

REQUEST FOR PROPOSALS

LANDSCAPES APPROACHES – ENVIRONMENT SCAN AND BARRIER ANALYSIS

Context

Gold Standard is a civil society NGO and a standards body that promotes the best that can be achieved in climate and development projects. It was established in 2003 by [WWF](#) and other international NGOs as a best practice standard to ensure that projects which reduce carbon emissions also deliver credible, high-integrity sustainable development benefits. In close collaboration with its network of partners (civil society, governments, and private sector), Gold Standard leads several global innovation programs and supports 2000+ climate and development projects in over 80 countries worldwide.

Gold Standard has a keen interest in Landscape Initiatives – a term¹ generally used to describe large scale, multi-objective programmes that aim to balance the needs of business, government and local stakeholders within a defined area. As a result of operating at scale and addressing social, economic and environmental interactions,

¹ There are multiple definitions of landscape initiatives/approaches, one of which is Jurisdictional approach. See [ISEAL](#)

Landscape Initiatives have the potential to solve highly complex sustainability issues, like commodity driven deforestation.

There are similar approaches, such as Integrated Resources Management (IRM), that seek to integrate the management of multiple resources (such as water, land, forests, and wildlife) within a given ecosystem. However, in contrast to a landscape initiative, IRM and other approaches do not focus on social aspects and the need to manage human activities and ecological systems at a large scale.

There are various proponents (an umbrella term for conveners/managers etc) of Landscape Initiatives, each may have a slightly different way of delivering them and a slightly different role – and potentially a different definition of what a landscape approach is. Despite the potential for long term positive impact, securing funding for landscape initiatives can be challenging; as an example, significant investment in non-revenue generating activities and process costs is often required and this may present barriers to scaling up this exciting approach.

Overview and Purpose of the Assignment

Gold Standard is seeking the services of an implementing partner who can help us better understand the funding challenges that landscape proponents and other actors within landscape initiatives have. Gold Standard will use this information to understand how it can drive more investment into such initiatives by using - and developing - its products and services.

The primary tasks of the implementing partner will be as follows:

1. To identify the main proponents, private investors (e.g. corporates or impact investors) and public players (e.g. DFI/MDBs) in landscape initiatives. In doing so, the research will compare the different methods of working of the main proponents to identify commonalities and differences.
2. To identify the key drivers incentivizing private investors (e.g. corporates or impact investors) and public players to take action in landscape initiatives.
3. To identify the key learnings of taking action in landscape initiatives for each actor in 2 and furthermore, identify any barriers which if unlocked could result in greater investment within landscape initiatives.
4. To identify any emerging future regulatory, target or reporting drivers for private investors (e.g. corporates or impact investors) and public players in

landscape initiatives. This will include a summary of the current context and a view on the likely sustainability regulatory, target and reporting trends in the next 5 yrs.

5. Make recommendations how current and potential Gold Standard impact certification products and services could help facilitate investment and/or address any identified barriers or gaps withholding investment into landscapes. This will ideally include conducting primary research/surveys on the stakeholders identified in 1.

The intended purpose of these tasks is to identify how GS can make a meaningful contribution to catalyzing more finance that leads to more action delivering measurable, verified impact at scale. GS aims to complement - not compete with - established landscape operators/proponents.

It is expected that the successful implementing partner will be an established consultant with a good knowledge of sustainability regulations and reporting and target-setting systems (e.g. SBTi, SBtn, Global Biodiversity Framework etc)

Description of the Assignment

The project is expected to have three main phases:

1. **Phase I - Identification: Task 1**
2. **Phase II - Engagement: Tasks 2-4**
3. **Phase III - Recommendations: Task 5**

Anticipated outputs and timeline

Output	Start date	End date
Evaluation of Proposals	30/05/2023 ²	06/06/2023
Phase 1	-	15/07/2023
Phase 2	-	01/09/2023
Phase 3	-	15/09/2023

² Closing date is 29/05/2023, please see page 5

Methodology and Work Plan

Applicants should submit proposals relevant to the purpose and description of the assignment including all elements outlined below. Proposals should be no more than ten pages.

- (1) Overview of the organisation(s), highlighting relevant experience and evidence of related projects;
- (2) CVs of the participating consultant(s) demonstrating suitable qualifications and experience;
- (3) A high-level work plan for the assignment taking account of key touchpoints, including:
 - (a) intended approach for phase I
 - (b) envisioned approach for phase ii
 - (c) envisioned approach for phase iii
- (4) A budget, broken down between the three phases outlined above.

The proposed budget must include day rates and the total price of the assignment as well as payment terms. All figures should be presented in USD.

Please note that our maximum budget is USD 50,000 and our evaluation will consider price and value for money.

Evaluation criteria

Proposals will be evaluated based on, but not limited to, the following formal criteria:

- 1) **Proposed Scope of Work.** Gold Standard will assess to what extent the proposal clearly addresses the needs of the assignment.
- 2) **Qualifications and Team.** Gold Standard will assess whether the proposed team possesses expertise and relevant experience to assure successful completion of the work and delivery of good quality outputs.
- 3) **Work plan.** The proposed work plan and approach will be assessed for efficiency, relevance and technical feasibility.
- 4) **Budget.** Gold Standard will assess if the budget is reasonable, adequate for the proposed work and provides good value for money.
- 5) **Timeliness.** The proposals must be submitted on or before the stated deadline in order to be considered for further evaluation.
- 6) **Proposal Format.** The proposals shall follow the requested format and include all of its elements.

Contract Award

Gold Standard will award a contract to the proposal that best meets the needs of our project, the requirements of the funding institution and the principles of the Gold Standard procurement policy. We may also find that no proposal completely fulfils these needs and choose not to award a contract or alternatively to negotiate directly with one or more of the contractors to refine their proposals.

Proposals may be disqualified on the following grounds:

- Submission of an incomplete proposal
- Illegal conduct or attempts to influence the evaluation process
- Material misrepresentation in the proposal
- Determination that the contractor is in a conflict of interest or is unlikely to fulfil the terms or conditions of the proposal
- Requested changes by a contractor in the proposal representations made after the closing date
- Changes in laws or regulations affecting the solicitation

Confidentiality

Proposals should not include proprietary or confidential information. Each recipient of this Request for Proposals should treat the contents of the solicitation as business confidential and should use and disclose the contents of the solicitation only for the purposes of preparing and submitting a proposal.

Applications and closing date

Please submit your complete proposal to [Richard Iliffe](#) no later than **29 May 2023 midnight**.

Indicative timeline	Due date
Release of the Request for Proposals	24/03/2023
Extension of Deadline Granted	02/05/2023
Closing date of the application process	29/05/2023
Indicative date for award of a contract	09/06/2023