

BID SOLICITATION

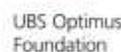
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Grand Challenges Canada®
Grands Défis Canada

BOLD IDEAS WITH BIG IMPACT®

Bid Solicitation
Impact Investment Contract for the *Every Woman Every Child*
Innovation Marketplace



Submission Deadline: April 3, 2017 – 15:00 ET

RFP Reference Number: RFP-2017-03-IM01

Part 1: Introduction

1.1 Grand Challenges Canada's Objective

The *Every Woman Every Child* Innovation Marketplace, hosted at Grand Challenges Canada, is seeking assistance with its activities to nurture the scalability and sustainability of global innovations in the women's, children's and adolescents' health space.

The objective of this Request for Proposals (RFP) is to select vendor(s) to enter into a contract with Grand Challenges Canada to provide the services described in the Statement of Work, as defined in Appendix A. Appendix B defines the evaluation criteria that will be used during the selection process.

1.2 About Grand Challenges Canada

Grand Challenges Canada is dedicated to supporting Bold Ideas with Big Impact® in global health. We are funded by the Government of Canada and we support innovators in low- and middle-income countries and Canada. The bold ideas we support integrate science and technology, social and business innovation – we call this Integrated Innovation®. Grand Challenges Canada focuses on innovator-defined challenges through its Stars in Global Health program and on targeted challenges in its Saving Lives at Birth, Saving Brains and Global Mental Health programs. Grand Challenges Canada works closely with Canada's International Development Research Centre (IDRC), the Canadian Institutes of Health Research (CIHR) and Global Affairs Canada to catalyze scale, sustainability and impact. We have a determined focus on results, and on saving and improving lives.

For more information, please see: www.grandchallenges.ca, including our latest Annual Report under "Who We Are".

Innovation Marketplace

The Innovation Marketplace is a global movement that mobilizes and intensifies international and national action by governments, multilaterals, and private sector and civil society to address major health challenges facing women, children and adolescents around the world. Despite progress under the Millennium Development Goals (MDGs), each year approximately 5.9 million children die before the age of five and 289,000 women die in pregnancy and childbirth. In the early years of life, 1 in 3 children fail to reach their full potential. The Sustainable Development Goals (SDGs) and a revised *Global Strategy for Women's, Children's and Adolescents' Health* have set targets to improve this situation. TO meet those targets, innovation is required. Although there is an increasing number of innovation healthcare concepts at the early pilot stage, a bottleneck exists at the "critical testing" (\$250,000 - \$2,000,000 to further prove a transformative concept) and "transition to scale" (\$1,000,000 - \$15,000,000) stage.

To tackle this bottleneck, the *Global Strategy for Women's, Children's and Adolescents' Health* has launched the *Every Woman Every Child* (EWEC) Innovation Marketplace (the 'Marketplace'). The Marketplace is a strategic alliance of development innovation organizations, including the Bill and Melinda Gates Foundation, Grand Challenges Canada,

the United States Agency for International Development, the Norwegian Agency for Development Cooperation and UBS Optimus Foundation.

The objective is to help facilitate 20 investments by 2020 and by 2030 to see at least 10 of these innovations widely available and having significant impact on women, children and adolescents.

Grand Challenges Canada is an anchor partner and the host of the Innovation Marketplace.

To learn more about the Innovation Marketplace please visit:
<http://www.everywomaneverychild.org/about/ewec-ecosystem/>

1.3 Language

The terms “**Bid Solicitation**”, “**Request for Proposals**” and “**RFP**” are used interchangeably in this document.

Part 2: Standard Instructions, Clauses and Conditions

2.1 Submission of Proposal

- a. Grand Challenges Canada requests that each Bidder submit a Proposal by email only, to the email address outlined in Paragraph 2.2, as early as possible, but **no later than the deadline stipulated in Appendix A; see “Deadline For Submission”**.
- b. The Proposal must include the firm’s name, a contact name, address, telephone and fax numbers, and email address.
- c. Grand Challenges Canada requests that each bid contain a covering letter signed by the Bidder or by an authorized representative of the Bidder. The covering letter should reference the RFP Reference Number, which is included on the cover page of this document. The Bidder’s signature indicates acceptance of the terms and conditions set out and/or referenced herein. The signatory must have authority to commit the organization by making such a proposal. A contract will not be awarded until a signed covering letter from the Bidder is received by Grand Challenges Canada. If the Bidder fails to provide a signed covering letter when requested to do so by Grand Challenges Canada, then the Bidder shall be disqualified from the bidding process and be declared non-compliant.
- d. It is the Bidder's responsibility to:
 - i. Obtain clarification of the requirements contained in the bid solicitation, if necessary, prior to submitting a bid
 - ii. Prepare its bid in accordance with the instructions contained in this bid solicitation
 - iii. Submit by closing time
 - iv. Send its bid only to the Contracting Authority named in Paragraph 2.2 below
 - v. Provide a contact name, address, telephone number and email address in its bid, as indicated in 1b above
 - vi. Provide a comprehensible and sufficiently detailed bid, including all requested pricing details that will permit a complete evaluation, in accordance with the criteria set out in this bid solicitation.
- e. Bids will remain **open for acceptance** for a period of not less than twenty-one (21) calendar days from the closing date of the bid solicitation. Upon notification to the responsive bidders, Grand Challenges Canada reserves the right in its sole discretion to extend the bid validity period at any time for up to fourteen (14) calendar days.
- f. Bids and/or amendments thereto will only be accepted by Grand Challenges Canada if they are received at the email address indicated below in Paragraph 2.2, on or before the closing date and time specified herein.
- g. Bids received on or before the stipulated bid solicitation closing date and time will become the property of Grand Challenges Canada and will not be returned.
- h. All information within this bid solicitation is to be held in confidence.

- i. Grand Challenges Canada will regard and preserve as confidential and proprietary to the disclosing party all information, written, oral or computer-based, to which it has access as part of this bid solicitation, except with prior approval of the Bidder.
- j. Except as specifically provided otherwise in this bid solicitation, Grand Challenges Canada will evaluate a Bidder's bid only on the documentation provided as part of its bid. Grand Challenges Canada will not evaluate information not submitted with the bid, such as references to website addresses where additional information can be found, or technical manuals or brochures not submitted with the bid.

2.2 Contracting Authority

Grand Challenges Canada

MaRS Centre, West Tower
661 University Avenue, Suite 1720
Toronto, Ontario, M5G 1M1

Attention: **Chloe McDonald**, Program Officer Innovation Marketplace
Telephone: (416) 583 5821 x 5573
Fax: (416) 978 6826
Email: **chloe.mcdonald@grandchallenges.ca**

Email is preferred for all communications.

Bids and amendments will only be accepted by email.

2.3 Late Bids

- a. The Bidder has sole responsibility for the timely receipt of a bid by Grand Challenges Canada and cannot transfer this responsibility to Grand Challenges Canada.
- b. Grand Challenges Canada will return bids delivered after the stipulated bid solicitation closing date and time referred to in **Appendix A**, under "**Deadline for Submission**", unless they qualify as a delayed bid.
- c. A bid received after the closing date and time but before the contract award date may be considered, provided the delay can be proven by the Bidder to have been due solely to a delay in delivery that can be attributed to incorrect handling by Grand Challenges Canada (a "delayed bid").
- d. Misrouting, traffic volume, weather disturbances, labour disputes or any other causes for the late delivery of bids are not acceptable reasons for the bid to be accepted by Grand Challenges Canada.

2.4 Legal Capacity

- a. The Bidder must have the legal capacity to contract. If the Bidder is a sole proprietorship, a partnership or a corporate body, the Bidder must provide, if requested

by the Contracting Authority, a statement and any requested supporting documentation indicating the laws under which it is registered or incorporated, together with the registered or corporate name and place of business. This also applies to bidders submitting a bid as a joint venture.

2.5 Rights of Grand Challenges Canada

- a. Grand Challenges Canada reserves the right, in its sole discretion, to:
 - i. Reject any or all bids received in response to the bid solicitation
 - ii. Enter into negotiations with bidders on any or all aspects of their bids
 - iii. Accept any bid in whole or in part without negotiations
 - iv. During the evaluation, members of the evaluation team may, at their discretion, submit questions to or conduct interviews with Bidders, at Bidder cost, upon forty-eight (48) hours' notice, to seek clarification and/or verify any or all information provided by the Bidder with respect to this bid solicitation
 - v. To award one or more contracts, if applicable
 - vi. Not to accept any deviations from the stated terms and conditions
 - vii. Conduct a survey of bidders' facilities and/or examine their technical, managerial and financial capabilities to determine if they are adequate to meet the requirements of the bid solicitation
 - viii. Contact any or all references supplied by bidders to verify and validate any information submitted in their bid, if applicable
 - ix. Correct any mathematical errors in the extended pricing of financial bids by using unit pricing and the quantities stated in the bid solicitation
 - x. Verify any information provided by bidders through independent research, use of any government resources or by contacting third parties deemed reliable by Grand Challenges Canada
 - xi. Incorporate all or any portion of the Statement of Work, Request for Proposals and the successful bid in any resulting contract
 - xii. Cancel the bid solicitation at any time without liability
 - xiii. Reissue the bid solicitation without liability
 - xiv. Extend the bid solicitation deadline without liability
 - xv. If no compliant bids are received and the requirement is not substantially modified, re-tender the requirement by inviting only the Bidders who bid to re-submit bids within a period designated by Grand Challenges Canada
 - xvi. Not to award a contract in part or at all.

- b. Bidders will have the number of days specified in the request by the Contracting Authority to comply with any request related to any of the above items. Failure to comply with the request may result in the bid being declared non-responsive.

2.6 Communications – Solicitation Period

- a. To ensure the integrity of the competitive bid process, all enquiries and other communications regarding the bid solicitation must be directed, by email, only to the Contracting Authority identified in the bid solicitation. Failure to comply can, for that reason alone, result in the disqualification of the bid.

- b. To ensure consistency and quality of information provided to bidders, significant enquiries received and the replies to such enquiries will be provided to all bidders, without revealing the sources of the enquiries.

2.7 Costs

- a. No payment will be made for costs incurred in the preparation and submission of a bid in response to the bid solicitation. Costs associated with preparing and submitting a bid, as well as any other costs incurred by the Bidder associated with the evaluation of the bid, are the sole responsibility of the Bidder.
- b. No costs incurred relating to the Work before the receipt of a signed contract or specified written authorization from the Contracting Authority can be charged to any resulting contract. In addition, the Contractor is not to perform Work in excess of or outside the scope of any resulting contract based on verbal or written requests or instructions from any Grand Challenges Canada personnel other than the Contracting Authority. The Contracting Authority is the only authority that can commit Grand Challenges Canada to the expenditure of the funds for this requirement.

Part 3: Bid Preparation Instructions and Evaluation Procedures

3.0 Format of Bid

All bids should include the following two clearly-identified sections:

Section 1: Technical Bid

In its technical bid, the Bidder must demonstrate its understanding of the requirements described in Appendix A of the bid solicitation, as well as demonstrate how the Bidder will meet the requirements of the Evaluation Criteria and Basis of Selection, as described in Appendix B. The technical bid **must not exceed 10 pages**, including the cover sheet and any appendices.

Section 2: Financial Bid

The Bidder must submit its financial bid in accordance with the **basis of fees**, as indicated in Paragraph 3.1 (a), below. The total amount of any taxes (e.g., the Harmonized Sales Tax (HST), Goods and Services Tax (GST), etc.) is to be shown separately, if applicable.

3.1 Mandatory Criteria for Technical and Financial Bid

a. The Bidder shall provide:

1. **Basis of fees**, which will be evaluated separately based on the submission
 - a. Bidders are required to provide their estimated fees in Canadian dollars, excluding applicable taxes, for each deliverable listed in Appendix A.
2. **History of the firm and location**, affiliation with any relevant partners or networks, size, etc.
3. **Description of support team** (see 3.2 (d), below), including bios, relevant experience and specific expertise that they will bring to this role. This section should demonstrate the ability of the firm to deliver on the specific items outlined in **Deliverables** in Appendix A.
4. **Description of support process**, including specifics regarding the level of responsiveness that Grand Challenges Canada can expect on a regular basis. This section should include details about measures in place for when the primary contact/support staff are not available.
5. **Two (2) client references ONLY**, for whom you have provided the services described in the statement of work – any Bidder who provides less or more than (2) references will be automatically disqualified from the bidding process and be given no further consideration
6. **Value-added services**, including whatever the Bidder may want to add to its proposal.

3.2 Evaluation Criteria and Procedures

- a. Bids will be assessed against all mandatory and rated requirements identified herein and evaluated in accordance with the evaluation criteria specified in Appendix B.
 - b. Only those bids that meet all mandatory requirements identified in this Request for Proposals will be further evaluated, based on the criteria listed in Appendix B.
 - c. The bid should be concise and should address, at a minimum, all mandatory criteria identified herein. It is suggested that the Bidder address these criteria in sufficient depth in the bid.
 - d. The bid must identify the qualifications and experience of the **firm** and the **proposed resource personnel** who will carry out the tasks, by systematically addressing each of the experience criteria, as detailed below.
 - i. The firm's profile and resume for each proposed resource must be included in the bid.
 - ii. For each resume submitted, the Bidder should ensure that:
 - The name of the individual is clearly indicated
 - The resume clearly demonstrates where, when and how the stated qualifications and/or experience of the individual were acquired. For evaluation purposes:
 - **Where** means the name of the institution, as well as the position/title held
 - **When** means the start date and end date (e.g., from January 2000 to March 2002) of the period during which the individual acquired the qualifications/experience
 - **How** means a clear description of activities performed and the responsibilities assigned to the individual in this position and during this period.
- Listing experience without providing any supporting data will not be considered to be "demonstrated" for the purpose of this evaluation. Full details should be included that describe the number of projects completed and in progress, the period of the work performed in number of months and years in past and present employment, etc.
- e. Based on the evaluation of the **Technical Bid** and the **Financial Bid**, competitive bids could be invited for an interview. The purpose of the interview would be to further assess the capacity of the Bidders to best deliver the scope of work.
 - f. The selected firm(s) will report to the Contracting Authority, and will define the process and implement the infrastructure needed to provide the contracted services.
 - g. Any firm currently providing audit services to Grand Challenges Canada cannot be considered for this Request for Proposals, due to the need for independence and perception of independence.

Appendix A: Statement of Work

1. OVERVIEW

1.1 Title

Consulting engagement search for the following position:

- a. Impact Investing Specialist(s) for the *Every Woman Every Child* Innovation Marketplace.

1.2 Period of Contract

- a. The resulting contract will be in effect from April 17, 2017, to December 31, 2017.

1.3 Deadline for Submission

Grand Challenges Canada requests that each Bidder submit a bid by email only, to the email address outlined in Paragraph 2.2, as early as possible, but **no later than April 3, 2017, at 15:00 Eastern Time**. Grand Challenges Canada will except and be reviewing applications as they come in and so encourage early submissions, though all applications submitted by the deadline will be considered.

2. SCOPE OF WORK

BACKGROUND

The Innovation Marketplace is seeking an Impact Investment specialist(s) to support its facilitation of investment in the Women's, Children's and Adolescents' Health space, with the goal of optimizing sustainable impact at scale.

To effectively engage the private capital sector, the Innovation Marketplace requires an impact investment specialist(s) with a keen understanding of the commercial and impact realities of the innovations in the pipeline, to complement the Marketplace's existing human resources in technical and scientific analysis. The impact investment specialist(s) will work in close cooperation with the Innovation Marketplace and private capital partners, including UBS Optimus Foundation, to determine investment preferences among private capital partners. Based on the appetite for risk, investment timeline preferences, and subject-matter interests of these investors, the impact investment specialist(s) will propose a subset of top innovations from within the Marketplace pipeline that would be specifically relevant to impact investors. In addition, they will develop pitch materials and investment memos to allow the Innovation Marketplace to broker the surfaced projects to partners.

Each candidate must submit a comprehensive proposal indicating both an implementation plan and its budget (based on the deliverables outlined below).

KEY OBJECTIVES

The Impact Investment Specialist(s) will work with the Innovation Marketplace team to:

1. Create comprehensive investment packages of high-quality opportunities that cover the key variables including, the global health challenge and impact addressed by the innovation, proof of concept or collected evidence to date, proposed 'ask' and use of funds, business model and strategy for scale and sustainability;
2. Help facilitate a minimum of deals sourced through the Innovation Marketplace to private capital partners in the \$1-3M range;
3. Design a strategy targeted towards private capital, high-net worth individuals, and impact investors.

3. DELIVERABLES

Item	Details	Tentative Deadline
Investment preferences of private capital sector in consultation with private capital partners	<ul style="list-style-type: none"> • Determine investment preferences of impact investors and high net-worth (HNW) individuals in collaboration with the Innovation Marketplace and its partners 	April-May 2017
Analysis of current pipeline to determine alignment with private capital investment interests	<ul style="list-style-type: none"> • Analyze current Innovation Marketplace pipeline to catalyze investments from the private capital sector and help shape future curation efforts 	April-May 2017
List 10-14 innovations (over 2 curation rounds; 5-7 per round) from the pipeline best aligned with private capital sector interests	<ul style="list-style-type: none"> • Identify 5-7 innovations and begin due diligence in line with interests of private capital sector partners (2 rounds) 	Both rounds by June 2017
Create investment packages of 10-14 innovations (over 2 curation rounds; 5-7 per round)	<ul style="list-style-type: none"> • Prepare investment packages (5-7 pitch decks, investment briefs and/or memos) (2 rounds) 	Both rounds by August 2017
Private capital investment into at least 2 innovations	<ul style="list-style-type: none"> • Match package of opportunities to private capital sector partners to facilitate a minimum of 2 investments through the Marketplace (expected investment per innovation \$1-3M) 	October 2017

Item	Details	Tentative Deadline
Design long-term strategy for private capital sector investment based on lessons learned	<ul style="list-style-type: none"> Design a strategy targeted towards private capital sector (impact investors, high net-worth individuals, others) 	December 2017

The selected firm/individual(s) will provide formal monthly reports in written and verbal form to the Contracting Authority on all activities undertaken. Said firm(s) will also provide an account of projected work, to be agreed upon by the Contracting Authority and key Innovation Marketplace team members on the same monthly basis. Candidates are responsible for reviewing all relevant background materials provided by the Innovation Marketplace to complete the work.

4. OVERVIEW OF SUPPORT

The selected firm will report to the Contracting Authority, and will define the process and implement the infrastructure needed to provide the contracted services.

Appendix B: Evaluation Criteria and Basis of Selection

EVALUATION CRITERIA AND PROCESS

Only those bids that meet all mandatory requirements identified in this Request for Proposals will be further evaluated, based on the criteria listed below.

The bid should be concise and should address, at a minimum, all mandatory criteria identified below. It is suggested that the Bidder address these criteria in sufficient depth in the bid.

The bid must identify the qualifications and experience of the firm and the proposed resource personnel who will carry out the tasks, by systematically addressing each of the experience criteria as detailed below. The firm's profile and resume for each proposed resource must be included in the bid.

For each resume submitted, the Bidder should ensure that:

- i. The name of the individual is clearly indicated
- ii. The resume clearly demonstrates where, when and how the stated qualifications/experience of the individual were acquired.

For evaluation purposes:

- **Where** means the name of the institution, as well as the position/title held
- **When** means the start date and end date (e.g., from January 2000 to March 2002) of the period during which the individual acquired the qualifications/experience
- **How** means a clear description of activities performed and the responsibilities assigned to the individual in this position and during this period.

Listing experience without providing any supporting data will not be considered to be "demonstrated" for the purpose of this evaluation. Full details should be included that describe the number of projects completed and in progress, the period of the work performed in number of months and years in past and present employment, etc.

Mandatory Criteria for Technical and Financial Bid

The Bidder shall provide:

1. **Basis of fees**, which will be evaluated separately, as described in Appendix C
2. **History of the firm and location**, affiliation with any relevant partners or networks, size, etc.
3. **Description of support team**, including bios, relevant experience and specific expertise that they will bring to this role – this section should demonstrate the ability of the firm to deliver on the specific items outlined in **Deliverables** of Appendix A
4. **Description of support process**, including specifics regarding the level of responsiveness that Grand Challenges Canada can expect on a regular basis – this section should include details about measures in place for when the primary contact/support staff are not available.

5. **Two (2) client references ONLY**, for whom you have provided the services described in the statement of work – any Bidder who provides less or more than (2) references will be automatically disqualified from the bidding process and be given no further consideration
6. **Value-added services**, including whatever the Bidder may want to add to its proposal.

SCORING RUBRIC FOR EVALUATION

1. Experience (45%)

- a. Functional, technical, sectoral or geographic – does the bidder have the:
 - i. Impact investing expertise needed to accomplish their proposed deliverables?
 - ii. Expertise writing investment materials needed to accomplish their proposed deliverables?
 - iii. Experience with LMICs and/or understanding of the development sector needed to accomplish their proposed deliverables?
- b. Is the bidder an effective, results-driven leader/team with the proven capacity to deliver on their objectives?

2. Ability to deliver on tight timelines to achieve program goals (35%)

- a. Does the proposal show strong feasibility to move forward the key deliverables? On schedule?
- b. Does the proposal clearly articulate the key activities needed to achieve these deliverables?
- c. Will the completion of the proposed activities and deliverables help the Innovation Marketplace achieve its goals?

3. Fees (20%)

- a. Are the scope of the proposed work and the funds requested reasonable and commensurate with the proposed goals?
- b. Does the proposal represent a particularly thoughtful and efficient use of resources?

Based on the evaluation of the Mandatory Criteria for Technical and Financial Bid, competitive bids could be invited for an interview. The purpose of the interview would be to further assess the capacity of the Bidders to best deliver the scope of work.

Appendix C: Fees

Bidders are required to provide their estimated fees in Canadian dollars, excluding applicable taxes, for each deliverable listed in Appendix A.