

REQUEST FOR QUOTATION RFQ Nº UNFPA/USA/RFQ/21/008

- **Can you clarify what types of partners are included within the scope (E.g. corporates, foundations and HNWI)? Also what modalities of partnerships are used by UNFPA and should be considered (e.g. mentioned in the text is brain power or reach partnerships)?**

The focus of the research will primarily be on assessing the potential of each region for resource mobilization partnerships with private sector entities (corporations, foundations, HNWI). For regions in which these partnerships have low potential, the research will need to provide additional insights on opportunities around brainpower/innovation and reach/communication partnerships.

- **Can you confirm also that this scope does not include government funders or mass market?**

The assessment will indeed only look at private actors.

- **Can you clarify if any level of interaction with UNPFA offices/staff in the target regions should be included? It is understood that an assessment of local capacity is not within scope, but, for example, are there regional partnership staff to reach out to?**

Each region has a focal point for strategic partnerships and it is expected that the research team will interact with these colleagues during the regional assessments.

- **One objective There is a note that says “countries and regions” Does this include a look at specific countries?**

The aim of the assessment is to identify key markets for resource mobilization partnerships with the private sector in each of the regions. It is therefore expected that the assessment will focus on specific countries with high potential for these collaborations.

- **Can you clarify the reach of some of the regions mentioned, specifically:**
- **Does Asia Pacific also include the Australia and New Zealand? Southeast Asia?**
- **Any further definition on what is included in “Arab Work” or “Eastern Europe & Central Asia”?**

For an overview of the structure of UNFPA’s regional work, please refer to this [map](#).

- **Draft findings are delivered within a maximum of 8/9 weeks, assuming a quick start in the first days of March. Assuming that the draft findings should be close to the final deliverable, only pending input from UNFPA, is there any flexibility in the deliverables timeline?**

It will be essential that preliminary findings are delivered early in the assignment as these will be used as part of the development of the new UNFPA Strategic Plan. There is however some level of flexibility regarding the submission of the final report. The UNFPA team will clearly lay out the most urgent areas of assessments/recommendations at the start of the assignment.

- **Would the chosen consultancy be proactive and facilitative in the review process of the draft findings?**

The consultants will indeed play an active role in shaping the recommendations. The consultants will workshop these with the UNFPA team at different points during the assignment.

- **What is the level of depth of research is expected for each of the 6 regions?**

Given the short timeframe for the research, we will be looking at key recommendations of the potential and main opportunities for resource mobilization partnerships with the private sector to help focus UNFPA's efforts.

- **It is understood that no detailed prospect research is required to gauge potential by region and that this would be out of scope or perhaps a subsequent step. Is this correct?**

This is correct.

- **Do you foresee a primary desk research into private sector engagement opportunities in the regions, or the assessment will be based on internal UNFPA data and interviews with direct stakeholders in the regions?**

The primary source of data for the assessment will indeed be collected through desk research. This will be complemented by the analysis of internal historical data in terms of the results generated by each region for resource mobilization from the private sector and interviews with regional focal points.

- **Can you expand on 'propose the most suitable modality of private sector partnerships' for each region as we are uncertain as to the requirements?**

The focus of the research will primarily be on assessing the potential of each region for resource mobilization partnerships with private sector entities (corporations, foundations, HNWI). For regions in which these partnerships have low potential, the research will need to provide additional insights on alternative opportunities for partnerships with the private sector (innovation, communication, advocacy, etc.).

- **Can we have access to relevant documents, including the existing UNFPA fundraising strategy, if any, and existing sources of funding?**

Yes.

- **We noticed that the coverage of the research is highly large, while the timing of the activities quite limited. Do you have any specific constraint for the timing or can we propose a different (larger) distribution of the tasks?**

This research is annexed to the development of the new UNFPA Strategic Plan (2022 - 2025) and some key deliverables have to be produced at specific times of this process. There is therefore little flexibility on the timing of the assignment.

- **We understand the shortlisted candidates will be requested to deliver a presentation of the proposal. Can you give us information about the modality of the presentation (duration, focus, audience, etc.)?**

This information will be provided to selected candidates after the technical review of the submissions.

- **Must we include cvs of the experts composing the team for the assignment?**

The CVs of all planned team members should be included in the submission.