

Section II: Schedule of Requirements

eSourcing reference: RFQ/2022/40696

I. Background

UNOPS office in Geneva acting as the hosting agency of the Secretariat of ATscale is looking for a suitably qualified and experienced company referred herein as 'Contractor', to support mapping of the donor landscape hereinafter referred to as 'Services'.

II. Introduction of ATscale

ATscale, the Global Partnership for Assistive Technology is a cross-sectoral partnership with the goal of reaching 500 million additional people with assistive technology by 2030 to support them in participating in education, work, and everyday life. Today, over 1 billion people need at least one form of assistive technology (AT), such as wheelchairs, eyeglasses, or hearing aids, but over 900 million people (90%) do not have access to the assistive technology they require. The number of people who need assistive technology is expected to grow to more than 2 billion people by 2050.

Access to appropriate assistive technology enables persons with a loss of function, impairments, non-communicable diseases, and the ageing population to participate in education, work, family, and community life. Lack of access to assistive technology has significant consequences for individuals, their families, and the wider society. Without assistive technology, individuals may experience isolation and exclusion from education, the labour market, and civic life. Lack of access to appropriate assistive technology causes poorer health outcomes including premature death, deteriorating mental health, and increased risk of chronic health conditions and secondary complications, all of which lead to a higher burden on health systems. Increasing accessibility and affordability of assistive technology unlocks unrealised economic potential and provides socioeconomic benefit for individuals, families, and countries by increasing productivity and participation in the workforce.

Launched at the Global Disability Summit in July 2018, ATscale was developed in response to the need for a new, catalytic approach to overcoming the significant gap in access to appropriate, high-quality, and affordable assistive technology globally. As a cross-sector partnership for assistive technology, ATscale aims to bring greater resources and strategic focus to this significant global challenge.

For more information please check the ATscale website: <https://atscale2030.org>

III. Justification of consultancy

ATscale has defined a strategy overview (<https://ATscale2030.org/strategy>) in which it describes two strategic objectives: 1) to develop an enabling ecosystem for increased access to AT by galvanising political will, mobilising investment, driving policy reform, and strengthening targeted, cross-product systems, particularly at country level; and 2) to build and shape markets for priority products and their related services by identifying and investing in interventions to overcome specific supply and demand-side market barriers.

ATscale has also published an investment case for the sector (<https://atscale2030.org/investment-case>), as well as thorough market analyses and strategies, called Product Narratives, for improving access to its five priority products: wheelchairs, hearing aids, eyeglasses, prostheses, and digital assistive devices and software (<https://atscale2030.org/product-narratives>).

Resource mobilisation

While ATscale is sufficiently resourced to launch operations, its current funding base must grow and diversify to affect meaningful and lasting change either at global or country level. Mobilising additional resources from existing donors and partners as well as new ones is a key priority for 2022.

IV. Objectives

ATscale seeks the support of a Contractor to develop a resource mobilisation (RM) strategy for ATscale which includes some feasible leads for resource mobilisation from a range of prospects.

V. Expected Activities

The Contractor will work with the ATscale Secretariat and board members who are part of the Resource Mobilisation Group (RMG) to

- Conduct participatory stakeholder consultations with the Secretariat, the RMG, donors and other selected individuals, to discuss ATscale's value proposition, opportunities, gaps and fundraising approaches;
- Work with the Secretariat to establish a funding goal in the light of the overall AT resource requirements for the next 5 years;
- Conduct a comprehensive mapping and analysis of potential donor interest, priorities, and funding windows. The landscape should include bilateral donors, foundations - both large, known ones as well as more niche foundations such as within the Geneva private banking sector or the tech industry - High Net Worth Individuals and other potential sources including innovative financing mechanisms. The analysis should also assess the feasibility of securing multi-year and/or thematic funding;
- Identify 3-4 potential mechanisms/approaches and build out more detailed plans together with interested donors and stakeholders in sub-groups (e.g. a specific resource mobilisation campaign, blended finance instruments, etc).

VI. Deliverables and Outputs

The Contractor will be responsible for the delivery of:

A RM strategy for ATscale which includes some feasible leads for resource mobilisation with a roadmap towards our aim to, by end of 2022

- Secure existing pledges and add at least **2 new sovereign donors** to ATscale
- Secure funding from at least **2 new Foundations/private** sector partners
- Raise **an additional US\$50m for the 2022-2026 period**

Deliverables

- A mapping of potential donors, including their specific interests, priorities, funding windows, typical funding amounts, focal points, samples of successful project applications, etc. This mapping should include traditional as well as non-traditional donors types, e.g., sovereign donors, foundations, philanthropies, High Net Worth Individuals, private impact investors, etc.
- Concrete proposals for 3-4 identified resource mobilisation approaches to effectively approach different types of potential donors. This would include compelling narratives of the ATscale value proposition, guidance on a set communications materials (print and digital) to be produced including how to package for different types of potential donors
- Propose concrete ideas for a more sustainable approach towards resource mobilisation through, for example a global campaign, a regular contribution, periodic replenishment, etc.
- A time-bound action plan (with key responsible focal points) to systematically roll-out the proposed approaches and raise funds for ATscale's operational plan.
- Final narrative report documenting the activities undertaken in the course of the consultancy

VII. Inputs

The strategy overview, product narratives and investment case provide information on the content of ATscale's work and are available on the website:

[Strategy Overview — ATscale](#) and [The Case for Investing in Assistive Technology — ATscale](#)

VIII. Time frame

The expected timeframe for the work is beginning as soon as possible for a three months period, aiming at early March 2022, and completing by early June 2022.

IX. Payment Schedule and Reporting Requirements

Fixed payments will be made upon submission and acceptance of each deliverable indicated in the Expected Activities and Outputs section. Although the final payment schedule will be established at the contract signature stage, the expected schedule is:

Payment 1: Inception report	Total cost to be determined in contract as per price proposal in Form C
Payment 2: Draft Resource mobilisations plan	Total cost to be determined in contract as per price proposal in Form C
Payment 3: Final Narrative Report	Total cost to be determined in contract as per price proposal in Form C

X. Minimum requirements for key personnel

Bidders are expected to propose a team composition, although it is foreseen that work can be done by one or two individuals. The minimum is to have a team lead with the below requirements:

a. Team leader / Project Manager

- **Minimum ten (10) years of professional experience** in resource mobilisation for international development or global health projects and/or with international NGOs, multilateral organisations or global partnerships. Experience in global campaigns is an asset.
- Capability and proven experience in crafting and implementing resource mobilisation plans, that include innovative approaches to fundraising;
- Broad knowledge of the landscape of traditional and non-traditional funders;
- Proven experience in developing business models and mobilising funds for health - from institutional donors, private trusts and foundation and also Geneva-based prospects;
- Familiarity with disability rights and inclusion of disability in projects and programmes;
- Strong analytical skills;
- Excellent written and verbal communication skills, including delivery of compelling presentations and documents;
- Demonstrated experience working with a range of stakeholders and the sensitivities necessary for successful engagement;
- Ability to handle pressure and deliver high quality outputs within the agreed upon timeframes;
- Experience and familiarity with assistive technology, rehabilitation, market-shaping, and/or related fields, is an asset.

XI. Working Relationship

The Contractor will be expected to work closely with a designated contact person within the ATscale Secretariat to communicate in detail of the services and specific requirements. They will hold regular teleconferences to discuss the process and content of developing the services.

XII. Sustainability considerations

Vendors should be able to demonstrate overall commitment to gender, diversity and sustainability and state how they plan to integrate these measures in the execution of the contract for the outlined services.

ATscale values diversity and particularly encourages bidders who promote personnel with a lived experience of disability and/or using assistive technology within their workforce or proposed key personnel to apply.