

KCO/29/04/FY24 -Terms of Reference: Enhancing funding sustainability of regional partners

Programme:	Pan-African State Accountability Project (PASAP) & CSO Effectiveness
Task Purpose:	Design and support a tailored package of fundraising capacity strengthening actions for regional partners under the PASAP & CSO Effectiveness Project. This is a core component of phase out and sustainability planning for the Generation Change Project.
Location:	WACA & MEESA Regions

1. About Plan International

We strive to advance children's rights and equality for girls all over the world. As an independent development and humanitarian organisation, we work alongside children, young people, our supporters and partners to tackle the root causes of the challenges facing girls and all vulnerable children. We support children's rights from birth until they reach adulthood and enable children to prepare for and respond to crises and adversity. We drive changes in practice and policy at local, national and global levels using our reach, experience and knowledge. For over 80 years we have been building powerful partnerships for children, and we are active in over 75 countries.

1.1. About the Commissioning Office

Plan International's regional office for Middle East, Eastern and Southern Africa (Plan International MEESA) serves as Plan International's leadership and management centre for the region, MEESA coordinates the delivery of transformative change for girls through our programmatic work as well as emergency preparedness and response in all disaster-prone areas in the region. Across the region, MEESA also seeks to catalyse step change in regional capabilities and leadership for influencing, partnership and gender transformation. Since 2009, Plan International MEESA has been involved in various CSO strengthening initiatives across the region. Based on lessons learned over time, Plan International MEESA has begun managing projects that support the strengthening and empowering of civil society organisations (CSOs) at all levels.

2. Activity Background

This brief ToR guides planning and approach towards fundraising capacity strengthening actions for regional partners under the PASAP & CSO Effectiveness Project. This is informed by draft sustainability plans developed by the regional partners and discussions from the previous outcome harvesting workshop. With the current GCP! 1.0 coming to an end in June 2024, there is an opportunity to consolidate the gains made under both the CSO Effectiveness and PASAP projects, and diversify

investments in regional child rights advocacy and influencing actions. This is in light of limited funding options faced by the regional partners, which poses a risk to sustainability of current actions.

3. Specific Purpose

The specific purpose of the proposed action is to design and support a tailored package of fundraising capacity strengthening actions for regional partners under the PASAP & CSO Effectiveness Project. This is a core component of phase out and sustainability planning for the Generation Change Project.

4. Who is targeted by this action?

The proposed action will be open for regional partners under both the CSO Effectiveness and PASAP projects. The partners comprise of child rights networks in the Plan Middle East, East and Southern Africa (MEESA) and West and Central Africa (WACA) regions.

5. Approach

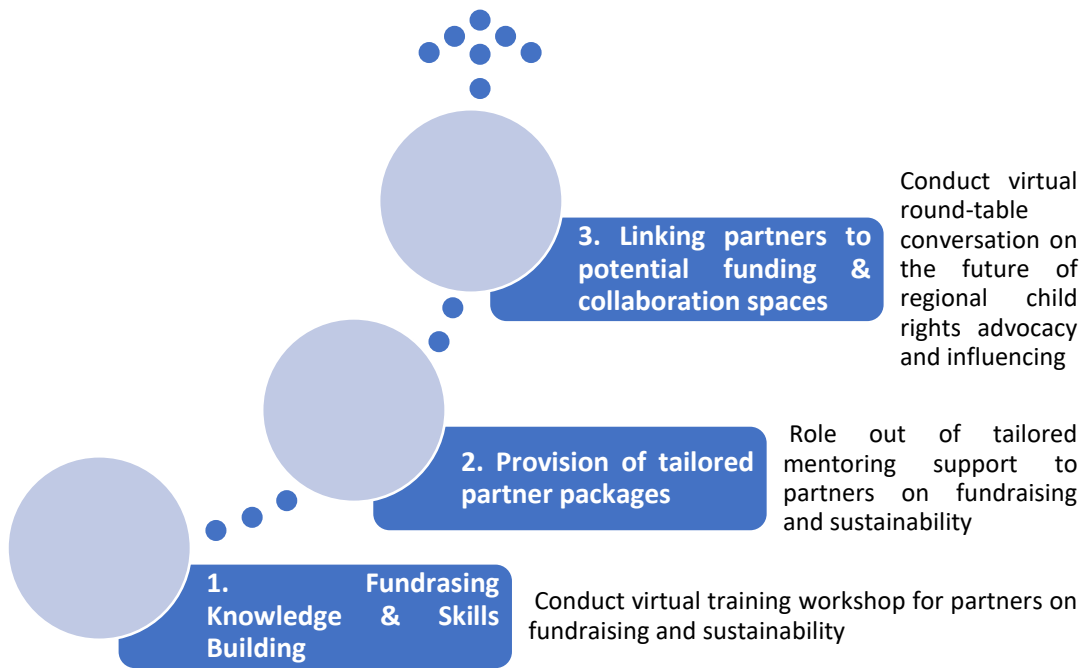
A three-step approach is proposed, summed up in the diagram (implementation steps).

Step 1: Selection & recruitment of a thematic expert

Based on the task defined in this concept, a call will be made for an expert who will design and deliver the tailored package of fundraising capacity strengthening actions of regional partners. Critical to note, the expert should come with a deep understanding of the current funding landscape and future-proof strategies for mobilising funding towards child rights advocacy and influencing in regional spaces. A consultancy contract will be entered into with the expert.

Step 2: Partners entry and inception meeting

A virtual entry and inception meeting will be conducted with the expert to create clarity of expectations, understand where each partner is at and the priorities in relation to fundraising. The meeting will be attended by all partners, the expert, CSS Advisors, SNO, Project coordinators and the Project Manager. The meeting should ultimately contribute toward the expert developing a road map of how they will undertake the assignment.



Step 3: Fundraising knowledge and skills building

This will be conducted in the form of a virtual workshop for the partners. Participation will be optional for the partners. A virtual workshop will be conducted based on updated concepts i.e. mapping funding sources, understanding the donor landscape, positioning your organisation, innovations in fundraising and sustainability planning, the future of child rights advocacy and influencing. Invitations will also be extended to Plan NOs to share guidance on the current funding landscape.

Step 4: Provision of tailored partner packages

Through direct engagement with the partners, the expert will design and deliver tailored package of mentoring support to the partners. This can range from technical guidance on mapping potential funders, writing proposals, how to set up and conduct meetings with potential funders or developing fundraising strategies. A limited number of days will be allocated per partner to ensure more focused and streamlined mentoring support per partner.

Step 5: Linking partners to potential funding & collaboration spaces

This will be conducted in the form of a one-day virtual multi-actor round table conversation, dubbed *“Now more than ever: A dialogue on the future of funding and sustainability for regional child rights advocacy and influencing.”* The conversation will be an opportunity to invite different funders, NOs and regional bodies i.e. EAC and private sector entities together and explore how the agenda can be sustained amid competing global priorities. The expert is expected to design, identify participants and

host the event with partners support and input. It is expected that this will open potential opportunities for follow up collaboration or kickstart potential funding.

Step 6: Exit and evaluation

This marks the conclusion of the technical expert's role and handover. This includes reporting on the process, developing a post assignment action plan (informing key steps for the partners and Plan International) and hosting a process evaluation & learning meeting with partners.

6. Deliverables

The expert will be responsible for the following deliverables:

- Inception report, detailing the road map for activity implementation
- Fundraising and sustainability workshop report
- Partners mentorship plan (with clear targets)
- Report - Virtual round-table conversation on the future of regional child rights advocacy and influencing
- Assignment report – detailing each step, outcomes, lessons learnt and evaluation feed back
- Post assignment action plan, presented to all partners and Plan International

7. Timelines

The activity is proposed to take place between the months of April & May 2024. The expert should be immediately available to start the assignment.

10. Expected Qualifications

The consultant team should consist of at least 2 persons representing the following skills:

- a. Post graduate qualification in Social Science related fields.
- b. Demonstrated extensive experience in strengthening capacity of civil society in fundraising and sustainability.
- c. Experience in fundraising, showing experience in raising funding from both grant making institutions, private sector and foundations.
- d. Knowledge of the current trends and priorities in the child rights funding landscape.
- e. Thematic expertise in policy advocacy, empowerment of civil society, child's rights and development effectiveness: In-depth understanding of development effectiveness, child rights monitoring and youth participation advocacy at national, regional/sub-regional,

international and pan African levels in Africa. Previous work in the field of Pan-African advocacy is an asset.

- f. Advanced knowledge of English
- g. Good interviewing, facilitation and writing skills
- h. Excellent interpersonal communication skills, demonstrated ability to work cooperatively with clients, and ability to liaise tactfully as a member of a multicultural team

11. Contact

All queries in relation to this call for proposals can be directed to: kenya.bids@plan-international.org

12. Applications

Interested applicants should provide a proposal covering the following aspects:

- Detailed response to the TOR
- Proposed methodology
- Ethics and child safeguarding approaches, including any identified risks and associated mitigation strategies
- Proposed timelines
- CVs
- Example of previous work
- Detailed budget, including daily fee rates, expenses, taxes etc.

Applicants should submit a technical and financial proposal as two separate attachments clearly marked “Enhancing Funding Sustainability of Plan International Regional Partners” “Technical Proposal” and “Financial Proposal” and sent as 1 (one) email to the email: kenya.bids@plan-international.org to be received not later than 2nd May 2024 at 5:00PM (EAT)

Reference “Consultancy_ Enhancing Funding Sustainability of Plan International Regional Partners” in the subject line, and including support documents as outline

“Plan International reserves the right to accept or reject any bid and is not bound to give reasons for its decision.”