

## TERMS OF REFERENCE:

### **Nairobi Climate Adaptation & Resilience Plan (NCARP) – Phase I** ***Consultant – Climate Risk and Cost of Inaction Modelling***

## ACQUISITION OF CONSULTING SERVICES

### 1. Introduction

The Nairobi Climate Adaptation & Resilience Plan (NCARP) seeks to address the challenges of building investment flow – in one of Africa’s biggest and most systemically important cities – that address the increasingly substantial impacts of climate change on lives and livelihoods. As part of the first phase (Phase I) of NCARP, FSD Africa seeks to contract a firm or consortia (hereafter referred to as the “Consultant”) to establish the initial climate risk and cost of inaction modelling that will inform the development of the NCARP platform, enable the definition of a pipeline of projects, allow for counterfactual & scenario-based analysis, and enable the Nairobi City County Government (NCCG) to inform their programming beyond the scope of this work. NCARP is a frontier initiative for future activity in FSD Africa’s mission to accelerate the development of adaptation financing in Sub-Saharan Africa. The Consultant will be an important voice in driving our joint ambition with the Nairobi City County Government (NCCG) to attract private capital to socially impactful solutions; there is therefore great importance in the Consultant to develop fit-for-purpose, accessible and adjustable tools, that deliver continued insights to support the roll out of NCARP and support it in achieving its objectives. This engagement is expected to run from October 2025 to March 2026 (although NCARP Phase I will run longer – to December 2026 - and build on the work in these Terms of Reference).

### 2. Project Background

#### **2.1 About FSD Africa**

**FSD Africa works to reduce poverty by strengthening Africa’s financial markets.** Based in Nairobi, with anchor funding from the UK’s FCDO, FSD Africa is a specialist development agency set up to support breakthrough ideas to build and strengthen financial markets across sub-Saharan Africa. FSD Africa does this by tackling the most intractable financial market challenges in Africa – addressing issues associated with the lack of long-term finance, especially in local currency, and inadequate risk management capacity. FSD Africa’s team of financial sector experts work alongside governments, business leaders, regulators and policy makers to design and build ambitious programmes. Established in 2012, FSD Africa is incorporated as a non-profit company limited by guarantee. More details are available on FSD Africa website at [www.fsdafrica.org](http://www.fsdafrica.org).

**FSD Africa focuses its work where the need is greatest, and believes the potential for impact is the most significant. FSD Africa has** a specific mandate to invest in breakthrough, innovative ideas that can have a transformative impact. This project is closely aligned to FSD Africa’s green financing strategy, the FSD Africa end-to-end structural reform approach, and FSD Africa’s history of engaging with investors, financial institutions, project developers and regulators. FSD Africa’s programming is run through its Adaptation & Resilience, Early-Stage Financing and Financial Markets Pillars, while investments are made through a separate arm – FSD Africa Investments (FSDAi). Supporting functions are provided by Development Impact and Strategic Communications teams.

#### **2.2 Project Context – The Intractable Challenge**

**Nairobi is a city increasingly under threat from climate change.** Facing both chronic (long-term change) and acute (disasters) threats of flooding, storms, water scarcity and extreme heat, there is an urgent imperative to act to protect Nairobi’s infrastructure and five-million strong population from climate stressors. In Nairobi’s informal settlements, where 60-70% of the population lives, over 85 per cent of citizens reported experiencing heat stress in the past decade,

along with disease and health-related maladies linked to climate change ([Muchiri and Opiyo, 2022](#)).<sup>1</sup> 50 per cent of Kibera residents had their homes flooded in the 2015 rainy season.<sup>2</sup>

**Our existing work in Lagos suggests costs of inaction are substantial in all African cities, and especially in Nairobi.** Under a scenario where the world follows a path in which social, economic, and technological trends do not shift markedly from historical patterns, by 2050, a combination of river level rise, water scarcity and extreme heat will result in billions in climate-inaction-related costs for Nairobi per annum. This cost will be presented in areas inundated by floodwaters, key ecosystems degraded and eroded, populations displaced and left economically vulnerable, damage to infrastructure, increased health-related public expenses, interruption to economic activity and increases in food dependency. This will likely be many times the Nairobi City County's annual budget. Inaction is not an option.<sup>3</sup>

**However, many cities – including Nairobi – have not quantitatively assessed these costs of inaction.** Our conversations with Nairobi City County have shown us there is a desire to measure the cost of inaction, but a perceived difficulty in understanding where to start, how to link costs to IPCC's scenarios, where these costs will be spatially imposed, and which climate risks are relatively harsher. While some macroeconomic analysis has been undertaken at a national level through the World Bank's Country Climate and Development Report ([2023](#)); '*by 2050, inaction against climate change could result in a decline in real GDP of 3.61–7.25 percent relative to the BAU baseline scenario*' – this work is not applied to Nairobi, is fairly limited in its channels (only four of eleven 'impact channels' are relevant to urban contexts), is spatially non-specific, and does not incorporate points of interest or counterfactual analysis.<sup>4</sup> More analysis is required to define specific risks, impacts, and eventually, projects.

**NCCG has not yet set an 'ambition' or project-level business cases to fund A&R linked projects.** NCCG does not know how much it needs to fund, what projects would have the most impact, or what a programme of implementation may look like for the city. Most identification – particularly driven by the IFC and C40 – is aligned to mitigation or circular economy outcomes. The recent Nairobi City County Climate Change Act ([2024, passed in November](#)) and County Climate Change Fund (developed through the support of FSD Kenya) lays promising groundwork for further project preparation. However, to our understanding, no adaptation-linked projects have involved the private sector. All are reliant on concessional donor funding, given the tight fiscal constraints NCCG must navigate.

**Our preliminary diagnosis suggests the lack of adaptation financing could be attributed to multiple reasons** including inadequate project readiness, limited public technical and analytical capacity, investor perception/understanding of risk and adaptation business models, and policy barriers such as the lack of (sub)-sovereign risk mitigation.

### 2.3 Summary of NCARP

**The Nairobi Climate Adaptation and Resilience Plan (NCARP) has the overall aim of reducing economic, social and environmental risks that face Nairobi over the next thirty years.** Climate adaptation in Nairobi will be an immensely difficult problem to solve. When gaps associated with cost of inaction are analysed and articulated, we perceive a strong imperative to call for a substantial raising of adaptation financing, in the projects where it is most needed. Nairobi would be the second city after Lagos, to progress with an adaptation & resilience financing plan supported by FSD Africa. We have the vision – similarly to Lagos – to position Nairobi on the path to climate resilience,

<sup>1</sup> Some pockets of sub-national adaptation activity have emerged in Nairobi. A 'citizen science' climate justice adaptation initiative has seen Mukuru build a Special Planning Area Integrated Development Plan. The Plan was organized by the non-governmental organizations Muungano wa Wanivijiji alongside NGO partners - the Akiba Mashinani Trust (AMT) and Shack Dwellers International Kenya.

<sup>2</sup> Temperatures may rise 3.2°C by 2080, compared to pre-industrial levels ([GIZ, 2021](#)). Heat related deaths may increase by a factor of five. In line with IPCC scenarios, high severity rainfall events will increase in propensity. Paradoxically, per capita water availability for Kenya is projected to decline by 73 per cent (to 2080) under IPCC's RCP2.6 Scenario. Impacts are likely to fall disproportionately on the most vulnerable. In this proposal, we refer to 'vulnerable' populations in broad terms but aim to dually support i) communities vulnerable to climate shocks as determined and measured through the model's treatment of the selected climate impact drivers, and ii) communities with pre-existing financial and economic vulnerability (e.g. typically financially excluded, less secure employment and incomes, financial exclusion etc.). We recognize the intersection of these two groups are particularly affected by climate change. We expect our modelling to better define these communities in Nairobi.

<sup>3</sup> Analysis from LCARP suggested this impact would particularly pronounced across key systems: 165 km<sup>2</sup> of the State's landmass will be inundated with seawater, affecting the livelihoods of 2 million directly, and requiring the relocation of 700,000 people. Many of these affected are already vulnerable to social and economic shocks (~ 50% lack basic resilience mechanisms), and relocation would cost up to \$6 billion. \$5 billion in damages to infrastructure including transportation, power, and communications, and a decline in GDP of 17% per year due to economic disruption are also projected. We estimated a total cost of inaction of USD 33-39bn, 12-14x the annual budget of Lagos State Government.

<sup>4</sup> Indeed, the CCDR directly calls for more risk modelling. Their closing line; 'while our analysis works to fill a gap in climate change research, further work to quantify climate change related impacts across additional channels will help provide further guidance to stakeholders on how to manage climate risks.'

enabling it to be seen as a model climate-resilient city (especially in East Africa), and assisting the County in overcoming challenges associated with its most pressing climate impact drivers. Given the scarcity of financing for adaptation – and especially private financing – NCARP will provide decision makers a data-driven assessment for climate inaction costs. This allows for prioritisation of solutions, a mobilisation of action & funding, and the development of a responsive whole-of-government strategy for resilience; it is rare for cities to have such analysis and coherence for adaptation.

**Broadly, NCARP would position Nairobi on a five-step journey; the first four of these steps would be completed in the initial 20 months of our support through Phase I.** This approach was defined and systematised in Lagos. In Nairobi, NCARP would include:

- i) a baseline/risk assessment driven by a technical spatial model that maps climate risk and resilience across Nairobi City County,
- ii) the collection of potential adaptation solutions ranked by bankability,
- iii) the prioritisation of the project portfolio,
- iv) engagement of potential funding and resourcing, and,
- v) eventual implementation and tracking of these projects.

**Based on our learnings in Lagos, we defined five key criteria that a city should meet to be eligible for our support; Nairobi meets these pre-requisites.** Firstly, Nairobi is a climate vulnerable city, susceptible to a range of climate events both chronic and acute (i.e climate disasters such as flooding or storms). Secondly, the city is willing to make climate-related commitments and has expressed the desire to dedicate political capital to a prospective NCARP; the MOU is a sign of this commitment. Third, there is significant (private) financing potential in Nairobi – numerous regional banks and asset managers are based in Kenya, looking to engage with the County, and have capacity to invest and underwrite projects. Many multilateral lenders are highly willing to engage in Kenyan projects. Fourth, Nairobi directly and indirectly supports a large population that would benefit from adaptation-linked projects. The city's economic centrality is unquestioned; a more resilient Nairobi is a more resilient East Africa. Finally, FSD Africa and the Network have strong relationships across both municipal and national governments; we are 'pushing against an open door'. Nairobi is ready and willing reached to commence the development of a climate adaptation and resilience plan, comprised of bankable, high-impact projects.

#### **2.4 Project Concept – NCARP Phase I**

**NCARP Phase I has the ultimate aim of establishing a formal climate adaptation & resilience plan – backed by cost-of-inaction analysis and a pipeline of investible projects – that will allow for informed investor engagement and eventual financial close. NCARP Phase I has three defined objectives.**

1. To **develop an analytical fact base for Nairobi City County that defines and prioritises the key climate risks/impact drivers** facing the County, and allows for project-based counterfactual analysis and business case development against an otherwise status-quo 'cost of inaction';
2. To **establish an A&R financing strategy and implementation plan for Nairobi**, that includes a prioritised project pipeline, assessment of key (project and portfolio level) financial instruments and recommended policy, regulatory and governance changes for NCCG;
3. To establish the foundations for **systemic change through NCCG-wide capacity building** that delivers continued acceleration of adaptation and resilience-linked policy reform and project development beyond the lifecycle of NCARP.

We intend to progress NCARP via four workstreams. The first workstream will run more intensely in the initial months of NCARP when compared to the final three workstreams (which will run concurrently), although both WS1 and WS2 will commence concurrently. Each of these workstreams has a corresponding set of proposed deliverables.

- **Workstream 1: Assess Nairobi's baseline climate risk and exposure to climate impact drivers**, in order to quantify the overall 'cost of inaction' to the County. This will allow us to deliver an advanced understanding

of the climate related loss drivers and to identify the most affected locations, communities and social and economic sectors in Nairobi.

- **Workstream 2: Establish a pipeline of adaptation-linked projects for NCARP**, in order to prioritise, structure and support execution of financial transactions and investments that improve climate resilience in the County. This would include a feasibility assessment and key design aspects of prioritised ‘bankable projects’. Through cross-NCCG coordination, we would support project ideation, and benchmark Nairobi’s opportunities for policy, governance and regulatory reform in line with the ‘Playbook’ developed during LCARP. We would also define an overall adaptation financing ‘ambition’, to compare against the cost of inaction in WS1.
- **Workstream 3: Commence a systemic process of engaging with funders and financiers in the NCARP analysis, strategy and projects**, in order to ensure and build demand for the pipeline development in WS2. This would be used to prioritise the pipeline, test interest around the bankable initiatives, further the development of innovative financial mechanisms and close the ‘gap’ between NCCG and prospective investors.
- **Workstream 4: Establish a series of capacity building activities for NCCG**, in order to ensure continued acceleration of adaptation and resilience-linked policy reform and project development beyond the scope of our support. This training would focus on building the capabilities to think through A&R issues in the County, develop and make ready high-impact projects, engage with funders and to continue management/monitoring of NCARP beyond the end of our support.

**The Consultant would kick-off NCARP Phase I, through the full delivery of Workstream 1.** This would be delivered largely by March 2026. FSD Africa is ambitious in its aspirations for this work, and its future phases. The Consultant would be expected to drive the first nine months of activity for NCARP, guiding the relevant actors on how best to quantify and articulate the need to build Nairobi’s resilience to future climate shocks. The Consultant’s efforts are therefore expected to lay the groundwork for a successful period of longer-term programming – deliverables and outputs will be drawn from regularly as NCARP proceeds. While NCARP is high-priority for Nairobi, the Consultant must be comfortable working with ambiguity, and the possibility of timelines having to flex given that relevant NCCG teams will be navigating a number of competing priorities.

### 3. Proposed Project Scope of Work and Deliverables

**The Consultant will be responsible for delivering the following four Work Packages under NCARP Phase I.** These are designed to generate a comprehensive understanding of Nairobi’s climate risk profile, quantify the cost of inaction, and inform a pipeline of adaptation and resilience-linked projects. The scope has been updated to ensure the Consultant addresses the following six core questions:

1. Which areas are most exposed to climate impact drivers under the 5 IPCC climate scenarios?
2. Which LGAs are most impacted by each Climate Impact Driver (CID)?
3. What is the expected intensity for each CID?
4. What is the economic impact (e.g. GDP reduction, sectoral losses)?
5. What are the social impacts (e.g. vulnerable populations, amenities affected)?
6. What are the natural impacts (e.g. landmass affected, ecosystem degradation)?

Exact deliverables for each Package (especially Package 3) will be formally agreed upon during contracting, although the Consultant should devote a portion of their proposal towards the expected commitment required for them to develop the appropriate capabilities and relationships with the Nairobi City County Government.

**Work Package 1: Set-up of NCARP Model and Data Collection**, including defining scope and objectives of model, and articulating the use cases of the cost-of-inaction measurement. This will include:

- Defining and confirm the additionality of a baseline and risk assessment for NCCG, including gaps in previous climate modelling uptake;
- Selecting 2–4 priority Climate Impact Drivers (CIDs) relevant to Nairobi (e.g. riverine/pluvial flooding, extreme rainfall, extreme heat);

- Collecting and integrate spatial, demographic, economic, and environmental data to support scenario analysis;
- Mapping Nairobi into LGAs and/or granular grids, identifying ‘points of interest’, including:
  - Key economic sectors and facilities (e.g. agriculture, manufacturing, retail);
  - Social amenities (e.g. schools, hospitals, transport hubs);
  - Natural assets (e.g. wetlands, rivers, green spaces);
  - Vulnerable populations (e.g. informal settlements, gender-disaggregated groups).
- Defining damage curves, proxy asset values, and cost parameters to support cost-of-inaction modelling.

**Work Package 2: NCARP Model Development and Scenario Analysis.** Building out the required analysis, through the modelling of selected cost ‘transmission mechanisms’ under varied climate horizons. This will include:

- Building a stylised model to assess Nairobi’s exposure and vulnerability to selected CIDs under five IPCC scenarios (we propose SSP1-1.9, SSP1-2.6, SSP2-4.5, SSP3-7.0, SSP5-8.5, but this is up for discussion);
- Modelling CID intensity (e.g. flood depth, temperature rise) across spatial zones and defined time horizons (e.g. 2035, 2050);
- Quantifying:
  - Economic impacts: GDP reduction, sectoral losses;
  - Social impacts: population affected, disruption to amenities;
  - Natural impacts: km<sup>2</sup> of land affected, degradation of ecosystems.
- Enabling counterfactual analysis to test the impact of adaptation projects on reducing losses;
- Developing interactive dashboards for NCCG to explore scenario-based risks and costs. We would look favourably upon a developer that would support us in creating dashboards that are also publicly accessible;
- Providing a methodological manual outlining key assumptions, inputs and technical design choices used to build the model and dashboards;

**Work Package 3: Delivery of insights and reporting,** through the presentation of internal data (via adjustable dashboards) and external deliverables that articulate the costs of inaction Nairobi faces and lays out the imperative for climate adaptation & resilience that NCCG is responding to. This will include:

- Producing a comprehensive table ranking LGAs by CID impact, intensity, and vulnerability.
- Estimating total physical, social, economic, and environmental ‘cost of inaction’ losses under a business-as-usual scenario.
- Breaking down cost of inaction by:
  - Climate Impact Driver;
  - Local Government Area within Nairobi City County;
  - Economic Sector/Infrastructure Types;
  - Impact on Populations/Social Groups;
  - Impact on Natural Assets.
- Including a gender-sensitive analysis of climate risk and economic losses.
- Identifying illustrative high-impact projects and their spatial positioning.
- Delivering findings through the development of:
  - A technical analytics report;
  - An executive summary/policy brief;
  - A series of dashboards accessible and usable for NCCG.
- Supporting the alignment of the analysis with similar results and findings developed by others in the NCCG partners ecosystem, including sharing the results internally.

**Work Package 4: Capability-building and Sustainability of the NCARP Model.** This will enable NCCG to adjust key assumptions in the model as required, produce continued project-level counter-factual analysis, and present quantitative insights of socioeconomic impact of priority initiatives. We recognise there are IP considerations associated with this Work Package, and would expect for any bid to establish a framing of what the Consultant deems possible. This will include:

- Training designated NCCG personnel to use and adapt the model and dashboards;

- Ensuring tools are user-friendly and allow for scenario planning across economic, social, and environmental dimensions;
- Developing a public-facing microsite for stakeholder engagement;
- Recommending improvements to Nairobi's climate data repositories and monitoring frameworks.

**Deliverables:** i) a comprehensive model able to calculate total cost of inaction across identified CIDs and affecting relevant spatial LGAs and points of interest, ii) an NCCG-accessible dashboard, across multiple scenarios, and with adjustable inputs, iii) user manual, iv) a discrete number of training sessions for designated NCCG personnel, v) a report outlining the cost of inaction findings (with a corresponding summary/policy brief), vi) recommendations on data management, continued tracking etc. for NCCG.

**Additional Administrative Deliverables:** i) a 5-10 (PPT or Word) page inception report delivered in the first two weeks of the engagement, indicating how the Consultant intends to proceed with Phase I, ii) supporting monthly internal (i.e. FSD Africa-focused) reports providing transparency by highlighting achievements for that month and priorities for the following months (PPT format, 3-5 slides), iii) deliver weekly updates to the Project Working Team providing transparency by highlighting the Implementing Partner's overall achievements for that week/month and priorities for the following weeks/months, iv) provide further support as is reasonably agreed upon between the Implementing Partner and FSD Africa (e.g. the Consultant may need to be available to present and share information to other FSD Africa teams upon request, and FSD Africa stakeholders may receive final deliverables - both externally-facing and internal - upon completion).

#### 4. Project Governance

**NCARP's key stakeholder is the Nairobi City County Government (NCCG).** NCCG have signed an MOU with FSD Africa to collaborate on developing NCARP; the Scope of Work is a key part of this MOU. The Green Nairobi (Environment, Water, Food and Agriculture) Department is expected to be the primary MDA 'home' for NCARP, with the Minister responsible chairing the eventual Joint Implementation Committee. In the first year of this programme, we would present NCARP's work across the entirety of the NCCG structure, presenting major analytical findings, project prioritisation and outcomes of funder/investor engagements, which would include members from across NCCG (incl. relevant ministers of transport and finance). Parastatal agencies sit under and report to the 'Green Nairobi' Department and would be incorporated as required. FSD Africa also has long-standing relationships with the County (incl. through our Financial Markets team, who have been conjointly working with the Kenya Green Building Society (KGBS)). We will work informally with national government (e.g. Min. of Environment and Energy, National Treasury) stakeholders on project readiness and prioritisation, ensuring that NCARP aligns with national priorities and informs policy & regulatory reform as needed. Given Nairobi's limited autonomy to engage with the capital markets, eventual investment acceleration must be run in conjunction with the National Treasury and PPP Office – we are in conversations with both. FSD Africa also has long-standing relationships with the Debt Management Office (within the Ministry of Finance).

**NCARP will be governed through a high-level Project Joint Implementation (JIC) and Working Team.** The NCARP JIC will be comprised of a broader representation of subnational and sovereign government officials that hold interests in debt management, economic planning, environment and climate change and partnerships. The JIC is expected to be chaired by the Minister of Green Nairobi (Environment & Water), with representation from ministries of transport, energy and finance. The Working Team – and the main point of contact for NCARP – is expected to be the Deputy Director - Climate Change and Air Quality Monitoring. The Working Team will also include other key advisors, key technical members of the Climate Change Committee, and NCCG members engaged with financial questions for the County. NCARP is supported through the endorsement of the Governor and the County Secretary. We intend for the Consultant to provide significant content into the Working Team through weekly meetings, and to play a significant role in shaping and driving the first NCARP JICs (although will not be expected to act as a Secretariat).

**The Consultant will deliver this work alongside FSD Africa's teams.** FSD Africa's Adaptation & Resilience Pillar will oversee this work (led by the Senior Manager – Adaptation Finance and Director of Adaptation & Resilience), but will also draw strongly from the experience and connections from its Financial Markets Pillar and (where relevant) its investment arm, FSD Africa Investments (FSDAi). The Consultant may need to engage collaboratively with many of FSD Africa's internal teams (incl. its Development Impact and Strategic Communications Functions); there is particular



interest in the interlinkages of this work with our evaluations, learning and research functions. We request a Consultant-FSD Africa working session be held weekly to problem solve around workstream delivery, and consider how best to further our relationships with NCCG and associated partners.

## 5. Timelines and Availability

**The Consultant is expected to execute the tasks under this scope of work from October 2025 to March 2026.** If the commencement of the services should be delayed, the completion date will be adjusted accordingly (in discussion between the Consultant and relevant FSD Africa personnel). FSD Africa expects this bid to include a high level of availability, especially in working up to key milestone dates (to be defined). FSD Africa notes its interest in being able to celebrate NCARP's mission, pipeline and insights at relevant public forums and events. These may include COPs, Africa Climate Summit/Week etc. where FSD Africa hopes that a strong advocacy programme will provide opportunities to test emerging findings. The Consultant may be invited to join such events.

**NCARP Phase 1's timelines are expected to be defined at an early stage of the engagement – FSD Africa welcomes the Consultant's thoughts on implementation timing in their proposal.** We propose this Workstream be largely delivered by March 2026. Once emerging findings are produced by the Consultant, they will be used to inform Workstreams 2-4, which will draw continuously from the Workstream 1 analysis.

## 6. Place of Performance

**We welcome applications from Consultants based either in (or near) Nairobi and remotely based.** However, we have a marginal preference for teams that are based on-the-ground, as this allows them to work directly with the NCCG team. Regardless, we expect the submission to consider how best to engage with NCCG and FSD Africa, and for proposed ways-of-working to be detailed enough to demonstrate ability to execute against the Scope of Work. However, we are cognisant that any research/expertise-based offering is likely to be provided remotely. It is expected that the Consultant would be able to operate according to East African timezones. The key FSD Africa personnel supporting this work will be based in Nairobi, Cairo and London.

## 7. Invitation To Submit Proposal

### 7.1. Format for Submission

FSD Africa is inviting proposals from suitably qualified firms (or consortia) for the role of the Consultant. The proposal should contain:

- A description of your ability to complete the assignment within the proposed timeline;
- A description of how you intend to fulfil the deliverable requirements in the Proposed Scope of Work in Section 3, with particular attention made on your capabilities to work with Nairobi/Kenyan-stakeholders to deliver complicated, cross-departmental projects;
- Any proposed changes to the Proposed Scope of Work in Section 3.
- A summary of your relevant qualifications and experience for the assignment, based on the Key Qualifications and Assessment Criteria outlined in Sections 5 and 8;
- Outline of team structure, including roles and responsibilities of team members (if relevant);
- An itemised budget for both professional fees and reimbursable expenses, including fee rates, number of days and a breakdown of expenses, quoted in GBP. We would prefer this budget to be broken down by the three workstreams;
- CVs (max two pages per person) of key individuals, tailored to the assignment may be annexed.

Your proposal, which should not exceed ten pages (excluding annexures, CVs etc.), should be sent by email to FSD Africa at [bids@fsdafrica.org](mailto:bids@fsdafrica.org) by **12:00 PM East Africa Time on 21 October 2025 under a subject line reading 'Call for Proposals: NCARP Phase 1 Workstream 1'**

## 7.2. Criteria for Selection

**FSD Africa will select a Consultant based on their proposal's ability to address the below criteria.** The selection of a Consultant will be carried out via open tender. If required, after our assessment, we may contact potential Consultants if we seek further clarification. All assessments will be carried out according to FSD Africa's Procurement Policies.

The Consultant will demonstrate the following mandatory qualifications and experience:

- Demonstrate relevant professional experience delivering quantitative research, climate risk modelling, cost-benefit analyses, project development and/or consultancy services of a similar nature, ideally across lower- and middle-income countries in Africa;
- Demonstrate a strong understanding of climate risk, hazard impact assessments, spatial modelling, and calculation methodologies across a range of social, economic, physical, environmental and financial metrics;
- Demonstrate a solid foundational knowledge on the key challenges and opportunities associated with developing and financing adaptation-linked projects with environmental/social outcomes, evidenced through the response for proposal (e.g. incl. successfully completing assignments from the last five years that consider such factors);

The Consultant shall be assessed according to the following assessment criteria:

- The IP's **experience**, technical expertise and qualifications relevant to the Scope of Work:
  - Previous experience of developing spatial analysis models, capable of cost-benefit analysis and counterfactual scenario development;
  - Previous experience of consultancy, research, strategy, economic assessment, project development services or climate risk advisory, preferably in Africa;
  - Previous experience in engaging a broad array of Kenyan (and African) public sector stakeholders/investors (incl. both domestic-based and international Kenyan-focused in their activity) is also considered desirable;
  - Previous experience engaging with topics associated with physical climate risk, economic and social vulnerability, or urban planning, including through the measuring, monitoring and reporting of co-benefits or development impact,
  - Previous academic or policy experience in fields relevant to the Scope of Work.
  - Where possible, referrals to support previous evidence of the above.
- The IP's **ability to execute** against the Scope of Work outlined in Section 3, especially in regards to WS2, including;
  - Proposal for resourcing that aligns with the level of effort required to deliver the Scope of Work and combines the right blend of resources by seniority and by specialist expertise;
  - Proposal to contribute to the delivery of NCARP's objective alongside relevant NCCG personnel, external partners, and FSD Africa's programming, advocacy & communications teams;
  - Proposal to engage with senior and technical leadership of NCCG in order to deliver the required insights to guide the formation of the NCARP pipeline;
  - Proposal to deliver the defined analytical insights, tools and deliverables in a manner that allows for the continual receipt of feedback and appropriate engagement with FSD Africa and NCCG stakeholders;
  - Proposal to develop a plan for the long-term sustainability of the NCARP analysis, through capability building of NCCG to utilize the tools into the future, appropriate, with an explanation on how you envisage you/LSG will co-work on projects with development partners and;
  - Proposal to incorporate developmental (environmental and social) needs and priorities of prospective Nairobi beneficiaries through a discussion on how gender and vulnerable communities may be reflected through the Consultant's analysis.



- The IP's **sustainability value add** through:
  - Demonstration of localisation considerations (i.e. demonstrated use of African based consultants/team members), worth 50% of sub-weighting (i.e. 5% total)
  - Demonstration of team diversity (i.e. prioritisation of women & underrepresented groups), worth 25% of sub-weighting (i.e. 2.5% total)
  - Demonstration of environmental safeguards and ethical considerations (i.e. a formalised commitment to sustainability through eco-friendly practices, products/services as well as ethical practices such as fair treatment of employees), worth 25% of sub-weighting (i.e. 2.5% total)
- The IP's **quality of proposal, implementation recommendations and expected deliverables** in response to the Scope of Work (understanding, approach to the assignment, originality, relevance) and;
- The IP's **value-for-money proposal** for this assignment, based upon fees and total costs for this assignment.

The criteria for determining the winning bid will be weighted as per the table below.

Basis of assessment:	Weighting
The IP's <b>experience</b> , technical expertise and qualifications relevant to the Scope of Work.	20%
The IP's <b>ability to execute</b> against the Scope of Work outlined in Section 3.	20%
The IP's <b>quality of proposal, implementation recommendations and proposed deliverables</b> in response to the Scope of Work (understanding, approach to the assignment, originality, relevance).	20%
The IP's <b>sustainability value add</b> .	10%
The IP's <b>value-for-money proposal</b> for this assignment, based upon fees and total costs for this assignment. This will be calculated according to the below calculation. The lowest bid quoted will be allocated the maximum score of 30%. Fee quoted must be inclusive of applicable withholding tax.  $FS = 30\% \times LB/BP \text{ where:}$ $FS = \text{is the financial score}$ $LB = \text{is the lowest bid quoted}$ $BP = \text{is the bid of the proposal under consideration.}$	30%
<b>Total</b>	<b>100%</b>

## 8. Questions and Contacts

Questions or comments in respect of these terms of reference should be directed by email to [bids@fsdafrica.org](mailto:bids@fsdafrica.org), by **12:00 PM East Africa Time on 13 October 2025**. If relevant, responses to these questions will be published as an addendum on our website by **12:00 PM East Africa Time on 15 October 2025**

## 9. Applicable Taxes

Please note that as per Kenya's tax law, FSD Africa will pay the Consultant after deducting the appropriate withholding taxes at the applicable rate between Kenya and the Consultant's country of tax residence, considering any tax treaties in force. It is the responsibility of the Consultant to keep themselves apprised of these applicable taxes.

Country	WHT Rate
Kenya	5%
United Kingdom	12.5%
Canada	15%
Germany	15%
India	10%
Non-resident rate for citizens of EAC member countries	15%
All other countries	20%