



USAID INVEST Project
1440 G Street NW, 9th Floor
Washington, DC 20005
INVEST_Procurement@dai.com

RFP INVEST-027

To: Offerors

Date: August 29, 2019

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

Subject: Request for Proposals (RFP) INVEST-027: Mobilizing U.S. Institutional Investment and Financial Service Exports in Africa

Due: **1:00PM EDT on Thursday, September 26, 2019**

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 designated by the USAID Office of Private Capital and Microenterprise.

The purpose of this RFP is to establish one or more Indefinite Quantity Contract (IQC) mechanisms. It is expected that firms will need to partner and form consortia in order to provide the range of services requested. It is anticipated that up to three firms or consortia that best meet or exceed the evaluation criteria will be shortlisted (also referred to as pre-qualified) and receive IQCs. It is also anticipated that an initial Task Order ("Task Order 1") will be awarded to one or more firms or consortia at the IQC phase.

The anticipated Task Orders will be organized and issued as follows:

- **Task Order 1: Long-Term Investment Relationship Building (see Objective 1 of the accompanying Statement of Objectives).** Issuance of an initial Firm Fixed Price Task Order to one or more pre-qualified offerors covering Objective One of the SOO. This Task Order will include activities that will achieve the objectives of deepening investment relationships between the US and African institutional capital, reducing US institutional investors' perceptions that investment in Africa is high risk, and lowering transaction costs as institutional investors find credible partners on the continent. The scope of this Task Order subcontract will be finalized during award negotiations based on each offeror's respective proposal submission.
- **Subsequent Task Orders: Additional Investment Relationship Building (see Objective 1 of the accompanying SOO) and Investment Facilitation (see Objective 2 of the accompanying SOO).** Future Task Orders will be issued to IQC holders for a broad set of activities that leverage the U.S. institutional investor community as a nexus and channel for the broader U.S. private sector to deepen its peer-to-peer business relationships in Africa. Task Orders will include activities such as additional investment relationship building as described under Objective 1 as well as investment facilitation, working with institutional investors to place investments, and identification of necessary facilitation support for transactions, transaction advisory services, and facilitation to

convert investment commitments on the African continent into closed deals with credible intermediaries. Task Orders are not guaranteed and are open to the discretion of INVEST. Offerors must have the competencies outlined under both Activities in the SOO and must be licensed and legally organized businesses. Individual consultants will not be considered for this RFP. We anticipate a Task Order value of \$1-1.2 million for Task Order 1, which will include a period of performance of 12-15 months. DAI expects offerors to propose a period of performance consistent with the proposed technical approach. The value of subsequent Task Orders will be determined by the requirements of INVEST and available funding.

- I. RFP Process and deadlines:** We anticipate that this solicitation will result in the award of one or more IQC mechanisms. One or more IQC awards will include an initial Fixed Price Task Order covering Objective One of the SOO (“Task Order 1”). Subsequent Task Orders will be issued to individual IQC holders for work that falls under Objectives One and Two as outlined in the SOO and as approved by INVEST.
1. Submission of Questions – Questions must be submitted no later than **1:00 pm EDT on September 5, 2019** via email to INVEST_Procurement@dai.com.
 2. Bidders Teleconference – DAI anticipates hosting a Bidders’ Teleconference at **11:00 am EDT on September 10, 2019**. The teleconference will address the submitted questions and provide the opportunity for follow-up questions to ensure clarity around the proposal requirements. Details will follow closer to the date.
 3. Submission of Proposals – Proposals must be submitted no later than **1:00 pm EDT on Thursday, September 26, 2019** via email to INVEST_Procurement@dai.com, copying Katherine_Tilahun@dai.com and Talin_Baghdadian@dai.com. The subject line of the email should be your organization name, followed by “Submission under RFP INVEST-027: Institutional Investment.” Please certify in your submission email a validity period of 90 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 prepared as separate files for independent evaluation, as follows below. Technical proposals should be submitted as a slide deck of no more than fifteen (15) slides. 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(s) in Excel format.

Part 1 – Technical Proposal

Please limit your technical proposal to no more than **fifteen (15) slides**. INVEST has provided suggested slide allocation for each proposal section, as described below. The technical proposal is composed of the following four (4) sections:

1. **Institutional Capacity** (5 slides) – Offerors should provide details about the experience, networks, expertise, and capacity of their consortia to carry out the proposed approach for the overall IQC Statement of Objectives (SOO). Each Offeror must demonstrate its consortium’s technical capacity and experience in relevant technical areas, and how the expertise of each member of the consortium complements and supports the requirements set forth in the SOO. This section should include past performance information for similar contexts in long-term investment

relationship building as well as investment facilitation and transaction advisory support.

2. **Management Plan/Staffing Structure** (2 slides) – The Management Plan should describe the management structure, including roles and responsibilities and communication throughout the consortium ensuring that the Offeror can access consortium members as required to support the needs of each Task Order. Offerors must demonstrate the ability to assemble high quality technical assistance teams, and to use consortium members as appropriate to identify and mobilize the required personnel. Offerors must include details of personnel who will be assigned to the activities described in the technical approach.
Offerors are permitted and encouraged 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. We do not anticipate that firms will have all the relevant experience and expertise needed to cover all objectives in the SOO, and encourage partnerships where appropriate. If a consortium is being proposed, please describe the nature of the arrangement, the specific technical value being contributed by each member of the consortium, and the appropriate management controls to ensure successful delivery.
3. **Technical and Management Approach to Implement Task Order 1** (5 slides) – Offerors will detail their approach to fulfilling the scope set forth as Objective One in the accompanying SOO. The approach will clearly indicate how the proposed activities will result in the successful completion of all deliverables and milestones. Offerors must also provide a management approach that describes how Offerors will manage and staff Task Order 1, drawing from their consortium members to apply relevant technical expertise to achieve the Task Order 1 objectives. Offerors must also identify personnel who will be assigned to Task Order 1.
4. **Technical Approach to Activity Two** (3 slides) – Offerors will detail their approach to fulfilling the Activity Two component of the IQC SOO. The approach should include the offeror’s overall approach to investment facilitation and carrying out transaction advisory services. This work will include any advisory services that support securing institutional investor commitments to deploy capital, either into a specific transaction or with a credible manager. Investment facilitation and transaction advisory services can include identification of potential transactions and the necessary facilitation support, and providing transaction advisory services and facilitation to convert investment commitments into closed deals. The approach will clearly indicate how the proposed activities would lead to the successful completion of the deliverables and milestones. The work under Activity Two will be released under future Task Orders and will not be awarded at the time of IQC award.

In addition to the above, please include the following:

- Three (3) to five (5) examples of past performance relevant to this activity (limited to two (2) pages per example). Examples should be within the past 5 years and the total set of examples should demonstrate past performance in support of both Activity One and Activity Two as set forth in IQC SOO. Examples should demonstrate past performance and experience from across the consortium and not be limited to only the “lead” firm. For past performance related to investment facilitation and transaction advisory services, please indicate the size of the deal and time frame of support for each transaction.

- CV(s) of any individuals proposed in the staffing plan to conduct this activity (limited to two (2) pages per individual)

NOTE: These inputs (past performance examples and CVs) will not be counted as part of the 15-slide limit and the format may be PDF or Word. 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 – Cost Proposal

The contract type for the presumptive task order(s) will be Fixed Price, awarded under the IQC subcontracts issued by DAI Global, LLC.

The cost proposal should present your total proposed fixed price for each Objective set forth in the SOO, along with pricing for individual deliverables associated with each Objective. As Task Order 1 will be awarded along with the IQC, the budget for Objective One should be detailed and include final proposed prices for each deliverable. Note that the Objective Two budget is illustrative and should include anticipated pricing for investment facilitation services and transaction advisory and facilitation services based on your consortium's experience with similar activities. Please provide a brief narrative of the transaction advisory services to accompany the Activity Two budget that explains the scope of the transaction, its complexity, what support was provided, and any considerations that would make costs for future transactions higher or lower. The budget for Activity Two will be analyzed as part of the cost proposal evaluation and will form the basis for analysis of future Task Order cost proposals under Activity Two. Any significant deviation from the costs 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.

Offerors should also include a cost breakdown of the hourly rates for proposed personnel and any other direct costs, if applicable, with a build-up to their total proposed price or include substantiating price reasonableness documentation/justification. Offerors can use the attached cost/budget template or are welcome to use their own as long the budget includes all required detail. Please note that the attached cost/budget template includes three tabs: (1) A detailed cost build-up for Objective One / Task Order 1; (2) A budget that rolls up the Objective One / Task Order 1 cost build-up into Deliverable prices; and (3) an illustrative budget for Objective 2. 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 offeror 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/or financial capabilities required to perform the work required.

DAI anticipates establishing one or more IQC mechanisms, as well as an initial Task Order ("Task Order 1") to be awarded to one or more firms or consortia along with the IQC award(s). At the IQC stage, proposals will be evaluated against a stated number of factors, including the consortium's institutional capacity and specific

qualifications in the identified sectors, management and staffing plan, and proposed technical approach to Objective One and Objective Two as well as other evidence substantiating the bidder's ability to deliver, including budget and time frame considerations. Specific preference will be shown for Offerors that demonstrate experience providing both long-term investment relationship building and investment facilitation. For Task Order 1, proposals will be evaluated according to the criteria set forth in Section II, Composition of Proposal, above with specific emphasis on the Technical and Management Approach to Implement Task Order 1 (described in Section 1.c, below).

1. **Technical Proposal:** The Technical Proposal will be scored and evaluated separately from the cost proposal. Technical panel reviewers will evaluate offerors on the following factors, consistent with the offerors' technical proposal.
 - a. **Institutional Capacity (30 points)** – Points for this section will be based on information presented in the corresponding section and any submitted past performance case studies. The offeror should demonstrate their:
 - Access to and familiarity with strong and relevant networks, and connections with pension funds and other institutional investors in the US and Africa, as well as a broader set of African and US financial intermediaries active in Africa
 - Demonstrated and robust access to a pension fund and institutional investor senior decision makers
 - Experience in convening and advising US and African institutional investors
 - Ability to leverage the financial expertise and depth of the US financial sector for emerging markets
 - Ability to form partnerships with and leverage the risk mitigation tools of other development finance institutions, in particular OPIC/US Development Finance Corporation, in order to mobilize US institutional investment at scale
 - Identification of relevant, viable institutional investor commitments and/or transactions that advance development goals of interest to USAID
 - Relevant experience in organizing and executing successful investment-related events and delegations on the African continent
 - Demonstrated capacity for advising on and structuring complex large-scale investments in Africa
 - Knowledge and experience in identifying, evaluating and supporting transactions in the landscape of USAID-focus sectors, on projects in Africa that are ripe for potential institutional investment
 - Knowledge and experience in identifying, evaluating and supporting transactions that have a social / development impact
 - Ability to identify and provide support to a wide range of transactions
 - b. **Management Plan/Staffing Structure (20 points)** - Points for this section will be based on the management structure, including roles and responsibilities, and lines of communication throughout the consortium ensuring that the Offeror can access consortium members as required to support the needs of each Task Order. Offerors must demonstrate the ability to assemble high quality technical

assistance teams, and to use consortium members as appropriate to identify and mobilize the required personnel. Points will also be based on qualifications of proposed staff, clear delineation of the roles and responsibilities of each proposed firm (if firms are partnering), and the demonstrated efficacy and clarity of the management plan. If the offeror is submitting a proposal 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. Note that proposals submitting as a consortium will be evaluated as a whole and not as individual consortium members.

The Management Plan should demonstrate:

- Clearly outlined technical contributions by each consortium partner
- Clear mechanisms for collaboration among consortium partners
- Clear roles and responsibilities for all staff and between all consortium partners (if applicable)

The offeror should demonstrate their proposed staff's:

- Experience convening, organizing, and advising key institutional investor decision-makers in the U.S. and Africa
- Experience working with pension funds and other institutional investors
- Experience providing transaction support / investment advisory services in similar contexts for a wide range of transaction types

- c. Technical and Management Approach to Implement Task Order 1 (30 points)** - Points for this section will be awarded based on the information presented in the technical approach and management plan for Task Order 1. Points will be awarded to firms describing their thoughtful approach to addressing the Objective One scope set forth in the IQC SOO. Offerors will be scored based on presentation of a clear approach that reflects the requirements of this specific activity but also incorporates the offeror's competencies. The technical approach should clearly demonstrate the offeror's strategy for mobilizing institutional investment into Africa, deepening investment relationships between US and African institutional capital, reducing US institutional investors' perceptions that investment in Africa is high risk, and lowering transaction costs as institutional investors find credible partners on the continent. Additional points will be awarded to firms who can bring institutional investor commitments to Africa investment to the table. Additional points will also be awarded to firms detailing a plan for an ultimate transition to a market-based approach that has the potential to be a fee-for-service, financially sustainable model in the medium to long-term that will sustain these and other relationship-building activities. Offerors must also provide a clear management plan for Task Order 1, including roles and responsibilities of each firm and identification of personnel that will be critical to the successful implementation of the Task Order.
- d. Technical Approach to Activity Two (20 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

Activity Two requirements set forth in the IQC SOO. The offeror will be scored based on its presentation of a clear approach that reflects the requirements of this specific activity but also incorporates the offeror's competencies. The approach should include the offeror's overall approach to carrying out investment facilitation and transaction advisory services as defined in the SOO. This work will include any advisory services that support securing institutional investor commitments to deploy capital, either into a specific transaction or with a credible manager. Investment facilitation and transaction advisory services can include the offeror's strategy for identifying relevant transactions, understanding the details of a particular transaction in order to determine the services needed, scope the appropriate set of technical advisory services aligned with the needs of the given transaction, and provide quality transaction advisory services to close the deals. Since specific transactions are yet to be determined under Activity Two, it is expected that the technical proposal for this activity will include a general approach to scoping and delivering transaction advisory support and illustrative examples drawn from previous transactions supported and/or current transactions in the offeror's pipeline.

2. **Cost Proposal:** Cost will be evaluated separately from the technical approach, with due consideration for realism, price reasonableness, and allowability consistent with US government principles. Evaluation for this section will be dependent upon all information presented by the Offeror in their proposed budget including deliverable table and supporting cost information, as well as its alignment with the proposed technical approach.

As stated above, the cost proposal should present your total proposed fixed price for each Objective set forth in the SOO, along with pricing for individual deliverables associated with each Objective. As Task Order 1 will be awarded along with the IQC, the budget for Objective One should be detailed and include final proposed prices for each deliverable. Note that the Objective Two budget is illustrative and should include anticipated pricing for investment facilitation services transaction advisory and facilitation services based on your consortium's experience with similar activities. Please provide a brief narrative of the transaction advisory services to accompany the Activity Two budget that explains the scope of the transaction, what support was provided, and any considerations that would make costs for future transactions higher or lower. The budget for Activity Two will be analyzed as part of the cost proposal evaluation and will form the basis for analysis of future Task Order cost proposals under Activity Two. Any significant deviation from the costs 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.

3. **Offeror's Agreement with 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

INVEST: Mobilizing Private Investment for Development

Statement of Objectives for RFP INVEST-027: Mobilizing US Institutional Investment and Financial Service Exports in Africa

Introduction

Through INVEST, USAID seeks to unlock the potential of the private sector to drive inclusive growth. Increasingly, private investors and businesses are looking to emerging markets for better returns and new market opportunities. US institutional investors—asset allocators such as pension funds and insurance companies—are particularly keen to expand into emerging and frontier markets in search of higher returns and diversification in an era of protracted low growth in developed markets. Encouraging investment and market opportunities in high-impact areas important to USAID such as agriculture, financial services, infrastructure, energy, clean water, health, and education, requires new forms of collaboration between USAID and the investment community. Specifically, USAID can leverage its resources – technical assistance, guarantees, and convening power – to help raise awareness of investment and market opportunities, lower transaction costs, and mitigate the risk of investments and market opportunities that generate positive social, economic, and environmental impact.

Through INVEST’s flexible buy-in mechanism, USAID Missions and Operating Units are able to access an unprecedented network of firms and individuals that have the range of technical expertise needed to identify opportunities and effectively mobilize private capital toward development priorities. Using a lean approach tailored to high potential opportunities, relevant parts of the network will come together to research, develop, and build specific solutions that align private capital with development needs.

Purpose

The aim of this activity is to harness the scale and expertise of US institutional investment and financial services across Africa, and to increase investment by US institutional investors in Africa. It will build upon USAID's work over the previous three years with the [MiDA Initiative](#), which has increased awareness of and appetite for investment in Africa and forged enduring relationships between US and African asset allocators and financial sectors. This activity will support and enhance the recently launched [Prosper Africa](#), a U.S. Government Initiative that unlocks opportunities to do business in Africa, benefiting companies, investors, and workers in both Africa and the United States. It will do this both by driving institutional investment itself, and by leveraging the U.S. institutional investor community’s interconnectedness with the broader U.S. private sector and its ability to act as a bridge for business opportunities in Africa writ large. This engagement will expand previous work building peer-to-peer connections between US and African institutional investors, reducing the perception that investment in Africa is high-risk, and provide US investors with credible partners on the continent. It will facilitate discrete transactions and deepen Africa’s own domestic capital markets, supporting Africans in creating the tools to finance their own development and reducing their reliance on expensive foreign currency debt and opaque bilateral arrangements.

The activity also seeks to create the business case for a more market-based, fee-for-service delivery model that will lead to a more self-reliant African landscape, where African intermediaries and the US financial and private sectors no longer require significant USAID support for interaction and investment. Intended outcomes include unlocking investment opportunities for US asset allocators that yield returns and development impact, opening markets for complementary US exports and trading relationships, increasing connectivity between U.S. and African institutional investment and business communities, and helping Africa finance a more self-reliant future.

Background

The launch of Prosper Africa, coupled with market trends and growth demands on U.S. pension funds, represents a watershed opportunity to accelerate market entry of large pools of U.S. institutional capital and expertise into Africa. Such large-scale investment opportunities will also position U.S. businesses--particularly the US financial services sector recognized the world-over as an American competitive advantage-- to play a significant role as more transparent, market-centric African regional economies emerge.

In the last decade, two powerful market and behavioral trends have coalesced to drive pension funds and their \$70 trillion in global assets to look increasingly towards emerging and frontier markets:

Western markets can no longer satisfy current institutional investors' bottom line needs: The persistently low interest rate environment in developed economies has been unable to provide sufficient cash flow to fund the growing liabilities pensions in particular face. Additionally, as developed market assets have become significantly over-valued, pensions and other institutional investors increasingly need to hedge portfolios with exposure to assets outside mainstream markets. Infrastructure, a real asset that is also a natural hedge against inflation, is particularly attractive to institutional investors because its long-dated investment returns match the long-term liabilities they must pay out.

Institutional investors, like many US businesses, increasingly recognize that the environmental, social, and governance (ESG) impact of their investments matters for their shareholders, retirees, and the overall brand management of their organization, particularly as the evidence base tying these factors to higher portfolio returns has grown. Recent US regulatory changes loosening requirements have also energized pension fund interest in the environmental, social, and governance (ESG) impact of their investments.

As a result of these two long term market behavioral trends, channeling a portion of the largest asset pools in the world into developing markets like Africa has become an increasingly realistic and attractive proposition.

Objectives and Activities

Under this statement of objectives, USAID seeks a commercial firm or consortium to continue and build on the work done in the past; expand outreach to US institutional investor decision-makers, US companies, and their African counterparts; provide transaction advisory services on the African continent; and build industry support for a sustainable, market-based model that will support these connections and services at the nexus of trade and investment without USAID support.

Objective 1: Long-Term Investment Relationship Building

The selected firm(s) will propose activities that will achieve the objectives of deepening investment relationships between US and African institutional capital, reducing US institutional investors' perceptions that investment in Africa is high risk, and lowering transaction costs as institutional investors find credible partners on the continent.

Illustrative activities include:

- Organizing and/or coordinating pension fund delegations
- Surveying of US institutional capital to better understand risk appetite, assessing factors which may limit or support their investment in Africa.
- Conferences and peer-to-peer convenings that bring together the US and African institutional investor and business communities.
- US and African pension board outreach and roadshows,
- Pitch sessions with African asset managers to identify credible partners
- Strengthening the capacity of local African pension and institutional investor consortiums to deploy capital and co-invest with US institutional investors in their own real economies, in coordination with other relevant USG and USAID bilateral and regional programs.
- Strengthen the capacity of USAID staff and their African counterparts to explore meaningful engagements with pension and institutional investors
- Origination of deal pipeline based on the varied criteria of individual institutional investors

Offerors should provide information in their proposal that speaks to their capabilities and experience in carrying out investor outreach, relationship building, and activities involving institutional investors. Offerors should also outline their proposed approach to facilitating the building and strengthening of these relationships and outline the types of activities they would carry out, the networks they would engage, and the timeframe for doing so. The proposal also should demonstrate how the proposed approach would build on previous work and continue to work towards achieving the objectives outlined above.

Objective 2: Transaction Advisory Services & Facilitation:

We anticipate that work carried out under Objective 1 will lead to institutional investor commitments that may require transaction advisory services in order to convert those commitments into closed transactions. INVEST seeks offerors with the capacity to tailor the necessary facilitation support for identified opportunities and potential transactions and provide appropriate services in order to convert investment commitments on the African continent into closed deals with credible intermediaries. The intermediaries could include local capital markets to promote financial deepening, or global or local African asset managers. Offerors should provide detail on how they approach the provision of investment facilitation and transaction advisory services in support of investments made by pension funds or institutional investors in Africa. The offeror's approach should be demonstrated by the detailing of the offeror's general approach to this work in one or a combination of the following ways:

- Providing detail as to how the offeror facilitated the investment of a pension or institutional investor similar to those described in this SOO in recent years
- Providing information on potential support for a comparable current commitment or transaction involving an institutional investor that the offeror has already identified that could be realized in the near term.

We anticipate that services for investment facilitation support may include:

- Evaluation of asset managers based on these varied criteria
- Detailed due diligence support
- Deal structuring
- Preparing financial valuation packages
- Reviewing term sheets and letters of intent
- Provision of surge capacity or geographic presence on the African continent to overcome a specific transaction hurdle

USAID seeks to catalyze others in the industry by promoting successful implementation of mobilizing institutional investment approaches. Selected offerors should be willing to share their experience and make information available to INVEST and USAID for purposes of developing a case study, fact sheet, or other material that can be used to demonstrate the value of this work.

Implementation Structure

Task Order 1 will be focused on activities under Objective 1. Bidders should provide a scope of work for proposed activities under Objective 1 that can be implemented within the Task Order 1 timeframe and budget. Subsequent Task Orders will be issued based on identified opportunities, USAID demand, and funding available. They will draw on activities that support Objective 1, Objective 2, or a combination thereof.

Qualifications and Evaluation Criteria

Offerors will be evaluated on their proposed technical approach, both for convening relevant partners under Activity 1, and providing transaction support under Activity 2. Offerors will also be evaluated on institutional capacity and their management plan experience. Vendors are encouraged to partner with other firms as appropriate that bring complementary skills to ensure the full suite of necessary expertise is represented in their offers.

The selected firm(s) should demonstrate the potential for a self-sustaining fee-for-service commercial model that can sustain itself and support the organic growth of a broader US-African financial and business ecosystem in the medium to long term. This will necessarily involve crowding in early-adopting financial industry partners and their resources, both in the US and Africa. This resourcing might be either in the form of in-kind or monetary contributions to sponsor specific events and convenings, more market-oriented arrangements between financial service providers and asset owners, or other appropriate schemes and incentives. The desired end-state is a more robust, self-sustaining ecosystem of US and African investment and commercial actors and financial sectors that rely on market arrangements, rather than USAID support, to encourage and facilitate investment.

The evaluation will assess the following qualities, capacities, and experience:

- Strong and relevant networks and connections with pension funds and other institutional investors in the US and Africa, as well as a broader set of African and US financial intermediaries active in Africa
- Demonstrated and robust access to pension fund and institutional investor senior decision makers
- Experience in convening and advising US and African institutional investors
- Ability to leverage the financial expertise and depth of the US financial sector in emerging markets
- Relevant experience in organizing and executing successful investment-related events and delegations on the African continent
- Demonstrated capacity for advising on and structuring complex large-scale investments in Africa
- Ability to form partnerships with and leverage the risk mitigation tools of other development finance institutions, in particular OPIC/US Development Finance Corporation, in order to mobilize US institutional investment at scale
- Identification of relevant, viable institutional investor commitments and/or transactions that meet the criteria of U.S. institutional investors and advance development goals of interest to USAID
- Knowledge of the landscape of USAID-focus sectors, and relevant actors, and projects in Africa ripe for potential institutional investment
- Staff with deep local knowledge and experience in USAID presence countries in Africa
- Local staff presence during implementation
- Clear roles and responsibilities for all staff and between all consortium partners (if applicable) clearly outlined in the proposal

- Clear mechanisms for collaboration among consortium partners
- Clearly outlined technical contributions by each consortium partner