



HQ646 ESA Region Support RFP Questions and Answers Document – January 2025

Q. Is there a specific template for proposals, or should we follow the general structure outlined in the RFP?

A. The general structure in the RFP please.

Q. Are there expectations regarding the size or composition of the consulting team for this project?

A. Prefer one lead consultant; potential for the lead consultant to work with an assistant, but the team should be lean.

Q. Would Mercy Corps accept a joint venture team? If so, are there specific criteria or guidelines we should follow when presenting such a collaboration in our proposal?

A. We anticipate that the work will primarily be done by a principal or lead consultant.

Q. Do you have an existing framework or example for mapping climate actions, or should we propose a new methodology?

A. We have some of our frameworks but are happy to also draw on the expertise of the consultant and exchange approaches.

Q. How much access will the consulting firm have to internal documents, teams, and ongoing projects for developing the framework?

A. Full access to all of Mercy Corps' materials and team members.

Q. Could you provide the specific countries or programs to be visited during the fieldwork phase?

A. While these will be determined during initial consultations with the team, the countries would likely be Uganda, Kenya, or Ethiopia.

Q. Are there specific donors Mercy Corps is particularly interested in targeting, aside from FCDO and EU?

A. USAID, European donors, and climate finance actors

Q. Will the consulting team have access to Mercy Corps' existing relationships or contacts with key donors?

A. This will depend on the discretion of our donors, but we will try to arrange meetings wherever possible.

Q. Are there specific climate finance mechanisms Mercy Corps wants to explore in greater detail?

A. We would like to learn more about these opportunities from the consultants and understand which ones best align with our own approaches and activities, as well as where we want to go in the future.

Q. Can you provide a preliminary list of key competitors or partners relevant for this analysis?

A. Other INGOs like Mercy Corps.

Q. Are there any organizations Mercy Corps has already identified as potential partners?

A. Yes, although we will discuss these in greater detail with the successful firm.

Q. What level of engagement is expected with potential partners during this consultancy? Should formal collaboration proposals be initiated?

A. This is a possibility and can be determined over the course of the consultancy.

Q. Are there already identified climate themes or priorities for the ESA region that we should build upon?

A. Yes, there are some. These include livestock systems, rangeland management, early warning and early action, green energy, resilient food systems. However, we 'd like to either expand or reduce this list based on the scoping phase.

Q. What level of detail is expected for the position papers and pitch decks (e.g., high-level concepts vs. detailed program proposals)?

A. High level concepts and/or slide decks.

Q. Will the virtual learning sessions involve all ESA country teams, or are there specific focal points for each country?

A. They will likely involve Country Directors, Directors of Programs and Technical Leads.

Q. How should the proposed climate strategy align with Mercy Corps' global and regional strategies?

A. The climate strategy is a part of advancing the global and regional strategies.

Q. Are there existing work plans or strategic documents we should review for alignment?

A. Yes, upon receipt of award, we will share all relevant documents.

Q. Do you have a preferred format for the climate strategy (e.g., narrative document, operational matrix)?

A. Not currently. This can be further discussed up on award.

Q. Will Mercy Corps provide logistical support (e.g., arranging field visits, local contacts)?

A. Mercy Corps will provide full logistical support.

Q. Should travel and accommodation costs be included in the proposal budget or will these be reimbursed separately?

A. Preapproved travel expenses will be reimbursed as a separate line item.

Q. Is there a maximum budget allocated for this consultancy?

A. We have a budget in mind and look forward to receiving proposals and seeing where they match up to that projected expectation.

Q. Are there any particular qualifications or experience Mercy Corps prioritizes for the consulting team?

A. None other than listed in the tender.

Q. What level of detail should references provide regarding the scope and outcome of previous work?

A. Any detail that aligns with the requirements of the proposal.