



## REQUEST FOR PROPOSALS

### Resource Mobilization Strategy Consultancy

**Background:** Kenya NGO Alliance Against Malaria –KeNAAM is a network of NGOs, CBOs, FBOs, Government and several international health and development entities that are concerned with rolling back malaria in Kenya. KeNAAM was founded informally in 2001 as a network of Civil Society Organizations (CSOs) providing malaria healthcare services in Kenya. In 2003 a secretariat was established hosted by AMREF in Kenya and was formally registered in 2006 with the NGO Board of Kenya.

**Introduction:** KeNAAM intends to commission a consultancy to develop a Resource Mobilization Strategy for the organization. The Resource Mobilization Strategy development will be informed by the organization strategic plan taking cognisance of existing opportunities for fundraising. The purpose of this consultancy is to enable KeNAAM to identify and develop a Resource Mobilization Strategy document that will be implemented to support the achievement of KeNAAM strategic goals.

#### Objectives

The objectives of the consultancy are to:

1. Assess the extent to which KeNAAM goals and objectives have been funded
2. Scan the environment for resource opportunities for KeNAAM
3. Identify and document the opportunities that will provide resources.
4. In line with the organization program areas, provide the framework for resource mobilization to support them

**Scope of Work:** The Consultant will work closely with the KeNAAM Resource Mobilization Steering Committee to develop a Resource Mobilization Strategy document that will ensure the availability of resources for long term development and growth of the organization. The consultant will ensure that the resource mobilization strategy document developed will be able to meet the threshold of practical resource mobilization with clear strategies identifying the different audiences/donors to support the fundraising. The Consultant will ensure that the process is participatory, inclusive, relevant, achievable, and that it holds the organization accountable for tasks leading to desired outcomes.

#### Proposed Activities

Activities related to the proposed strategic plan should include, but not be limited to the following:

- In-depth meetings with the KeNAAM Resource Mobilization Steering Committee. Initial meeting should include a discussion of roles and responsibilities of the Consultant, the work to be completed, and the projected timetable/schedule for completion.
- Thorough review and analysis of relevant documentation, organizational policies, systems and processes, previous and current funding opportunities
- Conduct donor mapping, partnerships and collaborations analyses
- Write and present the inception report incorporating the relevant desk & literature review
- Develop draft concepts for different KeNAAM strategic pillars
- Facilitate one day validation workshop and ensure a consensus is reached for the way forward
- Make any other recommendations to the KeNAAM Board through the Resource Mobilization Steering Committee



**Selection Criteria:**

- The consultant should have a degree or equivalent qualifications with strong and practical resource mobilization skills
- Significant experience in developing non-government resource mobilization documents
- A good understanding of donor environment in the health sector in Kenya
- Excellent communication, facilitation and report writing skills
- Strong understanding of CSOs and donors involved in the delivery of community health services and membership organizations

**Interested Consultants:** Should send a technical and financial proposal and CVs of the strategic Planning Consultants to KeNAAM by the close of business Friday 31<sup>st</sup> January 2017. Send your proposals to [info@kenaam.org](mailto:info@kenaam.org) and copy [Edward.mwangi@kenaam.org](mailto:Edward.mwangi@kenaam.org)