



INDIVIDUAL CONSULTANT PROCUREMENT NOTICE

Date: **11 October 2018**

Country: Republic of Moldova

Description of the assignment: International Data Analyst

Project name: Private Sector Engagement for SDG Unit

Period of assignment/services: 01 November 2018 - 15 December 2018, up to 15 working days

Proposals should be submitted by pressing the "**Apply online**" button no later than [October 24, 2018](#).

Requests for **clarification only** must be sent by standard electronic communication to the following e-mail: a.moraru@undp.org. UNDP will respond by standard electronic mail and will send written copies of the response, including an explanation of the query without identifying the source of inquiry, to all applicants.

1. BACKGROUND

A social impact bond (SIB) is a fairly new result-based financial instrument of impact investing, where outcome payers agree to pay and reward investors only if upon agreed outcomes are achieved. The idea is to engage private capital in funding viable social/environmental/development projects with a potential of a financial return. Public institutions agree that if the bond succeeds in achieving the agreed outcomes, the investors will get their capital back plus a financial return. The financial return is dependent on the degree to which outcomes improve the initial situation. Typically, SIBs have been designed to help reform public service delivery.

Impact investing opens up an innovative way to engage private sector to bolster global sustainability further, together with public sector and service providers. It creates incentives for service providers to improve their performance through results-based contracting where the impact of the services has to be measurable. Also, it transfers the financial risks from public sector to the investor, as the outcome payers (usually the government or municipality) agree to pay and reward investors only if outcomes are achieved. Thus, taxpayer's monies will only pay for proven successful social interventions.

The first SIB was launched in 2010 in the UK and, as of now, over 100 SIBs have been commissioned across Europe, Australia, Canada and the United States. SIBs have raised over \$750m of capital and touched over 90,000 lives. Almost half of the SIBs focus on employment, while others are covering areas such as health, homelessness, child welfare, education and criminal justice. There is a strong focus on preventive and early intervention measures.

According to the most recent data from PISA report, Moldova finds itself at the bottom of world rankings in terms of innovation and education. Investing in education is particularly important in today's global realities when humanity is undergoing fundamental transformations. In fact, the mankind has already entered the so called Fourth Industrial Revolution, also known as the Digital Revolution where almost all

processes, systems and mechanisms are operating based on digital programs, and the possibilities are multiplied in an unprecedented rhythm by Robotics, Artificial Intelligence and nanotechnologies. Moreover, today's economic realities demand more and more creativity, abstract thinking, empathy and many other aspects of emotional intelligence.

UNDP Moldova intends to pilot a SIB mechanism to finance social outcomes concerning primary and secondary education in Moldova. The primary outcomes will focus on building ICT skills in schools, on one hand, and capacity building for teaching these skills to school teachers, on the other.

The project will utilize outcome-based contracting and SIBs as a financial instrument to deliver the set outcomes. As part of this activity, UNDP intends to:

1. Identify main potential stakeholders and beneficiaries;
2. Design the SIB and integrated financial model and enter into negotiations with the outcome payer;
3. Define expected outcomes and outcome metrics;
4. Conduct legal due diligence to get recommendations for the SIB design, outcome payments mechanisms, investments and other issues;
5. Formulate preliminary intervention strategy with timeline.

2. SCOPE OF WORK, RESPONSIBILITIES AND DESCRIPTION OF THE PROPOSED ANALYTICAL WORK

a. Objective

To support the development of the alternative financing mechanisms focusing on “payment by results” concept and model the impact and ROI for the SIB instrument targeting education outcomes in public schools.

b. Scope of work

Under the overall coordination of the UNDP Policy Specialist and International SIB Expert, the International Data Analyst will provide impact investment advisory and undertake all impact and financial modelling related to the project/ business case, as follows:

- Identify the data requirements to be collected;
- Analyse the data and provide recommendation for the intervention structure and design;
- Quantify intermediary and final outcomes of the intervention, determine the outcomes metrics, design a repayment structure and to assist on developing evaluation methodology;
- Quantify the savings / gains to the government of Moldova as a result of the SIB;
- Assess the level of risk transfer to investors, and calculate potential rates of ROI;
- Develop a financial model around the likely cost of the intervention, including payment schedules, range of potential returns, and sensitivity analysis;
- Identify the risk factors for consideration and evaluate their potential impact;
- Prepare a summary report based on the impact and financial modelling;

For detailed information, please refer to the Terms of Reference.

3. REQUIREMENTS FOR EXPERIENCE AND QUALIFICATIONS

Qualifications and Experience

- Master's degree or equivalent (5-year university degree) in the field of mathematics, economics, econometrics, finance or related field;
- Minimum 8 years of relevant professional experience in applied economics, research, quantitative data analysis, impact / financial modelling;
- Previous experience in applied impact and financial modelling for SIB is mandatory;
- Additional training and certification in the field of mathematics, economics, econometrics, finance or related field would be an advantage;
- Professional experience of producing reports and analyses in English;
- Professional experience of producing researches, complex assessments and analysis using statistical data;
- Professional experience in impact and financial modelling;

Skills and Competencies

- Excellent quantitative analysis skills;
- Consistently ensures timeliness and quality of work;
- Innovative and creative thinking;
- Consistently approaches work with energy and a positive, constructive attitude;
- Excellent interpersonal and team work skills;
- Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability;

Language:

- Proficiency in English

4. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS

Interested individual consultants must submit the following documents/information to demonstrate their qualifications:

1. Proposal, including a list of previous SIBs which worked on;
2. Financial proposal in USD;
3. Personal information (CV) including records of past experience in similar projects/assignments and concrete outputs obtained with the three references;
4. Offeror's Letter confirming Interest and Availability.

The United Nations Development Programme in Moldova is committed to workforce diversity. Women, persons with disabilities, Roma and other ethnic or religious minorities, persons living with HIV, as well as refugees and other non-citizens legally entitled to work in the Republic of Moldova, are particularly encouraged to apply.

5. FINANCIAL PROPOSAL

The financial proposal shall specify a lump sum amount per work day (8 hours). The payments will fall in installments and are based upon output, i.e. upon delivery of the services specified in the TOR.

Travel

No travel costs are envisaged by this assignment.

In the case of unforeseeable travel, payment of travel costs including tickets, lodging and terminal expenses should be agreed upon, between the respective business unit and Individual Consultant, prior to travel and will be reimbursed. UNDP should not accept travel costs exceeding those of an economy class ticket. Should the IC wish to travel on a higher class she/he should do so using their own resources.

6. EVALUATION

Initially, individual consultants will be long-listed based on the following **minimum qualification criteria**:

- Master's degree or equivalent (5-year university degree) in the field of mathematics, economics, econometrics, finance or related field;
- Minimum 8 years of relevant professional experience in applied economics, research, quantitative data analysis, impact / financial modelling;
- Previous experience in applied impact and financial modelling for SIB is mandatory.

The long-listed individual consultants will be further evaluated by a Selection Committee based on the following short-listing criteria:

Short-listing Criteria	Scoring	Maximum Points Obtainable
Master's degree or equivalent (5-year university degree) in the field of mathematics, economics, econometrics, finance or related field;	Master's degree – 30 pts; less than master's degree – 0 pts; each additional training and certification - 5 pts; up to 40 pts.	40
Minimum 8 years of relevant professional experience in applied economics, research, quantitative data analysis, impact / financial modelling;	8 years – 80 pts; each additional year of experience – 5 pts; up to a maximum of 90 pts.	90
Previous experience in applied impact and financial modelling for SIB is mandatory;	Each year of experience 5 pts, up to 10 pts	10
TOTAL		140

The **top 5 candidates** who passed short-listing evaluation criteria with the best score shall be considered for the cumulative analysis.

Cumulative analysis

The award of the contract shall be made to the individual consultant whose offer has been evaluated and determined as:

- a) responsive/compliant/acceptable, and
- b) having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation.

* Technical Criteria weight – 60% (300 pts);

* Financial Criteria weight – 40% (200 pts).

Only candidates obtaining a minimum of 210 points would be considered for the Financial Evaluation.

Technical Evaluation Criteria	Scoring	Max. Points Obtainable
Master's degree or equivalent (5-year university degree) in the field of mathematics, economics, econometrics, finance or related field;	Master's degree – 30 pts; less than master's degree – 0 pts; each additional training and certification - 5 pts; up to 40 pts.	40
Minimum 8 years of relevant professional experience in applied economics, research, quantitative data analysis, impact / financial modelling;	8 years – 80 pts; each additional year of experience – 5 pts; up to a maximum of 90 pts.	90
Previous experience in applied impact and financial modelling for SIB is mandatory;	Yes - 50 pts; no – 0 pts	50
Professional experience of producing reports and analyses in English;	Yes – 40 pts; no – 0 pts	40
Professional experience of producing researches, complex assessments and analysis using statistical data;	Yes – 30 pts; no – 0 pts	30
Professional experience in impact and financial modelling;	Yes – 30 pts; no – 0 pts	30
Proficiency in English.	Native speaker - 20 pts; fluent – 15 pts; very good command – 5 pts; lower – 0 pts.	20
Maximum Total Technical Scoring		300
<u>Financial</u>		
Evaluation of submitted financial offers will be done based on the following formula: $S = F_{min} / F * 200$ S – score received on financial evaluation; Fmin – the lowest financial offer out of all the submitted offers qualified over the technical evaluation round; F – financial offer under consideration.		200

Winning candidate

The winning candidate will be the candidate, who has accumulated the highest aggregated score (technical scoring + financial scoring).

ANNEXES:

ANNEX 1 – TERMS OF REFERENCES (TOR)

ANNEX 2 – INDIVIDUAL CONSULTANT GENERAL TERMS AND CONDITIONS