

Abt Associates: Request for Proposal (RFP)
Gender Lens Investing Innovation Window – IW-RFP-2024-01

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1 About Investing in Women

Abt Associates (ACN 091591294) is managing Investing in Women (IW), an initiative of the Australian Government. IW seeks to accelerate gender equality by supporting women to thrive in the workplace and succeed in business in Indonesia, the Philippines and Vietnam. Further information about Investing in Women can be found on our website: www.investinginwomen.asia.

IW builds from a position of strength. During its first seven years, IW contributed significantly to the gender lens investing (GLI) space through its direct investments into impact-focused funds that in turn invested their capital with a gender lens. As a result, there is now an expanded landscape of stakeholders¹ that build the capacity of investment fund managers to understand, integrate, and value GLI. There is also increased availability of GLI tools geared towards fund managers, as well as documented case studies and statistics that help prove the business case for investing in women. These collective efforts have spearheaded private sector-led innovations that have galvanised greater investment into women-owned or -led businesses². However, there remains a segment of women-owned or -led businesses that is persistently overlooked and underserved by the formal financial system: those that are small but growing, with capital requirements that exceed what is feasible for microfinance institutions yet remain overlooked by other formal capital providers, such as banks, venture capital funds or private equity funds.

¹ Among key stakeholders providing GLI training and support in adopting the 2X criteria to GPs are the DFIs such as IFC, ADB, and DFC. Technical experts and donors such as Value for Women, Sagana, Intellicap, 2X Global, Sasakawa Peace Foundation, the Government of Australia, and the Government of the United States have also played an active role.

² Deal database: [Impact Investing in South East Asia Update 2020-2022](#) | [Investing in Women](#).

2 About IW's Innovation Window

IW's Innovation Window will target this segment of small women-owned or -led businesses³ that fall into a funding gap. Such businesses require loan amounts that are too high, tenors that are too long, or interest rates that fall beneath what microfinance institutions can offer. At the same time, such businesses typically lack the immovable, unpledged collateral required by banks or lack the growth trajectory that equity investors (such as venture capital or private equity funds) seek, regardless of whether the investors operate with an impact focus or not. As a result, equity investors may not see a clear exit strategy for their investment. Being caught in this financing gap results in such companies relying on internally generated funds or informal sources of financing – such as family and friends – to grow operations, although likely at a limited scale. As a result, these women-owned or -led businesses are not able to reach their full economic potential.

For the purposes of the Innovation Window, IW defines⁴ small businesses as those that:

- Employ fewer than 250 employees;
- Have financing needs of \$20,000-2,000,000 that are currently unmet by formal financial services providers;
- May be first-time seekers of formal investment, beyond microfinance.

While both male and female entrepreneurs may fall into this financing gap, research shows that women are more likely to found and grow businesses that remain stuck in it due to formal and informal barriers to financial products and systems. For instance, women are more likely to found businesses in moderate growth sectors, such as hospitality, education, the care economy, retail, and other services that are not highly scalable, making them less attractive to venture capital. Women entrepreneurs also face perception issues, such as their willingness to take risks and/or a lack of business acumen compared to men.

3 Innovation Window Objectives and Eligible Activities

Through the Innovation Window, IW aims to *expand the supply of investment available to women-owned or -led small businesses*, as defined above. To achieve this goal, IW seeks partners that have unique solutions to solving the capital access challenges faced by such businesses in each of its three target countries: Indonesia, the Philippines and Vietnam.

Successful proponents – at least one per target country – should be able to:

- a) articulate the reason why women-owned or -led small businesses are underserved by the financial markets in their countries;
- b) propose innovative solutions that contribute to the objective of increasing capital invested in such businesses, lessening the financing gap and helping them reach their full economic potential;
- c) either broker or directly supply investment capital into these businesses. Brokering investments can include a variety of actions that unlock capital, such as working hand-in-hand with a financial intermediary to design tailored or fit-for-purpose financial solutions, sourcing pipeline, or working with financial intermediaries to scale successful models; and
- d) monitor and document progress against the Innovation Window Theory of Change and key indicators (see Annex 2) and document lessons and insights from these innovative solutions.

³ Whereby “women-owned” is defined as 51% or more women ownership or the business was founded by a woman and “women-led” is defined as 30% or more women in senior leadership or 30% or more women on the Board.

⁴ As per ANDE's definition of [small and growing businesses](#).

The deployment of capital to the target group will be a key success criterion, and IW expects proponents will bring a financial intermediary along as part of their proposed solution or be a financial intermediary themselves. Partner types could include *but are not limited to* family offices, foundations, high net worth individuals, angel investors, impact funds, endowments, non-bank financial institutions, commercial banks, rural banks, fintechs, and/or side car funds associated with accelerators/incubators. Successful proponents may also consist of a consortium of complementary partner types, including one of these types of financial intermediaries. IW welcomes partners that have never worked with IW before to apply.

IW anticipates that funded activities could include *but are not limited to* financial product development along the debt/equity continuum, sourcing support, collateral substitution, alternative exit development, revenue-based financing models, supply chain financing, funded or unfunded guaranties, or a warehouse facility. IW is agnostic on the type and characteristics of capital that is ultimately deployed as a result of the activity(ies), but it must be capital that seeks a return and not invested as grant capital. IW is also sector agnostic but with a preference for businesses that have a positive social impact.⁵

IW will prioritise support for solutions that are assessed to have the potential to scale, are sustainable beyond the life of IW, leverage private capital, and that will have a lasting market demonstration effect. In addition, IW will prioritise solutions that are innovative and use the capital provided via the Innovation Window to pilot and test new financing models, thus contributing to the greater body of learnings and knowledge.

For broader context, IW's north star is: *Gender equality by helping women to thrive in the workplace and succeed in business*. To achieve this objective, IW's impact investing activities focus on the *supply side* of capital provision rather than the *demand side*. In other words, our activities aim to increase the amount of investment capital available to businesses that disproportionately benefit women. As such, IW will not fund entrepreneurial skills development programs that focus on the women entrepreneurs themselves, such as trainings, mentorship, and other capacity building activities. While incredibly valuable, these programs already exist. IW's supply-side focus seeks to complement these programs while also addressing structural barriers to gender biases.

4 Intended Outcomes & Key Success Criteria

The Innovation Window activities should: (1) result in a measurable increase in investment made in women-owned or -led small businesses; (2) pilot innovative solutions to meet the demand for financing for businesses that fall into the above-mentioned financing gap; (3) increase awareness among targeted financial sector intermediaries about the value and opportunity of investing in women, and (4) document insights that can be shared with the broader ecosystem, including around innovative financing models that specifically meet the needs of such businesses.

Key success criteria for IW's Innovation Window partners will include a mix of the following:

- Ability to deploy investment capital into women-owned/-led small businesses within the first year of the activity. While the actual quantum of capital deployed is an important metric of success, innovation is more critical (as per the next success criterion);
- The testing of new financial products or other innovative solutions, even if they bring associated risks;

⁵ Sectors and activities mentioned on the IFC's [Exclusion List](#) are not eligible to receive IW funding.

- Solutions that are scalable, which could include ways to use IW's funding to leverage private capital;
- Solutions that present a clear path to sustainability and/or mainstreaming across the broader financial system;
- Solutions that contribute to the broader market learnings and to systems change.

5 Timeframe and Award Structure

To successfully increase capital available to small women-owned or -led businesses, IW believes a multi-year approach is necessary. Proposal duration should be for no less than 24 months with extensions available until March 2027. All activities must be completed by March 2027.

We invite potential partners, including consortiums, to propose a multi-year activity design, year one implementation plan, and projected target of investments catalysed, activity budget, and monitoring plan. The proposal should include a list of expected deliverables in year one and target amount of private sector investment capital that would be unlocked over the life of the engagement with IW. The proposal should also clearly articulate who is deploying the investment capital, how the IW support will facilitate the investment process, and what proportion of the IW funding will be deployed as investible capital versus operational support.

IW can provide support in the form of either a grant or service agreement, depending on the best fit for the activity(ies) proposed. Subject to partner performance, Australian government approval, and proposed future use of the funds beyond the term of the agreement with IW, IW may not require the return of investment proceeds⁶ derived from investments made with IW funds.

6 Location

The activities must be focused in one or more of the three IW target countries: Indonesia, the Philippines and Vietnam. The businesses receiving investment capital must operate in one or more of the three IW target countries. Proponents can be located outside of the target countries but must be able to demonstrate deep understanding of the pain points faced by women-owned or -led businesses in the target markets.

7 Budget

IW will consider proposals up to AU\$2.0 million per award for single country interventions and up to AU\$3.0 million per award for multi-country interventions. IW will not necessarily prioritise multi-country interventions over single country interventions, and in the case of multi-country interventions, funding limitations will be applied per country.

8 Eligibility Criteria

To be eligible to receive IW funding a proponent must:

- have demonstrated connections with financial intermediaries that are committed to providing capital to small women-owned or -led businesses. As stated earlier, these may include but are not limited to: family offices, foundations, high net worth individuals, angel investors, impact

⁶ Sum of the IW funds invested and any profits or other income generated through the investment.

funds, endowments, non-bank financial institutions, commercial banks, rural banks, fintechs, and/or side car funds associated with accelerators/incubators;

- be a legitimate entity/organisation (individuals are not eligible to apply);
- not be on any Sanctions Lists;⁷
- not be involved in terrorism in any way.
- not finance activities or operate in the sectors as listed on the IFC Exclusion List.

9 Selection Criteria

9.1. The Proposals (including Financial Proposal) must be specific and presented concisely. Proponents will be evaluated based on these documents, inclusive of supporting information and due diligence processes, in order to determine the best value for money and merit-based outcome to achieve IW’s objectives.

9.2. The proposals of eligible organisations will be assessed based on the following criteria:

Factor		Weighting
1. Technical approach	<p>The extent to which:</p> <ol style="list-style-type: none"> 1. The proposed activities will increase investment capital available to small women-owned or -led businesses that fall into an identified financing gap, as measured by a) the quantum of capital that is invested in such businesses, starting in the first year of the activity; and b) the innovation with respect to the proposed solutions, as demonstrated by the testing or scaling of new financial products or structures. 2. The proponent’s solution includes a plan to scale and is economically viable, thus likely to be adopted by private investors, ensuring sustainability beyond the life of the engagement with IW. The proponent’s solution contributes to the broader body of knowledge and learnings around economically viable financial solutions for the target beneficiaries 	45%
2. Organisational capability to deliver	<ol style="list-style-type: none"> 1. The proponent has an existing strong network of financial intermediaries that are interested and willing to make capital available to small women-owned or -led businesses. 2. The proponent has a presence in at least one of the three target countries and/or the ability to exhibit deep local knowledge and understanding of the constraints faced by women-owned or -led small businesses in at least one of the three target countries, in order to demonstrate its ability to effectively support and scale local solutions. 3. The proponent has strong management capability and can adhere to DFAT’s safeguarding requirements. 	40%

⁷ Sanctions Lists such as the ‘Sanctions List’ made under the Charter of the United Nations Act 1945 (Cth) and the Autonomous Sanctions Act 2011 (Cth), and related legislation, posted at <http://dfat.gov.au/international-relations/security/sanctions/pages/consolidated-list.aspx> and the World Bank’s “Listing of Ineligible Firms and Individuals” posted at <http://web.worldbank.org/external/default/main?theSitePK=84266&contentMDK=64069844&menuPK=116730&pagePK=64148989&piPK=64148984>

	4. The proponent has monitoring capability to undertake quantitative and qualitative data collection and analysis.	
3. Team	The proponent has proposed appropriate personnel to manage activities with relevant experience and networks.	10%
4. Value for money	<ol style="list-style-type: none"> 1. Projected catalysation of investment is reasonable and achievable based on proposed activities and existing investor relationships. 2. Cost consciousness and realism consistent with the feasibility of the activity design, implementation plan, and monitoring plan. 3. Strong balance of economy, efficiency, effectiveness and ethics as defined by the Australian Government's Department of Foreign Affairs and Trade: https://dfat.gov.au/aid/who-we-work-with/value-for-money-principles/Pages/value-for-money-principles.aspx. 	5%

10 Proposal Requirements

- 10.1. All Proposals must be submitted in English.
- 10.2. Proponents must submit their Proposal using the Proposal Forms provided in this RFP documentation (**Annex 1**, Schedules A – B):
 - (a) **Proposal Submission Form** as contained in **Schedule A**; and
 - (b) **Proposal for Gender Lens Investing Innovation Window** as contained in **Schedule B**.
- 10.3. All Proposals and any accompanying or subsequent documentation submitted under this RFP become part of the Proposal Process.
- 10.4. The Proposal validity period is 180 days (unless otherwise negotiated).
- 10.5. Proponents accept that their failure to provide all requested information, at any stage of the Proposal Process, may result in their Proposal being excluded from further consideration.
- 10.6. It will be presumed that, by submitting a Proposal for Gender Lens Investing Innovation Window the Proponent agrees to the Proposal Conditions.
- 10.7. All Proposals must be conducted in a manner that are non-collusive and does not represent deceptive or corrupt behaviour. Abt Associates has a zero tolerance to such behaviours. Any and all conflicts of interests, or those that may be perceived as a conflict, are to be identified during the Proposal Process.

11 Proposal submission

- 11.1. Proposals must be submitted electronically to procurement@iwa.asia before the Proposal Closing Time and Date, using the subject line: "**Gender Lens Investing Innovation Window – Proposal.**" All Proposals must be received in PDF format.

- 11.2. **The tender for proposals will close at 5:00pm Philippine Standard Time, 1 March 2024.**
- 11.3. It is the responsibility of Proponents to ensure that their proposal submission, including all attachments, has been received in the above email inbox, procurement@iwa.asia, prior to the Proposal Closing Time and Date. Any Proposal received after the Proposal Closing Time and Date will be considered a late submission. **IW will reject all Late Proposals.** IW recommends that Proposals are formally lodged earlier than the nominated Proposal Closing Time and Date, in the case of telecommunications issues. IW will not be responsible for any large files that are rejected by email servers. It is suggested to compress all media images to limit overall file size.

12 Proposal Evaluation Process

- 12.1. The Evaluation Panel will consist of members of the IW team and may include an external evaluator, as appropriate.
- 12.2. The Evaluation Panel will assess the Proponents against the Eligibility Criteria as set out in clause 8.
- 12.3. The proposals of proponents that meet the eligibility criteria will be assessed against the Selection Criteria as set out in clause 9 and may be notified via email and invited to present their Proposals to the Evaluation Panel.
- 12.4. Material tendered in response to one selection criterion may be used in the evaluation of other selection criteria.
- 12.5. The Evaluation Panel will prepare an Evaluation Report Assessment and make a final recommendation to IW. Any decision will be at the discretion of IW and in accordance with the nominated criteria and technical advice.
- 12.6. Unsuccessful Proponents will be notified in writing. The decision of IW is final. IW feedback upon request on the evaluation process is for purposes of courtesy and quality improvement only. No further correspondence from IW will be undertaken, on the basis of this feedback and RFP process.
- 12.7. Preferred Proponents will enter the stage of contract negotiations.

13 Questions during the application process

- 13.1. Parties interested in this RFP may register such interest by emailing procurement@iwa.asia using the subject line "**Gender Lens Investing Innovation Window – Registration.**" This will allow IW to provide you with any updates prior to the Proposal Closing Time and Date. Registration details must include:
- (a) Institution/Company/Entity Name;
 - (b) Nominated Representative of the Entity; and
 - (c) Contact Details (office address, email, and phone).

Parties that have not registered their interest may still submit Proposals but will not receive updates prior to the Proposal Closing Time and Date.

- 13.2. Any clarification or enquiries from interested parties must be submitted no later than **5:00pm Philippine Standard Time, 23 February 2024** through procurement@iwa.asia, with subject line: "**Gender Lens Investing Innovation Window – Query.**"
- 13.3. IW will hold information sessions in Jakarta the week of January 22, Ho Chi Minh City the week of January 29, and Manila the week of February 12. IW may also host an online information session, depending on demand. Interested parties should register via the email address above for more information about these sessions. During these sessions interested parties can raise questions on the RFP. For the avoidance of doubt interested parties can raise questions outside the allocated information session by submitting questions through procurement@iwa.asia in accordance with the process as set out under clause 13.1 and 13.2.
- 13.4. IW reserves the right to issue or publish responses and answers to clarifications to all registered Proponents. Responses will be de-identified. Notification will be provided to all Proponents via the contact details of the Nominated Representative at the time of registration.

14 Proponent Costs

- 14.1. IW is not responsible for any costs that may be incurred by any Proponent in responding to this RFP. Proponents are responsible at their own cost, related to their submission of this RFP, including:
 - (a) All the arrangements and obtaining and considering all information relating to the RFP preparation; and
 - (b) Preparation and lodgement of the Proposal including any cost incurred related to travel arrangement or any other costs (e.g. communications cost).

15 Negotiation and Contracting

- 15.1. Abt Associates will clarify any areas for final agreement through a clarification and negotiation process that is transparent and accountable. Any agreement will be subject to the clauses negotiated and agreed.
- 15.2. An Abt Associates Contract will be issued to formalise Gender Lens Investing Innovation Window arrangements. The maximum payable under the agreement will be agreed and will be detailed in the final agreement document. The partnership activities must then be completed according to the specifications of the contract within any agreed schedules.

16 Abt Associates Rights

- 16.1. Abt Associates reserves the right in its absolute discretion at any time to:
 - (a) Terminate this request for proposal, or cease to proceed with this request for proposal, change the structure and timing of the request proposal, or vary or extend any detail in this request for proposal at any time;
 - (b) Seek clarification of non-conforming proposals or request additional information or clarification, or provide additional information or clarification;
 - (c) Negotiate with any one or more Proponent;
 - (d) Perform such security, probity, and financial investigations and procedures as Abt Associates may determine are necessary in relation to any Proponent, its employees, officers, partners,

associates, sub-contractors or related entities including consortium members and their officers, employees and sub-contractors. Proponents should promptly provide Abt Associates with such information or documentation that Abt Associates requires in order to undertake such investigation. A Proposal may be rejected by Abt Associates if the Proponent does not promptly provide, at its cost, all reasonable assistance to Abt Associates in this regard or based on the outcomes of the investigations or procedures. Abt Associates may also make independent enquiries about any matters that may be relevant to the evaluation of a Proposal;

- (e) Call for new proposals;
- (f) Accept or reject any Proposal, and to cancel the Proposal Process and reject all Proposals, at any time prior to the award of Contract, without thereby incurring any liability to the affected Proponent(s);
- (g) Assess or reject a non-conforming proposal. Abt Associates will not enter into any correspondence or discussion about a decision to assess or reject a non-conforming proposal;
- (h) Seek clarification of, and negotiate the terms included in, short-listed proposals after the proposal closes. These discussions will be documented and form part of the proposal for evaluation purposes;
- (i) Exclude from consideration any Proposal if the Proponent or one of its related entities is listed by The World Bank on its "Listing of Ineligible Firms" or "Listing of Firms Letters of Reprimand" posted at www.worldbank.org (the "World Bank List");
- (j) Exclude any individual or entity determined by the Minister for Foreign Affairs under the Charter of the United Nations Act 1945 and/or listed in regulations made under Division 102 of the Criminal Code Act 1995. Further information about listed persons and entities is available from the Department of Foreign Affairs and Trade website at www.dfat.gov.au;
- (k) Exclude any individual or entity excluded by any other donor of development funding on a list similar to the World Bank List; and
- (l) Terminate any negotiations being conducted at any time with any Proponents for any reason.

16.2. Unsuccessful Proponents will have no redress against Abt Associates or IW, regardless of any addition or amendment to any Proposal Conditions in these circumstances.

16.3. This RFP does not give rise to a binding contractual relationship between Abt Associates and any Proponent.

17 Confidentiality

17.1. The contents of this RFP together with all other information, materials, specifications or other documents provided by Abt Associates or the program, or prepared by respondents specifically for them, shall be treated at all times as confidential by the respondents. Respondents shall not disclose any such information, materials, specifications or other documents to any third parties or to any other part of the respondents' group or use them for any purpose other than for the preparation and submission of a response to this RFP, nor shall respondents publicise the name of Abt Associates or the program, or this project, without the prior written consent of Abt Associates. Abt Associates and the program confirm that they shall treat all information provided to them by the respondent as confidential and further confirm that such information will not be disclosed by them group to any third parties, other than their advisers and consultants.

- 17.2. Respondents shall ensure that all third parties to whom disclosure is made shall keep any such information, materials, specifications or other documents confidential and not disclose them to any other third party except as set out in clause 17.1.
- 17.3. Respondents must seek the approval of Abt Associates before providing to third parties any information provided in confidence by Abt Associates or the program or their professional advisers and must maintain a register of all employees and third parties who have access to such information. If so requested by Abt Associates, respondents must make such a register available for immediate inspection by Abt Associates or its duly authorised representatives.
- 17.4. The names of respondents submitting their interest will not be made available to other respondents. All firms/consultants will be required to maintain confidentiality with respect to their own submission and should not seek details of competing submissions.

18 Warning and Disclaimer

- 18.1. Nothing contained in this RFP or any other communication made between Abt Associates or their representatives and any party shall constitute an agreement, contract or representation between Abt Associates and any other party (except for a formal award of contract made in writing by Abt Associates). Receipt by the respondent of this RFP does not imply the existence of a contract or commitment by or with Abt Associates for any purpose and respondents should note that this RFP may not result in the award of any business.
- 18.2. Abt Associates reserves the right to change any aspect of, or cease, this RFP and subsequent proposal process at any time.
- 18.3. The information contained in this RFP is subject to updating and amendment in the future and is necessarily selective. It does not purport to contain all of the information which a respondent may require. While Abt Associates and the program have taken all reasonable steps to ensure, as at the date of this document, that the facts which are contained in this RFP are true and accurate in all material respects, Abt Associates and the program do not make any representation or warranty as to the accuracy or completeness or otherwise of this RFP, or the reasonableness of any assumptions on which this document may be based. All information supplied by Abt Associates or the program to the respondents, including that contained in this RFP, is subject to the respondent's own due diligence. Abt Associates and the program accept no liability to respondents whatsoever and however arising and whether resulting from the use of this RFP, or any omissions from or deficiencies in this document.
- 18.4. Abt Associates or IW may exclude any respondents from this process who have been found to be in breach of confidentiality and may pursue any remedy or take any other action for breach as it considers appropriate.

ANNEX 1 – PROPOSAL FORMS, SCHEDULES A – B

Schedule A: Proposal Submission Form

To Investing in Women,

[Insert name], on behalf of [insert organisation's or consortium's name],

Address: (Insert Organisation/consortium address)

Phone Number: (Insert Organisation/consortium phone number)

Email Address: (Insert Organisation/consortium email)

- (a) Offer to undertake the Scope of Services for Gender Lens Investing Innovation Window as defined in the Request for Proposal (RFP) documentation on the terms described in the RFP and the particulars and price set out in the enclosed proposal submission including the Financial Proposal;
- (b) In consideration of Investing in Women promising to consider our proposal, will keep this offer open for a period of a hundred and eighty (180) calendar days after the close of proposals;
- (c) State that we have not prepared our submission with the benefit of information obtained from current or former employees of Investing in Women or Abt Associates, or DFAT in circumstances that constitute a breach of confidentiality or fidelity on the part of that person; or with the benefit of information otherwise improperly obtained;
- (d) State that we have not prepared our submission with the benefit of any information obtained from any other potential Proponent or competitor for the services outlined in this RFP;
- (e) Understand that Abt Associates has no liability to pay the Proponent, or any other person, and is not liable for any compensation on the basis of any quantum meruit or any other contractual, quasi contractual or restitutionary grounds whatsoever as a consequence of any matter or thing relating to, or incidental to the Proponent's participation in this RFP;
- (f) Confirm that the nominated personnel within this proposal are available for the duration specified in our proposal, which aligns with the requirements of the Terms of Reference;
- (g) Confirm that we are not aware of any present, or potential Conflict of Interest that exists as a result of us submitting this proposal, or entering into an agreement with Abt Associates for the provision of these services;
- (h) Confirm that we have disclosed below (to the best of our knowledge) any matter that may materially affect our performance of the contract, including but not limited to: security, probity or integrity issue, including current or pending investigations or enquiries by any government, law enforcement, or regulatory body; financial capacity and viability to perform the services; and
- (i) Nominate the following person as our representative for executive negotiations:

Representative's Name: _____

Position Title: _____

DATED this _____ day of _____, 2024

SIGNED for and on behalf of (Insert Organisation Name)

Signature of Authorised Signatory

Name of Authorised Signatory

In the presence of:

Signature of Witness

Name of Witness

Schedule B – Gender Lens Investing Innovation Window Proposal

Proponents must provide a detailed response covering the information as set out in section 1-3 below. The response should not exceed **15 pages** (excluding Annexes and responses to section 1, 3C and 3E). The following template must be followed:

1. ORGANISATION DETAILS⁸	
Name of Organisation	
Brief Organisation Description & Profile	
Registered legal entity number⁹	
Place of registration	
Contact Details:	
Name of Representative	
Position Title	
Office Address	
Phone/Fax	
Email	
Social Media	
2. PROJECT PROPOSAL: SUMMARY INFORMATION	
Proposed Project Name:	
Proposed Start Date:	
Proposed End Date:	
Total Amount (AUD) proposed:	

⁸ In case of a consortium, each partner organisation should complete the Organisation details. You must identify the 'lead organisation'. Only the lead organisation can enter into an agreement with Abt Associates. The application must identify all other members of the proposed group.

⁹ Attach a copy of your business registration to your proposal submission.

Annual Budget (AUD) proposed per year:											
Target Country:											
3. PROPOSAL DETAILS											
A. Technical Proposal for Gender Lens Investing Innovation Window (10 pages maximum)											
<p>The Proposal should cover:</p> <ol style="list-style-type: none"> How IW’s Innovation Window outcome will be supported through a multi-year approach; the multi-year overview should provide measured indications of progress toward this outcome. What constraints women-owned or -led small businesses in the target country(ies) face in accessing financing. The proposed solution(s) and how they will specifically address the identified constraints. How the Proponent plans to implement the proposed solutions, engaging which types of partner(s). A sustainability plan for the proposed activity(ies) beyond the life of the engagement with IW, including how to scale. How the proposed activity(ies) will contribute to the broader body of knowledge and learnings around economically viable financial solutions for the target beneficiaries. 											
B. Organisational capability to deliver (2 pages maximum)											
<p>Description of:</p> <ol style="list-style-type: none"> Proponent’s network among industry players, especially financial intermediaries that are interested and willing to make capital available to small women-owned or -led businesses. Existing presence in at least one of the three target countries and/or ability to exhibit deep local knowledge and understanding of the constraints faced by women-owned or -led small businesses in at least one of the three target countries. Capability to deploy investment capital either directly or via a partner. Proponent’s monitoring capability to undertake quantitative and qualitative data collection and analysis. 											
C. Nominated Personnel											
<p>Nominate appropriate key personnel and attach their Curriculum Vitae as an Annex. If you intend to recruit consultants or subcontractors, these roles should be included and the names indicated as “to be confirmed.”</p> <table border="1"> <thead> <tr> <th>Role</th> <th>Name</th> </tr> </thead> <tbody> <tr> <td>e.g. Team Leader</td> <td></td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> <tr> <td></td> <td></td> </tr> </tbody> </table>		Role	Name	e.g. Team Leader							
Role	Name										
e.g. Team Leader											
D. Year 1 implementation plan (3 pages maximum)											
<p>Develop a work plan following the example below as a template.</p> <p>The following deliverables are suggested but can be further refined in collaboration with the selected proponent:</p> <ul style="list-style-type: none"> Multi-year design and workplan (see table template below) Year one implementation plan Monitoring plan, aligned with the Innovation Window change logic and key indicators, that may include: 											

- Short surveys of investors and/or investees, to be conducted baseline, annual and endline (to be co-designed with the IW team);
- Qualitative data and analysis that will capture examples of change and impact at investor or investee levels, including analysis of sustainability and ability to scale;
- Semi-annual progress reporting providing, at a minimum: progress against annual plans; reflective analysis and evidence on how and why change or impact is occurring with investors/investees; key barriers/challenges or risks experienced during implementation and any activity adaptation/risk management strategies; financial reporting.
- Regular progress meetings with IW, including reflections and learnings from implementation.
- Analysis of anonymized and aggregated survey data, provided annually according to geography, type of investor, preferred investment instrument, and average investment size
- [Additional deliverables to be defined via proposal]

Over time additional deliverables supporting the activities can be agreed between IW and the selected contractor/s on a per need basis.

Timeframe	Activity	Key Performance Indicator

E. Financial Proposal

The Financial Proposal for Year One Implementation Plan should cover:

- A brief description of the Deliverable/Activity/Service;
- Unit Type;
- No. of Units;
- Cost per Unit (AUD)
- Total cost

The Financial Proposal should provide an outline of cost per illustrative deliverable/activity/service for subsequent years. The outline for subsequent years is meant to understand the total anticipated implementation cost of the Proposal. This information will be used to set the funding ceiling for the award.

ANNEX 2 – INNOVATION WINDOW THEORY OF CHANGE AND KEY INDICATORS

Theory of Change level	Theory of Change statement	Indicators
IW objective	Gender Equality is demonstrated through support for women to thrive in the workplace and to succeed in business	Growth indicators: <ul style="list-style-type: none"> • % growth of gross annual sales of underlying portfolio SMEs OR • % annual growth in profit • Amount of funds raised • Growth in employees
End of Program Outcome	Increase investment in businesses that disproportionately benefit women across target countries	<ul style="list-style-type: none"> • Return on investment, progress towards exit • Number of women entrepreneurs provided with financial and/or business development services.
Intermediate Objective	Expand supply of investment available to small businesses that are women-led	<ul style="list-style-type: none"> • Value of additional capital available for small businesses that are women-led • # and value of additional deals made by investors for small women-led businesses
Short Term Outcome	Investors develop and test innovations around co-investing, reducing investment transaction costs, and launching new products	<ul style="list-style-type: none"> • Type of strategies/tools/products introduced by investors