



REQUEST FOR PROPOSAL (RfP)

**Support for Subnational Climate Action
Planning and Access to Climate Finance -
Morocco**

C40 Cities Climate Leadership Group, Inc.
120 Park Avenue, 23rd Floor
New York, NY 10017
United States of America

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1. Organisational Backgrounds

About C40 Cities Climate Leadership Group Inc. ("C40")

C40 is a network of nearly 100 mayors of the world's leading cities, who are working to deliver the urgent action needed right now to confront the climate crisis, and create a future where everyone, everywhere can thrive. Mayors of C40 cities are committed to using a science-based and people-focused approach to help the world limit global heating to 1.5°C and build healthy, equitable and resilient communities. Through a Global Green New Deal, mayors are working alongside a broad coalition of representatives from labour, business, the youth climate movement and civil society to go further and faster than ever before.

The strategic direction of the organisation is determined by an elected Steering Committee of C40 mayors which is co-chaired by Mayor Sadiq Khan of London, United Kingdom, and Mayor Yvonne Aki-Sawyer of Freetown, Sierra Leone. Three term Mayor of New York City Michael R. Bloomberg serves as President of the C40 Board of Directors, which is responsible for operational oversight. A nine-person management team, led by Executive Director, Mark Watts, leads the day-to-day management of C40. C40's three core strategic funders are Bloomberg Philanthropies, the Children's Investment Fund Foundation (CIFF) and Realdania.

To learn more about the work of C40 and our cities, please visit our [Website](#), or follow us on [Twitter](#), [Instagram](#), [Facebook](#) and [LinkedIn](#).

About the Global Covenant of Mayors for Climate and Energy (GCoM)

GCoM is the largest global alliance for city climate leadership, uniting a global coalition of over 13,000 cities and local governments and 100+ supporting partners. The cities and partners of GCoM share a long-term vision of supporting voluntary action to combat climate change and towards a resilient and low-emission society. GCoM serves cities and local governments by mobilizing and supporting ambitious, measurable, planned climate and energy action in their communities by working with city/regional networks, national governments, and other partners to achieve our vision. The coalition comprises cities across 6 continents and 146 countries, representing over 1 billion people or more than 13 percent of the global population.

To learn more about GCoM, please visit our [website](#), or follow us on [Twitter](#), [Instagram](#), [Facebook](#), and [LinkedIn](#).

About the C40 x GCoM Joint Program

Building on a strong foundation of collaborative work over many years, C40 and GCoM are now enhancing their partnership through a new major program for 2023-25, funded by Bloomberg Philanthropies, which focuses on critical areas

where their shared expertise can support cities to deliver urgent and transformative climate action. This includes scaling up joint work across urban finance programs delivered by C40 and GCoM, which address climate finance challenges on both the demand and supply side through activities such as finance diplomacy and advocacy, finance initiatives, finance capacity building and technical assistance support to cities, partner engagement and connecting cities to funding sources.



2. Summary, Purpose, and Background of the Project

Background

Morocco is an endorser of the Coalition for High Ambition Multilevel Partnerships (CHAMP). Agreed at COP28, this multilevel governance initiative aims to support:

1. Inclusion of subnational governments in the development process and content of national climate targets and strategies (including the development of stronger, more urban Nationally Determined Contributions (NDCs))
2. Investment in subnational climate action by improving the enabling environment for subnational governments to access financing for climate projects and programmes.
3. Implementation of projects in cities, states, towns, and regions that reduce emissions and improve livelihoods.

GCoM is entering into a Memorandum of Understanding (MoU) with the Directorate General of Territorial Communities at the Ministry of Interior of the Kingdom of Morocco, along with the Moroccan Association of the Presidents of Communal Councils (AMPCC) and the Association of Moroccan Regions (ARM). The MoU covers a proposed period of three years (2025-2027) with two overarching objectives and three key areas of activity:

OBJECTIVES

- I. Promote the development, adoption and implementation of a Subnational Climate Strategy between the Parties to the 2025-2027 MoU as well as at the Moroccan level, making it possible to bring together all the Moroccan actors concerned around a vision, an agenda, instruments and converging means for subnational Climate action, in alignment and in close coordination with the National Climate Policy, supporting the implementation of the Coalition for High Ambition Multilevel Partnerships (CHAMP);
- II. Support Moroccan local authorities and their partners in setting up and promoting local and regional projects for adaptation and mitigation to Climate Change, in line with and in complementarity with the Nationally Determined Contribution of the Kingdom of Morocco, and to access the corresponding Climate financing (domestic and international, public and private) in order to enable their implementation. It also focuses on supporting the Local Public Networks Directorate (DRPL) of the DGCT in its

programs: management of household and similar waste, energy efficiency and water.



AREAS OF ACTIVITY

- A. Support for the definition and implementation of the Subnational Climate Strategy for the parties to the Convention;
- B. Identification, prioritization and presentation of bankable, sustainable and inclusive projects that will create a national pipeline that can be financed by donors and financial institutions, particularly concerning energy efficiency, water and solid waste;
- C. Technical assistance and support from the DGCT/DRPL in the preparation of local projects for the integrated management of household and similar waste.

In support of this, GCoM and the Government of Morocco have been discussing implementation support and GCoM wish to appoint an in-country co-ordinator to assist in planning, partner engagement, programming and delivery of support in pursuit of these aims and activities.

GCOM's responsibilities under the MoU are as follows:

- Provide project management assistance, in particular by mobilizing the necessary internal and external expertise to support the DGCT, the AMPCC, the ARM, the Moroccan Local Authorities and their partners, in the preparation, implementation and monitoring of the Program, while also promoting the active participation of the DGCT and Moroccan local and regional elected officials in the international Climate agenda; In doing so, we will ensure that the memorandum of understanding is aligned with national climate objectives (NDC 3.0, low-carbon strategy, regional plans) and integrates the contributions of the main ministries and partners (such as the National Climate Committee) for a coherent and inclusive approach;
- Provide training and advice to the elected officials of the AMPCC, the ARM and the DGCT officials in charge of monitoring the Program, and in particular to all members of the Program team recruited for its implementation; GCoM will jointly manage the recruited team with AMPCC; In doing so, we will take into account, where appropriate, similar plans of MDBs and similar institutions, such as the EBRD's Green Cities Action Plans ("GCAPs") currently being developed and implemented;
- Identify, prioritize and prepare bankable, sustainable and inclusive projects that will create a national pipeline that can be financed by financial institutions and donors, particularly in the energy efficiency, water and solid waste sectors, with the ultimate aim of ensuring the continuity and final realization of investments in the area of urban climate; in doing so, we will coordinate with MDB partners where appropriate, given the diversity of their financial instruments and their access to concessional loans and grants;
- Mobilize grants and seek funding from potential technical and financial partners of the program addressed to the DGCT, AMPCC and ARM

(multilateral and bilateral donors, UN agencies, foundations, private investors, technological solution providers, research institutes, etc.) and create a logic of multi-level and multi-actor partnerships for the deployment of solutions on the scale of the Moroccan territory; Strengthen the capacities of the DGCT and the Territorial Communities for access to Climate finance.



Summary

A group of partners ("CHAMP Morocco Partners") are being supported by GCoM/C40 with the purpose of supporting national governments and representatives of cities and subnational governments to engage in country-level coordination efforts with national government ministries, development finance institutions, existing initiatives of bilateral donors and international organizations, including city and subnational networks, with the goal of identifying and implementing actions to increase the financing and implementation of climate-relevant projects in cities.

These partners will initially include the European Investment Bank (EIB), European Bank for Reconstruction and Development (EBRD), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ), NDC Partnership, and the World Bank, and will be expanded over time to include partners with relevant experience and appetite for urban climate finance in Morocco. While these partners are not signatories to the agreement, GCoM are coordinating activity with them in pursuit of the delivery of CHAMP objectives in Morocco.

Within the first year following signing of the agreement, three events are foreseen:

1. A closed-door meeting between MoU signatories and the group of existing CHAMP Morocco Partners, to agree approaches to oversight and implementation of the Agreement.
2. A Finance Forum (foreseen in May 2024), to map the landscape of existing climate finance programmes and partnerships across Morocco and to engage additional delivery support agencies and notably finance partners.
3. A project pipeline identification event (foreseen in autumn 2025), to link climate action plans, regional development plans and other relevant local and regional information and to begin to identify project ideas.

In and around this series of events, the consultant will be expected to liaise with other relevant local implementation agencies, (including ministries, FM6e, 4C, local financial institutions) and to build strengthened partnerships in pursuit of the Agreement and of CHAMP in Morocco.

Purpose of the RFP

The consultant(s) will assist the GCoM and CHAMP teams in preparing for and delivering the events, including identifying relevant organisations in the country across multiple sectors and partnership building with them, liaison with DGCT AMPCC and ARM, and the production of materials and information to engage

further with partners and operators in the urban finance space. The consultant(s) will also support the production of reports to summarise the main discussions, opportunities and next steps for Moroccan cities.



The main activities expected to be delivered by the consultant are (further details provided in section 3):

- **Activity 1. Support the GCoM and CHAMP teams in partner engagement and partnership management**
- **Activity 2. Subnational Climate Strategy development process oversight and coordination**
- **Activity 3. Project pipeline development coordination and data base management as well as monitoring**

Consultants are also expected to attend regular project management calls with GCoM and CHAMP teams.

3. Project scope

The selected consultant(s) will deliver the following activities:

1. Project Coordination & Stakeholder Engagement

- Act as the primary liaison between DGCT, AMPCC, ARM, GCoM and Moroccan Local Authorities, and key national and international partners.
- Facilitate alignment of program activities with national climate objectives (NDC 3.0, low-carbon strategy, regional plans).
- Coordinate inputs from ministries, financial institutions, and MDBs to ensure program coherence.

2. Capacity Building & Training

- Conduct a needs assessment to identify knowledge gaps among AMPCC, ARM, and DGCT officials.
- Design and deliver targeted training sessions on climate finance, project development, and program monitoring.
- Provide advisory support to local and regional elected officials, strengthening their role in international climate engagement.

3. Project Pipeline Presentation

- Support the identification and prioritization of **urban climate projects** (focus on energy efficiency, water, and solid waste).
- Identify projects aligned with existing MDB frameworks.

4. Quality Assurance



To ensure the best quality of work, the following best practices will be required (bidders are welcome to add additional quality assurance measures to strengthen their proposal):

a) Project Management

- Kick-off meeting with team leads to explain the project and the activities that will be led by the consultant. GCoM will provide a Work Plan, in which all deliverables and deadlines will be defined with the consultants' input.
- Project Management activities should be conducted via bi-weekly (1 hour maximum) follow-up meetings¹. All meetings should be included in the price.

b) Expected quality of deliverables

- C4O and GCoM will provide templates for the main deliverables. After agreeing to the template, the successful candidate is to make up to two rounds of drafts and revisions. Necessary amendments are to be included in the price.
- For final reports, C4O and GCoM and the consultant will agree on a contents list before work begins.
- The consultant is expected to demonstrate attention to detail and good visual quality of the deliverables.
- Research and presentations of external visual content must be accompanied by sources.

5. RFP and Project Timeline

RFP Timeline:

All proposals in response to this RFP are due no later than **2 May 2025**.

Evaluation of proposals will be conducted from **5 May 2025**. If additional information or discussions are needed after this window, the bidder(s) will be notified.

The selection decision for the winning bidder will be made no later than **16 May 2025**.

¹ Bidders are not expected to have their own Zoom accounts as calls will be hosted on C4O's Zoom account.

Project Timeline:

Contracting is expected to take place between **19 and 23 May 2025** with work commencing as soon as the contract is fully signed.



All activities presented in this RFP will be conducted from the signing of the contract and delivery deadlines will be defined in agreement with the consultants.

The definition of the consulting team is up to the bidder. One or more consultants are expected to deliver this project.

6. Bidder Qualifications

Location: The independent consultant(s) must be based in Morocco.

Project Management and additional competencies (of individual or team proposed):

- Excellent coordination and partner engagement skills (to liaise with the C4O and GCoM teams and relevant external institutions).
- Ability to track work plans, and develop key deliverables according to an agreed timeline. Proactive, highly organized, sets priorities, produces high-quality outputs, meets deadlines, and manages time efficiently.
- Able to communicate articulately (written and verbally) on the technical topics outlined in this RFP, as well as translate key information for a non-technical audience where necessary.
- Professional behavior, sticking to pre-agreed discussion topics.
- Strong existing network of experts that can be engaged for this project, in the sectors relating to this RFP (e.g. climate finance/climate action planning at city or regional level in Morocco).
- **Language competence in English, French and Arabic (Moroccan) is essential.**

Experience:

- Technical knowledge and project experience in one of the following areas, as they relate to cities and climate/climate finance in Morocco: energy efficiency, water security and management, waste management.
- Technical knowledge of financing climate projects is an advantage.
- Understanding of main municipal and regional structures in Morocco.
- Experience working with international, national, and city-level experts and financial institutions.
- Experience developing and delivering presentations and facilitating event sessions (e.g. panels, roundtables, discussion groups).
- Competent in using key software packages (MS Office Suite, Zoom, and Google Suite).

7. Request For Proposal and Proposal Evaluation Criteria

The bidder should present a quote for the development of the project, including the respective documents (all mandatory):

- 1. Description of the costs and expected number of person days dedicated per activity and related tasks, and total for all activities.**
 - a. Be concise and clear.
 - b. **Attention:**
 - i. All taxes should be stated and included in submitted quotes.
 - ii. Please note that the contracting entity is C4O's US Office.
 - iii. **Costs should be presented in USD.**
 - iv. **The document should be a maximum of 10 pages** (excluding the content covered by items 2 and 3 below).
 - v. **The total cost of the project cannot exceed USD 100,000.**
- 2. Resume (CV) of the consultant(s), proving the desired experience and competencies required for this project (see section 6).**
- 3. Proof of previous experience (at least two) is attached to the proposal.**
 - a. Recommendations are welcome but are not required.

Proposal evaluation criteria

Criteria 1: Mission Alignment Measured by: <ul style="list-style-type: none"> ability to meet requirements supplier alignment with C4O/GCoMs goals on greenhouse gas emission reduction and promoting climate adaptation and resilience. 	10%
Criteria 2: Technical Expertise and proven experience Measured by: <ul style="list-style-type: none"> Ability to prove Technical expertise, previous experience, project management capabilities, cultural fit quality, and availability of the team, according to the request from item 6 (Bidders qualifications). This should be documented in the Resume (CV) and supporting material of proven previous experiences. References from other clients related to the work are welcomed, but it is not mandatory. 	50%
Criteria 3: Value for money , understood as: <ul style="list-style-type: none"> Economy: minimizing the cost of resources used/spending less Efficiency: the relationship between the output from goods/services and the resources to produce them Effectiveness: the relationship between the intended and actual results 	35%

<ul style="list-style-type: none"> Equity: the extent to which services reach the intended recipients fairly <p>Measured by:</p> <ul style="list-style-type: none"> Description of the costs and expected hours dedicated to each activity, and total for the three activities + taxes. 	<div style="border: 2px solid black; padding: 5px; text-align: center;"> C4O CITIES </div>
<p>Criteria 4: Equity, Diversity and Ethical Alignment</p> <p>C4O is looking to appoint an organisation that shares our values. Five percent of the evaluation will focus on these factors and bidders are encouraged to link to their relevant organisational policies and principles.</p>	

Each bidder must submit the documentation requested to the email addresses below no later than **2 May, 2025**.

Andy Deacon, Co-Managing Director, Global Covenant of Mayors for Climate and Energy (GCoM)

Email: adeacon@globalcovenantofmayors.org

Asif Nawaz Shah, CHAMP Head of Impact and Global Partnerships, C40 x GCoM Joint Program

Email: ashah@globalcovenantofmayors.org

Any questions can be sent to the above two contacts via email. Anonymised responses to questions will be provided here ([link](#)) when the Q&A period closes.

Based on the submissions received, C4O reserves the right to promote the establishment of consortium relationships or request potential suppliers refine their submission after receipt.

Please also copy: gshort@c40.org on all submissions.

9. Terms and Conditions

- [Standard C4O Service Contract Template](#)

10. Additional Requirements

C4O expects third parties to abide by the following policies:

- Non-Staff Code of Conduct Policy [here](#)
- Equity , Diversity and Inclusion Policy [here](#)

Disclaimer

C4O will not accept any liability or be responsible for any costs incurred by respondents in preparing a response for this RFP.

Neither the issue of the RFP nor any of the information presented in it should be regarded as a commitment or representation on the part of C40 (or any of its partners) to enter into a contractual arrangement. Nothing in this RFP should be interpreted as a commitment by C40 to award a contract to a bidder as a result of this procurement, nor to accept the lowest price or any tender.

