**Request for Proposals (RFP)**

***Grants Consulting Services***

**Organization Overview**

World Renew, an agency of the Christian Reformed Church in North America (CRCNA), is a non-profit, international development and disaster response organization with offices in Burlington, Ontario (Canada) and Grand Rapids and Byron Center, Michigan (U.S.A.).

World Renew is embarking on a five-year Comprehensive Impact Campaign (CIC) to impact the lives of 6 million people and raise $200 million. The CIC will raise the organizational profile, broaden our donor base, and engage our support community in new ways. To achieve these goals, World Renew has begun working with a firm specializing in marketing, communications, and fundraising with individual donors and churches. In an effort to fully realize the campaign goal, World Renew now seeks a firm to provide similar overall direction focusing on institutional donors (such as governments, institutions, corporations and foundations) into the campaign.

**Key Consultancy Objective**

World Renew seeks to engage an experienced grants acquisition and management consulting firm (or individual) to identify trends with institutional donors who support international development activities, evaluate partnership trends and opportunities, and develop a grant strategy to enhance the success of World Renew’s current grant-seeking processes.

**Profile of Consultant/Firm:**

1. Clear understanding of World Renew’s mission and values.
2. Demonstrated experience working with and acquiring grants from a wide array of bilateral, multilateral, corporate, foundation, and institutional donors, in Canada, United States, and the European Union, which fund international development programs.
3. In-depth experience on the role of a grants strategy within an organizational fundraising campaign to advise on the alignment of grants within the Comprehensive Impact Campaign.
4. Demonstrated knowledge and experience with institutional funding trends in the United States and Canada. Experience with institutional funding trends in other regions, such as Europe, is an asset.
5. Expertise in conducting cost-benefit analyses of partnerships (e.g. in-country partners, consortia and corporate partnerships).
6. Expertise in analyzing funding trends of institutional donors in regards to grant awards, including those with a geographical and sectoral focus.
7. Demonstrated ability to identify resources and tools which aid in finding funding opportunities and networks which may be valuable for developing a grants strategy.
8. Demonstrated experience in developing capability and/or capacity statements which communicate expertise and donor alignment for both fund seeking and consortia building opportunities.
9. Experience with donor mapping. Experience with the application of social network analysis to donor mapping is an asset.
10. Demonstrated experience developing budgeting processes which effectively communicate the competitive advantage of an international development agency (e.g., cost per participant, cost per program, quantifying capacity building).

**Deliverables:**

1. Review of institutional funding trends, including geographic and sector focus.
2. Analysis of current and potential value of partnerships.
3. Identify resources and tools to streamline network of potential grant funders and other institutional donors.
4. Strategy to enhance the win rate of World Renew’s grant seeking process, including strategy on how funder opportunities can be best matched with potential projects.
5. Review World Renew’s competitive advantage proposition and provide guidance, based on best practices from other similar NGOs, for better packaging the value added component of consulting with local partners in addition to a cost per participant calculation.
6. Strategy to enhance how program cost structures are developed to ensure budgets are accurate, defensible and competitive.

**Please submit a proposal comprising of:**

1. A letter of interest that outlines the firm’s qualifications, availability including anticipated begin and end date as well as a fee schedule. The fee schedule should include a day-rate, related time schedule as well as a price-list for other specific services.
2. A current CV/resume, if a single consultant, or company prospectus if a firm, or CVs for up to three people who would be delivering services on behalf of a firm.
3. A list of previous clients.

Proposals should be submitted **on or before February 28, 2020** to World Renew, attention of: Laura Chiarot at [lchiarot@worldrenew.net](mailto:lchiarot@worldrenew.net).

**A proposal consisting of the above documents must be submitted *at the same time together in 1 (one) PDF document* in order for it to receive consideration**

Thank you!

*World Renew is not bound to accept any or all of the proposals received.*