



AFRICAN CONSTITUENCY BUREAU
FOR THE GLOBAL FUND

Terms of Reference (TOR) for the development of a Resource Mobilization Strategy

Required services: Develop ACB's resource mobilization strategy

Language: English (French will be an added value)

Application deadline: September 6, 2022, 12:00pm GMT

Location: The Consultant will primarily work remotely in the respective country of residence but may be required to travel for meetings

CONSULTANCY CALL SUMMARY

The African Constituency Bureau (ACB) is calling for technical and financial proposals for the development of ACB's resource mobilization strategy. This work will seek to address ACB's existing gap between the available resource and the needs in order to support its existing strategy and ensure the sustainability of the organization.

ABOUT THE AFRICAN CONSTITUENCY BUREAU (ACB)

The ACB for the Global Fund (GF) was established by a resolution of African Health ministers in 2012. Also known as the Bureau, the ACB brings together the two African Constituencies, West and Central Africa (WCA) and East and Southern Africa (ESA) represented at the Global Fund to fight HIV/AIDS, Tuberculosis and Malaria (HTM). The two constituencies represent 47 African countries that are recipients of Global Fund support for HTM control. The Bureau facilitates collaboration across the two constituencies and ensures that Africa's voice is enhanced to influence Global Health policy decisions.

The Bureau facilitates effective engagement, representation and participation of the two constituencies in Global Fund processes as well as enhancing their capacity to shape Global Fund policies and processes. The Bureau offers new thinking and new approaches to address some of the most intractable health policy and health systems issues in Africa. It works to provide leaders in health in Africa with policy and strategy options to ensure Global Health policies and processes are responsive to Africa needs. ACB's focus is on tackling health policy challenges that are preventing Africa from ending the epidemics. Most importantly, the Bureau provides the 47 member countries and the respective constituency delegations with access to high quality technical support in analyzing and identifying solutions critical to global and regional issues around resilient and sustainable systems for health.

UNDP, Regional Service Center for Africa, DRC Street, Addis Ababa, Ethiopia

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BACKGROUND

Achieving ACB's sustainability is a strategic priority that other operational activities rely on, hence is a key component of ACB's strategic plan (2022-2025) and business plan. The ACB is currently fully dependent on a few donors to drive its programs and operations which limits its growth into new areas of work as well as its sustainability goals.

Diversifying the donor base beyond traditional funding partners to also include non-traditional funders such as African governments, philanthropists and grant-making institutions is vital to advancing the ACB growth and sustainability goals in order to adequately support Africa to achieve its global health policy priorities and interests.

OVERALL OBJECTIVE

The consultant will lead the development of a resource mobilisation strategy to support the ACB's efforts twin goals of ensuring donor diversification of income as well as decreased dependence from donors to advance the ACB funding sustainability goals.

SCOPE OF THE ASSIGNMENT

As part of this assignment, the consultant will undertake the following;

- Map ACB programmes from its current strategic plan and other strategic documents (advocacy, communication, etc.) and growth ambitions to identify funding gaps.
- Conduct an analysis of the current resource mobilization efforts (SWOT, Matrix Analysis, QSPM, PESTLE, etc.)
- Map donor interests, priorities, funding windows and point to clear actions that should be taken to mobilize funds and develop/maintain relationships with these donors.
- Perform risk analysis and develop appropriate mitigation approaches for the ACB resource mobilisation strategy
- Consult with and gather relevant information from the resource mobilisation functions and other entities across the the ACB ecosystem in support of the above responsibilities.

EXPECTED DELIVERABLES

1. A comprehensive resource mobilisation strategy that includes an overview of the situation, a critical analysis of past fundraising experience, exploration of future opportunities and strategies, and detailed workflow and plan on how the ACB will raise funds to support the achievement of its key results.
2. An annex that maps donor interests, priorities, funding windows, typical funding amounts, focal points, samples of successful project applications, and points to clear actions that should be taken to mobilise funds and develop/maintain relationships with donors.
3. An annex that outlines a series of fundraising materials (print and digital) that need to be produced to secure funding/raise the profile of key ACB results, including website content.
4. A high-level dashboard providing a single consolidated view of all fundraising activities from initial concept through the various stages to funding secured and then funding disbursement and project implementation accompanied by an action plan.
5. A plan for building the capacity and skills of key staff in mobilising and leveraging resources and developing and maintaining partnerships for the ACB.

COMPETENCIES / SKILLS

The consultant will be identified and selected based on relevant work experience in a similar role and assignments, ability to deliver, analytical skills, educational qualifications, and familiarity with global health in general and the Global Fund and other multilateral organizations in particular.

The consultant should therefore have the following:

- An advanced university degree in Social Sciences, Development, Planning, Business Administration, Communication, or a related field
- In-depth knowledge and understanding of the global health and development landscape particularly on HIV, TB & Malaria in Africa
- Proven experience in the development sector, preferably in fundraising, resource mobilisation or partnership building ideally including proposal and report writing.
- Excellent knowledge of key donors focused on Sub Saharan Africa



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- Familiarity and/or experience with global health institutions
- Good analytical, coherent, clear documentation/report writing skills
- Good communication and facilitation skills
- Proficiency in English. Working knowledge of French would be an added advantage.

CRITERIA FOR SELECTING THE BEST OFFER

Selection of the successful firm/individual will be based on quality-cost considerations and proposals will be evaluated as follows:

- Technical Proposal: 70%
- Financial Proposal: 30%

Evaluation of Technical Proposal

	Evaluation Criteria	Score
	Demonstrated skills and experience in fundraising and developing resource mobilization strategies in the health sector for organizations of similar size and complexity	50%
	Demonstrated understanding of the global health funding landscape	30%
	Academic qualifications and training	20%
	Total	100%

APPLICATION PROCEDURE

Individuals or firms who meet the above requirements are encouraged to apply and share the following:

- An updated capability statement (for firms) or a CV (for individuals);
- Overall technical approach (proposal)
- A financial proposal that indicates all-inclusive fixed costs in USD, supported by a breakdown of costs where appropriate. This should not include travel costs.

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Submissions should be addressed to: "Finance and Administration Manager" on awel.mezgebe@afribabureau.org and Cc to falemayehu@afribabureau.org not later than September 2, 2022, at 12.00 pm GMT.