



Request for Proposals – Nordic Government Fundraising Consultancy

Closing Date: November 6th

Organization: Right To Play

Department/Division: Global Partnerships

Location: Norway or Sweden (desk based)

Timeframe: 10 days between December 2020 – February 2020

1. About Right To Play:

Right To Play is a global organization that works to promote the power of play as a credible and effective way to educate, protect and empower children to realize their rights and rise above adversity. By harnessing play, one of the most powerful and fundamental forces in a child's life, we helped 2.3 million children last year to stay in school and out of work, to prevent the spread of life-threatening diseases like COVID-19 and to stay safe from exploitation and abuse. We are the only global development organization focused exclusively on using play to transform the lives of children and youth impacted by poverty, war, disease and inequality. Established in 2000, Right To Play is headquartered in Toronto, Canada and has operations in 22 countries across North America, Europe, the Middle East, Africa, and Asia.

2. Background

In order to continue supporting children to rise above adversity through play, Right To Play (RTP) must mobilize resources through an increasingly diversified partnership portfolio. RTP has a successful track record of establishing government relations and donor support in North America and Europe. We are looking to build on this by developing greater engagement with government donors in the Nordic region with the propensity and capacity to support RTP's work. Therefore, RTP's Norwegian office is seeking to engage the services of a consultant to provide an in-depth assessment of Nordic Government's foreign aid policy and insights into Nordic Government partnership requirements, opportunities and mobilization strategies, with a specific emphasis on Norway and Sweden.

3. Scope of Work and Deliverables

The consultant will work in collaboration with RTP's Norwegian office and the Global Partnerships team to produce a Nordic Donor Government Engagement Strategy, with a primary focus on Norway and Sweden. This strategy should contain the following components:

1. An assessment of Nordic government donor foreign aid policy, particularly in terms of alignment to RTP's geographic and programmatic areas, and RTP's organizational and institutional funding strategies. A specific focus on Norwegian and Swedish government funding is essential for this deliverable.
2. A synopsis of how different Nordic Government funding is channeled and where this aligns with RTP's geographic and programmatic areas. This should also include what trends are driving successful partnership development with Nordic donors that are relevant to RTP. A specific focus on Norwegian and Swedish government funding is essential for this deliverable.
3. An overview of entry points for engagement with key stakeholders within each Nordic Government donor, particularly within Norway and Sweden. This should cover entry points at the national level and internationally in the Global South.
4. A mapping of decision-making structures within each Nordic government donor, particularly within Norway and Sweden, including specific roles and responsibilities where possible.
5. Guidance tailored for RTP, outlining plans and processes that will help RTP increase partnership opportunities and revenue streams from Nordic government donors (covering political, departmental and civil society levels).
6. Mapping and analyzing relevant sectoral networks and working groups, making recommendations about where RTP Norway and RTP Sweden should engage (e.g. GCE-Norway) to build and strengthen partnerships with and alliances that are mutually advantageous and support the strategic interests of RTP.
7. A calendar of conferences and key events in 2021 and beyond in order to identify entry points for engagement with key stakeholders within Norway and Sweden.

4. Consultancy Support

Relevant Right To Play staff and resources will be made available for meetings, reviews, and work-sessions as required to help meet the consultancy deliverables. RTP staff will provide quick-turn around any requests for information. Phone, email and online platforms will be required for meetings, interviews, and to achieve the key deliverables.

5. Application Requirements

A CV not exceeding 3 pages should be submitted alongside a proposal not exceeding 5 pages. The proposal should be submitted in English and include the following:

1. Methodology and Process
2. Timeline and critical path
3. Experience and examples of previous similar undertakings
4. A cost and availability
5. Two references

Applications must be submitted by email to kontakt@righttoplay.com . The deadline for applications is Friday November 6th

Please direct any inquiries and clarifications in regards to this consultancy to Ross Edgeworth redgeworth@righttoplay.com

6. Experience

- 7-10 years professional experience in Nordic Government donor stakeholder engagement, particularly Norway and Sweden, and demonstrable experience of Nordic Government donor foreign policy, funding priorities and streams within the sectors of development
- Other Nordic donor knowledge would be an advantage in line with the requirements stipulated above
- Experience of working with elected officials, government partners, UN bodies and/or INGOs
- Fluency in spoken and written English, along with comprehension of written Norwegian and Swedish is required