



**REQUEST FOR
QUOTATION**

| Main Facts Table | |
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| RFQ reference | RFQ FY23 159 Business Model Development for the Equality Accelerator |
| RFQ launch date | 22 nd March 2023 |
| Contract Manager | Mishka Martin |
| Deadline for submission of offers | 5th April 2023 |

Submission of offers to procurement@plan-international.org

Please include the RFQ reference number above in all correspondence



Background Information on Plan International

Plan International is an independent development and humanitarian organisation that advances children's rights and equality for girls.

We believe in the power and potential of every child. But this is often suppressed by poverty, violence, exclusion and discrimination. And it's girls who are most affected. Working together with children, young people, our supporters and partners, we strive for a just world, tackling the root causes of the challenges facing girls and all vulnerable children.

We support children's rights from birth until they reach adulthood. And we enable children to prepare for – and respond to – crises and adversity. We drive changes in practice and policy at local, national and global levels using our reach, experience and knowledge.

We have been building powerful partnerships for children for over 85 years, and are now active in more than 75 countries.

Read more about Plan International's Global Strategy: **Girls Standing Strong** at <https://plan-international.org/strategy>

The Girl and Youth Power and Action (GYPA) Hub is situated within the Global Hub of Plan International, with a headquarters office in Woking, England. The Global Hub is comprised of over 300 staff employed globally.

Our vision is that young people, particularly girls and young women in all their diversity, are active drivers of systemic change, leading feminist movements and campaigns, with the support and collaboration of allies across the world. The GYPA Hub exists to engage and connect people and partners - inside and outside PII - and to be an engine for driving youth voice and engagement across all areas.

1. Background/Context

Plan International is committed to supporting young people's collective action. In the new Global Strategy Girls Standing Strong, Plan has further strengthened its commitment to working with young people as equal partners. Shifting resources and decision-making to young people and their groups, is a key approach for delivering on Plan International's commitment to localisation and the devolution of decision-making power towards the point of impact.

The Equality Accelerator is a one-of-a-kind flexible fund mechanism that was borne out of a co-creation process with girls and young activists using a movement-building approach. The platform is designed for young activists aged 14-24 who are working towards gender equality. It is both a digital platform where young activists can access funding opportunities, resources & networking as well as a methodology & a mechanism for ethnically and efficiently resourcing young activists which can be used by external donors & within Plan.

Our core values of intersectionality mean that accessibility and inclusion is considered at every step of the user journey. Our movement building approach means we decentralise Plan's presence in favour of peer-to-peer learning, community building and local ownership. Our non-

digital connects those activists with limited or no access to internet to ensure that those traditionally left out of the funding ecosystem can connect.

To date, the platform has 3,500 activists who are users and over 2,500 girl- and youth-led groups who form part of the online activist community and network. The platform has contributed to shifting €2,755,000 through diverse partnership approaches.

2. Description & Objectives

Purpose

The Equality Accelerator has reached an important juncture. After a successful piloting phase, followed by a range of innovative partnerships that have further proven the platform's adaptability and relevance within the youth funding ecosystem, we are now looking to test innovative approaches in order to scale the platform to new heights, with its sustainability front of mind.

There are a number of exciting and innovative social business models that have been identified and are currently under consideration. We are seeking a consultant or consultancy team who can 1) guide the organisation through a robust decision-making process that is informed by data and analysis of internal and external trends and insights, 2) To help identify feasible and viable social business models, and 3) To build a strategic plan for the next 12 months towards EA's future sustainability.

This consultancy will run over the next 12 weeks, between the March and June.

Methodology/ Questions

Through this consultancy, we hope to answer the following questions:

1. Who are the potential partners/allies of the Equality Accelerator, based on aligned values, interests and current/emerging opportunities.
2. What are the options for scaling the EA – for example: are there particular markets, geographical contexts that the EA should pursue vs. what does it look like to expand and deepen its presence within existing regions that the EA currently operates in?
3. What Social Value Proposition does EA offer to different identified stakeholders, both internal and external? What are the distinct points of difference compared to other resourcing solutions across the sector? What is the value to Plan International and in delivering on its next global strategy?
4. Which social business models are most relevant, feasible, scalable and financially viable for the Equality Accelerator, based on market analysis, mapping, financial projections and other inputs.
5. What does a short- and long-term strategy look like for this social business model(s) over the coming 12 months?
6. What externally facing materials might be helpful to engage with the recommended markets?

Users

The target audience for this consultancy is internal, including the GYPA Hub, in particular the Equality Accelerator Team, as well as other relevant internal stakeholders that are engaged with the Equality Accelerator – country offices, national offices and regional hubs.

Methods for data collection and analysis

1. The consultant/consultancy team will undertake an initial desk review of internal programming documents and evaluations. External sources will help to inform an external analysis into the current trends of donors and partners, their existing policies and frameworks that guide their work with young people and girls, captured in a mapping of the most relevant donors and partners.
2. Additionally, key informant interviews will be undertaken with targeted internal and external stakeholders.
3. Lastly, the consultant will run internal workshop(s) with key staff to gather further insights and technical inputs to inform decision-making.

Participant selection

The consultant or consultancy team will liaise with diverse key stakeholders and technical staff across Plan International, including: The Girl and Youth Action Hub (GYPA), The Innovation Team, Country Offices and Regional Hubs that have partnered on the Equality Accelerator and National Office Technical focal points.

The consultant will be provided with a comprehensive list of relevant stakeholders along with contact information. Plan International is available to provide any additional support with introductions or facilitation. This includes the organisation of interpreters, as may be required.

3. Deliverables and Timeline

Key Deliverables

- A brief inception report with the timeline and proposed process articulated.
- Data collection tools for key informant interviews
- External analysis including mapping of internal and external stakeholders, identifying potential partners/collaborators and entry points, along with key recommendations.
- An options paper that explores a number of social business models, including the potential social return on investment and assessment of overall feasibility/viability/scalability based on gathered insights.
- A proposed process to guide internal decision-making on the scaling strategy for the EA.
- A facilitated workshop with key staff to share key findings from the external analysis and to facilitate a collective decision-making process, with options for the way forward.
- A strategy for piloting the selected social business model(s), with proposed investments and actions required over the next 12 months.

Proposed format and due date of deliverables (to be discussed and agreed with the successful consultant):

| Deliverable | Format | Length | Due |
|---|----------------------------------|-------------|--|
| Brief inception report Data collection tools | Word document | 2 pages | 1-2 weeks from commencing the consultancy. |
| External analysis | Excel spreadsheet | As required | End of April |
| Options paper | Word | 8-10 pages | End of May |
| Internal workshop | PPT and facilitation of workshop | 2-3 hours | End of May |
| Strategic plan for 12 months | Mixed format (TBD) | As required | End of June |

Note: In the event that there is a change or additional deliverables during the contract period, an addendum to the contract must be agreed and signed. The change/additional deliverables must be in line with the initial scope of the project.

4. Budget

The anticipated length of this consultancy is between 25-30 days of work. When responding to this RFQ, please submit your daily rate as part of a budget proposal.

5. Expected qualifications of Consultant

- Postgraduate degree in business and marketing, international development or any other field relevant to the scope of work.
- Proven experience in design thinking and applying human centred design principles.
- Proven experience in social business model, social enterprise development with familiarity in building strategies for sustainability and/or social return on investment.
- Understanding of the donor landscape including multi-laterals (ie. UN, the EU), bilateral donors as well as foundations and philanthropic institutions.
- Understanding of the youth and girls' sector and models for meaningful youth participation/youth engagement.
- Experience navigating complex organisations and diverse stakeholders.
- Commitment to gender equality, young people and girls, and decolonisation.
- Fluency in Spanish and/or French desirable
- Experience with working with local communities and across diverse country contexts

6. Contact

For questions or queries about this TOR please contact procurement@plan-international.org. Please quote the RFQ reference **FY23 159 Business Model Development for the Equality Accelerator** in all your correspondence.

7. List of documents to be submitted with the RFQ

When responding to this RFQ, please submit the following:

- Detailed response to the RFQ/ToR
- Proposed timelines
- CV
- Example of previous work
- References
- Detailed budget, including daily fee rates, expenses, etc.

All consultants/applicant are required to agree and adhere to Plan International's Non-Staff Code of Conduct.

8. Submission of offers

Please send your proposal to procurement@plan-international.org by **5th April 2023 23:59 (GMT)** referencing “**RFQ FY23 159 Business Model Development for the Equality Accelerator**” in the subject line and including support documents as outlined.

9. Evaluation of offers

Shortlisted suppliers may be invited to discuss their proposals in more detail at Plan's discretion.

Plan International, at its sole discretion, will select the successful RFQ.

Plan international shall be free to:

- Accept the whole, or part only, of any submission
- Accept none of the proposals
- Republish this Request for Quotations

Plan International reserves the right to keep confidential the circumstances that have been considered for the selection of the offers.

Part of the evaluation process may include a presentation from the supplier.

Value for money is very important to Plan International, as every additional £ saved is money that we can use on our humanitarian and development work throughout the world.

Plan International may award multiple contracts and all contracts will be non-exclusive.

11. Contract & Payment terms

Please note that, if successful, Plan International's standard terms of payment are **30 days** after the end of the month of receipt of invoice, or after acceptance of the Goods/Services/Works, if later.

12. Plan International's Ethical & Environmental Statement

The supplier should establish environmental standards and good practices that follow the principles of ISO 14001 Environmental Management Systems, and in particular to ensure compliance with environmental legislation (as applicable)

13. Clarifications

The onus is on the invited individual/companies to ensure that its offer is complete and meets Plan International's requirements. Failure to comply may lead to the offer being rejected. Please therefore ensure that you read this document carefully and answer fully all questions asked.

If you have any queries in relation to your submission, or to any requirements of this RFQ, please email: procurement@plan-international.org

Thank you for your proposal