

# Request for Proposal

**Date:** 8/9/2022

**Subject:** Consultancy for designing an Agri-Food Tech Impact Investing Fund

**Reference #:** P0012902

**Introduction:** TechnoServe is an international nonprofit organization that helps people lift themselves out of poverty by harnessing the power of the private sector. Operating in almost 30 countries, we work with hardworking women and men in the developing world to build competitive farms, businesses, and industries. By linking people to information, capital, and markets, we have helped millions to create lasting prosperity for their families and communities.

**General Requirements:** The requirements for TechnoServe's anticipated contract are listed below. A more detailed Statement of Work is also attached.

Over a 6-month period the Consultant will advise TechnoServe to design a proof-of-concept FoodTech impact investment fund with a thoroughly vetted investment thesis, marketing materials and fundraising strategy. This work will include research, analysis, and presentation materials for each component of the Fund listed below. The Consultant will incorporate feedback from potential investors in the design of the fund, leading to securing funding for at least 20-30% of the fund designed.

**Period of Performance:** The period of performance of any contract resulting from this solicitation is anticipated to be between the start and end dates listed below.

**Start Date:** 9/19/2022

**End Date:** 3/31/2023

**Proposal Content Instructions:** In addition to responding to the Statement of Work, all proposals must:

- Describe the qualifications, experience, and capabilities of the firm or consultant in providing the type of services being requested. Resumes or CVs of the consultant or any key personnel of the firm shall be submitted as an attachment.

- Estimate the length of time required to accomplish all requirements, with detail on individual activity implementation dates, as referenced in the Statement of Work.
- Contain a detailed cost breakdown with applicable taxes and other charges clearly identified (and be presented in conformity with any further instructions included in the Statement of Work). Consultants should provide their daily or hourly billing rate, or their proposed fixed fee for the requested deliverables.
- Provide at least 3 references for similar contracts with a description of the services provided, value of the contract, and the contract periods of performance.
- Include a contact name, email address, and telephone number to facilitate communication between TechnoServe and the submitting firm or consultant.
- For proposals from a firm, provide a brief outline of the company and services offered, including:
  - Full legal name, jurisdiction of incorporation, and address of the company.
  - Full legal name and country of citizenry of company's President, Chief Executive Officer, and/or all other principal officers of the company.
  - Year the business was established.
- If a consortium of firms or a team of consultants submits a proposal jointly, the above information should be provided for each member of the team.

To ensure consideration, all quotes must be submitted in the following language and currency, and by the due date noted below:

**Language:** English

**Currency:** USD

**Submission  
Instructions:**

All proposals must be emailed to the address below with your proposal attached in one or more files (PDF preferred). You will receive an auto-confirmation upon receipt. DO NOT email your proposal to any employee of TechnoServe or deliver your proposal in hard copy to a TechnoServe office. **Failing to adhere to these instructions may make your proposal ineligible for consideration.**

**Email:** buy+US+P0012902@tns.org

**Order of Events:**

This procurement will be administered in accordance with the following dates (subject to change at TechnoServe's sole discretion):

Date	Event
8/30/2022	Last date that questions and notice of intent to bid will be accepted. Questions and answers will be distributed to all known interested parties, so questions should not disclose confidential information, and all interested parties should submit a notice of intent to bid by this deadline to ensure they receive a copy of TechnoServe's response to questions.

Questions and/or notice of intent to bid should be emailed to:

dlape@tns.org

9/1/2022            Date that answers to questions will be distributed to all known intended bidders.

9/8/2022            Last date that proposals will be accepted by TechnoServe.

**Terms and  
Conditions:**

- The Request for Proposal is not and shall not be considered an offer by TechnoServe.
- All responses must be received on or before the date indicated on the RFP. All late responses will be rejected.
- All unresponsive proposals will be rejected.
- All proposals will be considered binding offers. Your proposal must be valid for acceptance for a minimum period of 90 days from the closing date of this solicitation.
- All awards will be subject to TechnoServe contractual terms and conditions and contingent on the availability of donor funding.
- TechnoServe reserves the right to accept or reject any proposal or cancel the solicitation process at any time, without assigning any reason, and shall have no liability to any vendors submitting proposals for such rejection or cancellation of the RFP.
- TechnoServe reserves the right to accept all or part of the proposal when awarding the purchase order/contract.
- All information provided by TechnoServe in this RFP is offered in good faith. Individual items are subject to change at any time and all known intended bidders will be provided with notification of any changes.
- TechnoServe reserves the right to require any bidder to enter into a non-disclosure agreement.
- Bidders are solely obligated to pay for all costs which may be incurred by the bidder or any third parties in connection with preparing the proposal.
- All proposals and supporting documentation shall become the property of TechnoServe and shall be treated confidentially.
- Bidders are required to identify and disclose any actual or potential Conflict of Interest.

**Criteria for  
Selection:**

TechnoServe's evaluation of proposals will be based on the factors set out below. At the sole discretion of TechnoServe, bidders may be selected for follow-up questions or to provide an oral presentation. TechnoServe reserves the right to award the contract to the bidder whose proposal is deemed to be in the best interest of TechnoServe. TechnoServe will not award a contract to any bidder where there is indication of a lack of business integrity.

<b>Max Points</b>	<b>Criterion</b>
25	Price, inclusive of all delivery fees and taxes
50	Experience and reputation of the bidder (company or individual)
15	Work plan
10	Project management and quality assurance (team breakdown)

**The attached Statement of Work represents an integral part of this solicitation.**

# Exhibit 1: Statement of Work

## Consultancy for designing an Agri-Food Tech Impact Investing Fund for Start Ups in Emerging Markets

### Background and Objective

TechnoServe ([www.technoServe.org](http://www.technoServe.org)) helps people lift themselves out of poverty by harnessing the power of the private sector. A leading nonprofit organization operating in almost 30 countries, we work with hardworking women and men in the developing world to build competitive farms, businesses, and industries. Our mission is to fight poverty by helping people build regenerative farms, businesses, and markets that increase income. By linking people to information, capital, and markets, we have helped millions to create lasting prosperity for their families and communities. In 2021 alone, we estimate that TechnoServe work benefited over 407,000 farmers and businesses resulting in over \$200 million of new revenue.

In its pursuit for developing new impact models, TechnoServe (TNS) is looking to engage an experienced consultant to structure and support core fundraising (~20% of total fund size) for its first impact investing fund focused on Agri and food tech startups in emerging markets. The fund will aim to address critical challenges in Agri-Food markets that are being disrupted by several major conflating trends (increase in food demand, reductions in rural workforce, climate change, etc) thus producing and distributing food as we do it today is leading to significant environmental and socioeconomic consequences.

The fund should be designed to leverage on multiple TechnoServe strengths including relevant know-how in agriculture and food production in emerging markets, extensive presence in relevant countries and access to key networks of investors and philanthropies.

Some initial design characteristics to be reviewed/confirmed during the consultancy include:

- USD \$30 million total fund size
- An anticipated focus on TNS' regions of business: Africa and/or Latin America
- Focus on Round A and B investments
- Triple bottom line: profits, social and environmental impact.

### Contractor Tasks

Over a 6-month period, the Consultant will advise TechnoServe to design a proof-of-concept for a FoodTech impact investment fund with a thoroughly vetted investment thesis, proposed structure and governance, and fundraising strategy. This work will include research, analysis,

and presentation materials for each component of the Fund listed below. Throughout this engagement, the Consultant will work in close collaboration with the Global Entrepreneurship Director and his designees at TechnoServe and be available to interact with other key stakeholders as needed. The Consultant will perform reasonable efforts to include feedback from potential investors in the design of the fund leading to securing funding for at least 20-30% of the fund designed.

## **Deliverables**

- Fund structure and design (see minimum details below)
- Overview 2 pager Document (Teaser)
- Pitch Deck used to pitch prospective investors (~15 slides + appendix)
- Frequently Asked Questions (FAQ) from prospective investors and answers
- Preliminary Set of Target Investors with an evaluation of their interest
- Roadmap for Launch Phase

## **Components of the fund design**

### Rationale for Fund & Investment Thesis

- TechnoServe's mission and the problem TechnoServe is trying to solve
- Reasons why the Fund helps solve this problem
- Economic and social impact of the Fund (and follow-on funds)
- Related market trends, dealflow, success stories, competitive market landscape
- TechnoServe's relevant expertise and network
- Benefits to TechnoServe as a result of the Fund

### Structure

- Type of fund (e.g. closed-end, open-end, SPVs, evergreen, etc.)
- Type of investments (e.g. equity, debt, hybrid)
- Legal domicile options
- Geographic scope of portfolio
- Fund economics
- Target investors
- Potential collaborating partners
- Portfolio support (e.g. accelerator, technical assistance facilities)

### Operations & Governance

- Fund administration platform including financial tracking and reporting
- Governance structure and team (fund manager, analyst, advisors, investment committee, etc)
- Impact tracking and reporting

## **Deliverable Acceptance Standards**

The Consultant will engage with TechnoServe Global Entrepreneurship Director and/or a designee who will review each deliverable and be the sole judge of adequacy. The contractor will be responsible for rectifying any reasonable requests from TechnoServe for changes, clarification, corrections, etc.

## **Location**

Consultant can be based in any location. Work will be remote. The consultant will be collaborating with our Global Entrepreneurship Director based in Chile, and should have some availability to work during office hours in Eastern daylight time (EDT).

## **Proposals should include:**

- Consultant(s) relevant experience
- Anticipated work plan and LOE
- Cost of consultancy in US\$

## **Profile of the Consultant**

TechnoServe welcomes proposals from individuals or companies for this consultancy role.

- Individuals who apply should provide a resume/CV.
- Companies who apply should provide a breakdown of the team, stating TechnoServe's primary point of contact with the firm, and the structure for project management and quality assurance.

All applicants should provide 3 references, with contact details for each.