

TA Scope of Work – Strategic Bid Writing in Changing Global Funding Landscape

Name Country:	Netherlands
Topic/Title:	Strategic Bid Writing in a Changing Global Funding Landscape
Proposed start date:	1 day workshop in the week of May 18 th - 22 nd (final date selection to be decided)
Proposed end date:	1 day workshop in the week of May 18 th - 22 nd (final date selection to be decided)
Proposed modality:	<p>Technical Assistance will be delivered through an in-person, workshop-based modality, to take place in Utrecht, The Netherlands, designed to be practical, interactive, and tailored to operating in a fragile and post-conflict context.</p> <p>The workshop will combine:</p> <ul style="list-style-type: none"> • Targeted expert inputs on bid writing Enhancing Proposal Competitiveness in a Constrained Funding Ecosystem • Handson exercises allowing participants to apply concepts directly to their own organizations • Facilitated peer learning, enabling IPs to share experiences and approaches <p>The modality emphasizes customized content rather than generic training, ensuring relevance to the current landscape of funding opportunities and funders priorities, while remaining applicable across multiple Implementing Partners (IP) with different business models.</p> <p>The assignment will include:</p> <ul style="list-style-type: none"> • Preparatory work to adapt content to the context and participant profiles • Delivery of a full day workshop • Light postworkshop follow-up, including sharing of materials and tools for continued use



	<p>The approach is intended to strengthen practical capacity, encourage immediate application of learning, and support IPs in developing higher quality, context sensitive funding proposals.</p>
<p>Core Competencies required:</p>	<ul style="list-style-type: none"> • Proven experience in developing fundraising strategies and stakeholder engagement plans for enterprises • Strong understanding of donor, investor, and partner landscapes, particularly in fragile and post-conflict contexts. • Demonstrated ability to design stakeholder mapping and fundraising roadmaps. • Strong skills in fundraising messaging and pitching tailored to different audiences.
<p>Assignment overview:</p>	<p>This assignment aims to design and deliver a targeted Technical Assistance workshop on bid writing for IPs operating primarily in Sudan, with operations in Egypt, KSA, Uganda, Cameroon and Chad, with focus to be on Strategic Bid Writing in a Changing Global Funding Landscape.</p> <p>As Sudan experiences gradual economic reengagement alongside ongoing instability, IPs from the Sudan portfolio face an urgent need to secure external funding to sustain and scale their operations during a critical window of opportunity. This is increasingly crucial especially as they balance and diversify their operations between operating in new countries and new markets, whilst ensuring they remain eligible and ready for any opportunities in Sudan, to sustain their market stronghold and relevance in Sudan, and play a key role in attracting funding for projects abroad. Many IPs, however, encounter challenges in developing competitive funding proposals that effectively reflect their business value, their capacity to operate internationally, whilst still experiencing the realities of operating in fragile environments.</p> <p>The assignment will support IPs to strengthen their bid writing capacity, with a specific focus on:</p> <ul style="list-style-type: none"> • Understanding evolving donor, funders, and impact investors landscape • Framing operational constraints as part of a credible and compelling value proposition • Integrating social, humanitarian, and gender sensitive considerations into funding narratives • Understanding changes in development funding landscape and writing winning bids for projects in fragile and post conflict settings <p>The Technical Assistance will be delivered through a practical, workshop-based format, combining contextual guidance with hands-on exercises applicable across different IPs, while remaining tailored to the 3 IPs.</p>
<p>Activities and deliverables</p>	<ul style="list-style-type: none"> • Tailored workshop design, including agenda, slides, and practical exercises adapted to Strategic Bid Writing in a Changing Global

	<p>Funding Landscape with a section on fragile and post conflict context.</p> <ul style="list-style-type: none"> • Delivery of one in person, interactive bid writing workshop for Implementing Partners • Practical bid writing tools and templates, including proposal structure and donor-focused checklists • Final workshop materials package consolidating all training content • Short postworkshop summary note highlighting key learning points and recommendations (2–3 pages)
<p>Operational Arrangements:</p>	<p>Preparation</p> <ul style="list-style-type: none"> • CFYE will share participant profiles and contextual information in advance. • The consultant will submit a tailored agenda and materials for review prior to delivery. <p>Roles and Responsibilities</p> <ul style="list-style-type: none"> • CFYE will oversee the assignment and act as the coordination focal point. • The consultant will design, prepare, and deliver the workshop and outputs. <p>Logistics</p> <ul style="list-style-type: none"> • CFYE will manage venue, equipment, and participant invitations. <p>Quality Assurance</p> <ul style="list-style-type: none"> • CFYE will review and approve the agenda and key materials before delivery. • Final materials and a short summary note will be submitted after the workshop.
<p>Evaluation Criteria</p>	<p>Proposals will be evaluated based on the following criteria:</p> <ul style="list-style-type: none"> • The Consultant or Service provider's experience and qualifications as per the required competencies and details in this Scope of Work • Clarity and quality of the proposed approach • Budget for delivering the activities • Quality and experience of proposed team member(s) • Overall fit with CFYE's mission and values <p>CFYE reserves the right to reject any or all proposals received, to negotiate with any qualified proposer, and to waive any irregularities or informalities in the proposals received. CFYE also reserves the right to cancel this ITT at any time.</p>

	<p>If your quote is successful, you will be required to enter into the Company's standard contract for the types of goods or services being provided. In the provision of the Goods and Services, you will be required to comply with the Company's policies, including (without limitation) its Business Partner Code of Conduct and any relevant Project Manual. Potential service provider must also comply with the Company's Business Partner Code of Conduct in the submission of any proposal pursuant to this tender.</p> <p>If you are bidding as part of a joint venture, partnership or similar, please make this clear in your submission. Likewise, if you propose to subcontract any part of the goods or services provision, then disclose this fact within your submission. The Company may require additional information from you and approval for subcontracting will not be automatic as subcontractors will be subject to Palladium's Due Diligence process.</p> <p>If you are successful, we will need you to complete our full due diligence process, which requires the completion of a self-assessment questionnaire on your business registration and operations. In addition to the completed questionnaire, you will have to provide supporting documents. These will include (but may not be limited to):</p> <ul style="list-style-type: none"> • Evidence of corporate registration (or equivalent) • Relevant business insurances • Audited accounts and tax clearance Certificates for the past two years • Tax Identification Number (TIN) • Evidence of business policies (e.g., code of conduct) <p>For any queries please send your questions by email to ahmed.darwish@cfye.nl. Queries to be submitted no later than Wednesday the 25th of March 2026, at 17:00 CET.</p>
<p>How to Apply</p>	<p>Interested consultants and service providers are requested to provide a high-level proposal (technical and financial) of a maximum of 3 pages altogether, where they elaborate on:</p> <ul style="list-style-type: none"> 6) Their suggested approach/methodology to the proposed activities 6) Detailed Content Plan for the 1-day workshop as per the details mentioned in this Scope of Work

	<p>6) Relevant track record of the organization and profiles of proposed team members for implementation</p> <p>6) High level workplan (can be a Gantt chart) demonstrating phase of content preparation, workshop execution and post workshop report and follow up where required</p> <p>6) Break-down of proposed budget for the assignment (breakdown of proposed fee structure and any other expected costs).</p> <p>6) Please submit your proposal by email to management@cfye.nl (submissions sent to any other emails will not be accepted, only submissions sent to management@cfye.nl will be considered)</p> <p>Tender submissions close: Wednesday the 1st of April 2026, at 17:00 CET.</p>
<p>Budget & Payment Terms</p>	<ul style="list-style-type: none"> • Budget: Maximum 6,000 EUR (VAT exclusive) • Upon submission of final workshop content plan (to be sent before May 1st 2026): 10% • Upon completion of assignment: 90%
<p>Overview of IPs for Reference</p>	<p>Implementing Partner Details:</p> <ul style="list-style-type: none"> • 249 Startups (operating between Egypt, Sudan and others) • ATL International (operating across Sudan, Egypt, KSA, and others) • Alsalam Factory (currently operating from Egypt and Sudan) <p>Link to Sudan portfolio from CFYE website:</p> <p>Sudan Portfolio - Challenge Fund for Youth Employment</p>