



## TERMS OF REFERENCE

<b>Job title:</b>	National SDG Investor Map Consultant
<b>Duty Station:</b>	Republic of Moldova, Chisinau
<b>Reference to the project:</b>	Public Finance for Development Project
<b>Contract type:</b>	Individual Contract (IC)
<b>Contract duration:</b>	March 2025 – September 2025
<b>Expected workload:</b>	up to 40 working days
<b>Indicative starting date:</b>	March 30, 2025

### 1. BACKGROUND

Addressing global challenges, Sustainable Development Goals (SDG) provide a blueprint to achieve a more equitable and sustainable future for all. Substantial financing, as much as USD 5-7 trillion, is required to achieve the SDG Agenda by 2030 as developing countries alone face a massive funding gap of USD 4.2 trillion annually in SDG investments. To bridge this gap and alleviate the financing burden on the shoulders of governments, donor agencies and multilateral development banks, it is essential to partner with the private sector and expand SDG-related investments by unlocking private capital. Accounting for 60% of GDP, 80% of capital flows and 90% of jobs in an average developing country, private sector's engagement in development cooperation is more than vital.

Despite the potential private sector investments offer, many developing countries attract low levels of domestic and foreign investment due to reasons such as limited data and insights about investment opportunities and risks; limited capacities and networks; and high real or perceived policy and regulatory risks. However, there is also a growing interest among investors to attribute capital into activities that deliver strong financial returns while reducing poverty and inequality, advancing health and education, and protecting the environment. In order to ensure that investor interest translates into higher levels of SDG-investments, it is vital to address the current lack of intelligence and guidance around how asset owners can help generate significant SDG impact through their transactions. A major challenge constraining SDG-investments is the difficulty of identifying bankable projects for investors. With an aim to empower investors through impact intelligence products around bankable investment areas in countries with material SDG contribution, the UNDP Sustainable Finance Hub (SFH) developed the "SDG Investor Maps".

SDG Investor Maps are market intelligence tools that help the private sector identify investment themes in emerging markets which have significant potential to advance the SDGs and are aligned with government policies and sustainable development needs. Developing an SDG Investor Map requires filtering down from national priorities and development needs to derive "Investment Opportunity Areas (IOAs)". The SDG Investor Maps provide investors with market intelligence for the highlighted IOAs along with data on the expected development impact and financial prospects of such investments. They also offer White Spaces as emerging opportunities for the private sector to contribute to sustainable development progress.

UNDP created the SDG Investor Platform which houses over 600 IOAs that cover investment themes and potential business models from 40+ SDG Investor Maps. The SDG Investor Platform enables investors to leverage on-the-ground data and insights from UNDP's country offices to derive new levels of capital towards the SDGs. See here: <https://sdginvestorplatform.undp.org/market-intelligence>.

The findings of the Development Finance Assessment carried out in 2022, the primary building block of Integrated National Financing Framework (INFF), allowed a comprehensive evaluation of the financing landscape in the Republic of Moldova, including both public and private flows. It emphasized the development of private finance as a key focus of the INFF to promote sustainable development against the backdrop of under-developed financing markets, weak capital markets, volatility in Foreign Direct Investment (FDI) inflows, large informal economy, and unbanked population. In this context, SDG Investor Map is critically positioned to strengthen domestic and foreign private sector resource mobilization efforts for Moldova's national development strategy, providing data and concrete recommendations on viable business models aligned with SDGs. Aiming to increase private sector capital directed towards the SDG needs of the Moldova, UNDP Moldova supports the Invest Moldova Agency (IMA) to develop the SDG Investor Map for the country. The Map will identify investment opportunity areas where private capital can be channeled to achieve the SDG targets. The Map will also serve as a great outreach tool to foster public-private finance dialogue in Moldova. Within UNDP, UNDP Moldova will lead the exercise. It will be supported by the SFH to offer quality assurance and advisory, and Istanbul International Centre for Private Sector in Development of UNDP (ICPSD) for implementation support.

## **2. OBJECTIVE AND EXPECTED OUTPUTS**

The objective of this assignment is to technically support UNDP CO, IMA and UNDP SFH in the identification of priority sectors, subsectors, and target regions and to establish data points for Moldova Investor Map's IOA to help private investors identify investment opportunities and business models that will accelerate the achievement of SDGs as aligned to Moldova's national development priorities.

The overall responsibility of the national consultant will be to support IMA and UNDP teams with context advisory on SDG investment needs and opportunities in the Republic of Moldova and facilitating inputs from the key public and private stakeholders in the country. Following the standards SDG Investor Map methodology (see here: <https://sdginvestorplatform.undp.org/methodology>), specific tasks include:

- Support UNDP Moldova, ICPSD and SFH to conduct an in-depth analysis of public and donor development statistics at subsector and subregion levels.
- Under the guidance of UNDP Moldova, the ICPSD and SFH teams, establish a comprehensive picture of investment priorities by public stakeholders and current investment momentum at subsector and subregion levels.
- Support the identification of relevant stakeholders and set up and conduct consultations with Government representatives, investors, and enterprises

- Support the collation of insights from multiple research sources into a master document with the provision of clear advisory ensuring that the IOAs and their data points address key investment opportunities.

### 3. KEY DELIVERABLES AND TENTATIVE TIMETABLE

No.	Key activities deliverables	Tentative timetable
1	<p><b>Activity 1</b>            -Draft priority sectors of investments in Moldova prepared in collaboration with the core team by the national partner;            -Development of a comprehensive list of stakeholders for consultations including key public institutions, commercial and investment banks, international financial institutions, national and regional investment funds, ecosystem builders such as incubators and accelerators, private sector companies operating in SDG-anchored sectors.</p> <p><b>Deliverable 1</b>            -Inception report including priority sectors prepared in collaboration with the core team by the national partner and a comprehensive list of stakeholders for consultations including key public institutions, commercial and investment banks, international financial institutions, national and regional investment funds, ecosystem builders such as incubators and accelerators, private sector companies operating in SDG-anchored sectors.</p>	By 15 April 2025 10 WDs
2	<p><b>Activity 2</b>            -Extensive consultations with public and private sector stakeholder and summaries of key inputs received;            -Assistance in preparing a summary of IOAs overviews and data set validation as well as conceptualization of White Spaces;</p> <p><b>Deliverable 2</b>            -Report with summaries on the IOAs overviews and data set validation as well as conceptualization of White Spaces in Moldova.</p>	by 30 May 2025 15 WDs
3	<p><b>Activity 3</b>            -Assistance in preparing the guidance and options for utilizing the SDG Investor Map and participation in coordination of the launch of the SDG investor map;</p> <p><b>Deliverable 3</b>            -Final Report on the SDG Investor Map in Moldova.</p>	by 15 September 2025 15 WDs

### 4. INSTITUTIONAL ARRANGEMENTS

This is a part-time consultancy. The timeframe for the work of National SDG Investor Map Consultant is planned for March 2025 – September 2025. During this time the National SDG Investor Map Consultant is expected to work a total of up to 40 working days.

All communications and documentation related to the assignment will be in English.

The Consultant will work in close collaboration with the Invest Moldova Agency and other relevant institutions, under the overall guidance of ICPSD and SFH teams and direct supervision of the UNDP Project Manager.

The UNDP Project Manager will provide administrative and logistical support in the organization of the envisaged events, meetings and/ or consultations.

All deliverables shall be approved by the UNDP Project Manager.

## **5. FINANCIAL ARRANGEMENTS**

Payments will be disbursed in tranches upon the submission and approval of the deliverables and a certification by UNDP Project Manager that the services have been satisfactorily performed.

## **6. QUALIFICATIONS AND SKILLS REQUIRED**

### **COMPETENCIES**

#### **Corporate competencies**

- Demonstrates integrity by modelling the UN's values and ethical standards;
- Promotes the vision, mission, and strategic goals of UNDP;
- Displays cultural, gender, religion, race, nationality and age sensitivity and adaptability;
- Treats all people fairly without favoritisms;
- Fulfils all obligations to gender sensitivity and zero tolerance for sexual harassment.

#### **Functional competencies:**

- Strong leadership and team management skills;
- Strong interpersonal skills, communication and diplomatic skills, teamwork ability;
- Ability to work under pressure and stressful situations;
- Strong analytical, reporting and writing abilities;
- Good time management, meeting deadlines.

### **QUALIFICATIONS**

#### **Academic Qualifications/Education:**

- Bachelor's Degree or higher in economics, finance, public administration, management, development studies or related field.

#### **Experience:**

- At least 7 years of experience in the fields of finance, public finance management, international financial affairs, private sector engagement and development, private investments;
- Previous experience of working with/for the Government entities and other relevant public institutions will be a strong advantage;

- Hands-on progressively responsible experience of private sector engagement and development, including working within NGOs;
- Previous experience of working with donors/international organizations, including UN Agencies, will be an advantage;
- In-depth knowledge of market context, business developments, national development needs and economic and political priorities as well as familiarity with key public and private stakeholders requiring consultations.

**Language skills:**

- Strong writing, editing, and oral communication skills in English and proficiency in Romanian are required for this assignment.

**7. DOCUMENTS TO BE INCLUDED WHEN SUBMITTING THE PROPOSALS**

Interested individual consultants must submit the following documents/ information to demonstrate their qualifications:

- Motivation statement indicating the position applying for, explaining why they are the most suitable for the work including previous experience in similar Projects (please provide brief information on each of the above qualifications, item by item);
- Offeror's Letter confirming interest and availability;
- Duly completed and signed CV and the contact details of at least 3 referees.

**Incomplete applications will not be considered.**

If an applicant is employed by an organization/company/institution, and he/she expects his/her employer to charge a management fee in the process of releasing him/her to UNDP under Reimbursable Loan Agreement (RLA), the applicant must indicate this at this point, and ensure that all such costs are duly incorporated in the financial proposal submitted to UNDP.

**8. EVALUATION**

Initially, individual consultants will be **short-listed** based on the following minimum qualification criteria:

- Citizen of Republic of Moldova;
- Bachelor's Degree or higher in economics, finance, public administration, management, development studies or related field;
- At least 7 years of experience in the fields of finance, public finance management, international financial affairs, private sector engagement and development, private investments;

The short-listed individual consultants will be further evaluated based on the following methodology:

**Cumulative analysis**

The award of the contract shall be made to the individual consultant whose offer has been evaluated and determined as:

- a) responsive/ compliant/ acceptable, and
- b) having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation.

\* Technical Criteria weight – 60% (300 pts);

\* Financial Criteria weight – 40% (200 pts).

Only candidates obtaining a minimum of 210 points would be considered for the Financial Evaluation.

Criteria and Scoring	Maximum Points Obtainable
<b>Technical evaluation</b>	
Bachelor's Degree or higher in economics, finance, public administration, management, development studies or related field ( <i>Bachelor's degree – 5 pts., Master's degree – 10 pts., PhD degree – 15 pts.</i> )	<b>15</b>
At least 7 years of experience in the fields of finance, public finance management, international financial affairs, private sector engagement and development, private investments ( <i>7 years – 40 pts, each additional year – 5 pts, up to max. 70 pts.</i> )	<b>70</b>
Previous experience of working with/for the Government entities and other relevant public institutions will be a strong advantage ( <i>each year – 5 points; up to max. 60 pts.</i> )	<b>60</b>
Hands-on progressively responsible experience of private sector engagement and development ( <i>each year – 10 points; up to max. 50 pts.</i> )	<b>50</b>
Previous experience of working with international organizations, including UN Agencies ( <i>each year – 10 points; up to max. 40 pts.</i> )	<b>40</b>
Proven experience in the research of the market context in Moldova, business developments, national development needs and economic and political priorities as well as familiarity with key public and private stakeholders requiring consultations. ( <i>each year – 5 points; up to max. 50 pts.</i> )	<b>50</b>
Proven strong writing, editing, and oral communication skills in English and proficiency in Romanian are required for this assignment ( <i>Romanian - 5 pts, English – 5 pts.</i> )	<b>10</b>
Belonging to the group(s) under-represented in the UN Moldova and/or the area of assignment* ( <i>No – 0 pts., to one group – 2.5 pts., to two or more groups – 5 pts.</i> )	<b>5</b>

<b>Maximum Total Technical Scoring</b>	<b>300</b>
<b><u>Financial</u></b>	
Evaluation of submitted financial offers will be done based on the following formula: <b><u>S = Fmin / F * 200</u></b> <b>S</b> – score received on financial evaluation. <b>Fmin</b> – the lowest financial offer out of all the submitted offers qualified over the technical evaluation round. <b>F</b> – financial offer under consideration	<b>200</b>

*\* Under-represented groups in UN Moldova are persons with disabilities, LGBTI, ethnic and linguistic minorities, especially ethnic Gagauzians, Bulgarians, Roma, Jews, people of African descent, people living with HIV, religious minorities, especially Muslim women, refugees and other non-citizens. **Please specify in CV, in case you belong to the group(s) under-represented in the UN Moldova and/or the area of assignment.***

Winning candidate

The winning candidate will be the candidate, who has accumulated the highest aggregated score (technical scoring + financial scoring).