadmap. The conceptual framework should draw upon INVEST M&E data, the context of INVEST buy-in activities, existing literature and evidence on mobilizing capital for

development, and, as appropriate, other activity analysis or stakeholder input as directed by the USAID Private Sector Engagement Team (PSE Team). The conceptual framework should also provide recommended approaches for USAID and other donors to assess the research options available and practical to evaluate program results.

The conceptual framework should then be used to design a research roadmap for how INVEST and USAID can rigorously assess activity additionality and human impact throughout the process of program design, monitoring, evaluating and learning, and program adaptation.

To build the framework and evidence base on mobilizing private capital to achieve development objectives, the selected subcontractor(s) will also be expected to implement priority research activities as identified in the roadmap.

The research methodology articulated in the roadmap should be based on a thorough understanding of the complexity of measuring additionality and impact across the INVEST portfolio, the diversity of INVEST interventions across various sectors, countries and stages of capital mobilization, and the need to articulate useful research methods that can be adapted and replicated across a broad portfolio by a wide range of actors. The subcontractor is expected to analyze existing evidence, conduct primary data collection, and disseminate learning among USAID staff and the partner network on the additionality and human impact of INVEST activities.

Subcontract deliverables should be tailored to the varied knowledge and experience of USAID MBIOs – and must offer something useful to staff with a sophisticated understanding of finance for development as well as international development professionals with little experience in this area; and New and Underutilized Partners (NUPs) that have less knowledge of USAID/International Development.

A few initial questions for consideration include the following:

- What are the generally accepted definitions and methods for assessing additionality and human impact of private capital mobilization?
- What is the existing evidence that private capital mobilization results in additionality and human impact? How does the availability of this evidence differ across sectors, regions and segments of the population including segments that are traditionally marginalized?
- What are trade-offs related to (financial and developmental) additionality and impact?
- What INVEST activities and portfolio-wide evidence and learning are available to help illustrate and understand the additionality and human impact of private capital mobilization at different stages of private capital mobilization?
- What additional INVEST evidence and learning could and should be generated to close the learning gaps and how should this be conducted?
- How can USAID incorporate impact measurement into private capital mobilization deals and contracts when there is a gap between the timing of support for investment mobilization and the realization of investment impacts?
- What are some examples of combinations of activities or interventions that have more factors in place to create sustainability and are more likely to sustain or create impacts over the long run?
- How does the type of award mechanism (e.g. pay for results contracting or others) affect additionality and impact? How can the additionality and impact of using a pay for results award be measured?
- How, why and when should donors (and USAID more specifically) use different private capital mobilization approaches to achieve additionality and human impact?

INVEST looks to bidders to consider and refine these questions and propose additional questions and sequencing as appropriate taking into consideration INVEST's range of activities across all stages of private capital mobilization including strategy and investment opportunity assessments, transaction advisory services, the provision of catalytic capital, and fund structuring.

INVEST anticipates issuing one or more Indefinite Quantity Contracts (IQCs) with multiple task orders. One IQC will include the first task order for developing the framework and roadmap. The additional task order(s) will follow once the initial framework and roadmap have been finalized and approved and multiple firms will be involved in providing targeted support for learning capture and engaging dissemination.

Task 1:

- a. Conduct analysis of available M&E data across the INVEST buy-in portfolio and a review of existing literature and evidence on mobilizing capital for development to develop a conceptual framework to define and assess additionality and human impact, and define accessible, engaging learning approaches that can practically be applied by USAID and other donors.
- b. Provide a research roadmap that identifies detailed methods for assessing INVEST additionality and human impact and prioritizes rigorous data capture and learning activities throughout the second half of INVEST. The roadmap is also expected to inform data requirements to include in contracts and guide the INVEST MEL team as it conducts targeted analysis, learning capture and dissemination.

Subsequent Tasks:

- a. Conduct strategic data collection in specified field sites on INVEST buy-in outcomes and provide targeted assistance for portfolio-wide research, learning capture and dissemination in support of the INVEST learning agenda and capstone project close-out activities. The sample of sites for field visits will be determined in collaboration with INVEST and USAID based on the research roadmap.
- b. Harness valuable learning from INVEST and disseminate it in engaging, accessible, useful and attractive ways for USAID and the partner network. This will include both creating learning products and disseminating lessons learned through engaging in-person or online events.

Each task should build in opportunities for discussion, review and comment from INVEST and the USAID PSE Team. Feedback loops with broader USAID stakeholders should also be considered.

V. Deliverables and payments

The Subcontractor will provide the following deliverables:

Deliverables

The deliverables should consider the practical and useful nature of INVEST work. They should ensure technical quality and utility for technically sophisticated users in USAID and the development or financial/investment communities, as well as international development professionals with little experience in this area; and New and Underutilized Partners (NUPs). They should be developed and packaged in ways that will maximize their uptake and usefulness for USAID to modify programmatic or strategic efforts to integrate mobilization of private capital models. Long academic research pieces are not

anticipated. Media, graphic and workshop (webinar, digital, etc.) friendly formats are sought. Following are illustrative deliverables for each task order.

- Task Order 1: (~ November 2020 – February 2021)
 - Presentation and report that includes review of INVEST top-line and buy-in level MEL activities, summary of relevant literature, and draft conceptual framework to explain the key factors, concepts, or variables—and the presumed relationships among them—related to USAID efforts to mobilize private capital for additionality and human impact.
 - Accessible and practical learning tools to utilize this framework to design, implement, and evaluate programs for better development results.
 - Second draft conceptual framework and draft research roadmap (concise written document and learning event).
 - Final working framework and roadmap.

- Subsequent Task Order(s): (~ March 2021 – September 2022).
 - Targeted support for evidence capture, field based primary data collection, and analysis, and engaging, hands-on learning activities and strategic communication to implement research roadmap (including primary data collection, secondary data analysis, learning webinars/workshops with partners and USAID staff, buy in clients and others)

 - Capstone piece(s) & learning event(s).

VI. Role of INVEST Project

INVEST will work closely with the selected subcontractor(s) during all stages of this work. DAI will subcontract the selected organization(s) directly and provide review and oversight throughout the life of the activity in accordance with INVEST's lean management approach. The INVEST team will administer periodic check-ins, reporting, deliverable review prior to client presentation and approval, and manage an ongoing monitoring, evaluation and learning framework.

- Subcontractor Onboarding: INVEST will provide the successful offeror(s) with all necessary context, and work with the successful offeror(s) to develop work plan(s)

- Project Implementation: The selected subcontractor(s) will implement the work as prescribed by the work plan(s). INVEST will provide management support and ensure periodic check-ins/reporting with the subcontractor(s) and USAID

- Ongoing Monitoring, Evaluation, and Learning: The INVEST MEL team will provide technical input and oversight on deliverables related to the Conceptual Framework and Research Roadmap.

Duration and Place of Performance

This engagement is expected to commence in November 2020 and work will take place in Washington, D.C. and remotely. Offerors should clearly indicate the proposed work plan, activity phases and deliverable dates in their proposals.

Attachments and Links:

- INVEST [2018](#) and [2019](#) Annual Reports and [Quarterly Reports](#) through June 2020
- Link to USAID [INVEST](#) learning and publications and [Medium](#) blog
- USAID [FS Share](#)
- USAID [Investment Support Program](#)