

## TOR Clarifications: Climate & Nature Impact Assessment Consultant, CLIC Connector

Please note: Responses have been provided only to questions received by the deadline specified in the TOR. Where duplicate or substantially similar questions were received, these have been consolidated into a single response.

No.	Question	Response
1	Can the proposal be submitted by a consortium of independent consultants rather than a single firm? If so, is it possible for consortium members to invoice CPI separately under the same contract framework? This would help avoid double taxation.	This TOR is intended for a team of consultants from a single firm.
2	What is the anticipated baseline data maturity of the selected SMEs, and will the consultant have direct access to SME management to gather missing data?	Data availability varies greatly across SMEs and is one of the challenges we navigate. The consultant will have direct access to SME management to identify available data and options for gathering data, if possible within the timeframe of the analysis.
3	Should the financial proposal assume exactly three SMEs for the Latin American cohort, or should we price this section on a per-SME basis in case fewer than three are selected?	Please price the financial proposal under the assumption the assignment will cover five African SMEs and three Latin American SMEs. Your budget proposal should include a clear daily rate for consultants supporting on the delivery as well as the price per assessment.
4	The Africa cohort budget has an indicative upper limit of approximately GBP 37,500 for 5 SMEs. Given the budget ceilings, is there a maximum number of SMEs you anticipate approving for the 14-day "extended model," or is this entirely dependent on the consultant's proposed daily rates?	Yes, we will only offer the extended model to SMEs with available budgets. Only consultants with budgets that could support a reasonable number of SMEs would be considered to ensure we provide high-quality technical assistance to cohorts.
5	The RFP states that deliverables are expected to be reviewed by the "Consultant's senior staff for quality assurance". Does this requirement preclude independent consultants (sole proprietors) from applying, or is peer review/self-directed QA acceptable for individual experts?	This TOR is designed for a team of consultants given the volume and pace of work across two regional cohorts. The QA requirement is intended to ensure deliverables are reviewed before submission to CPI. Proposals should include a brief description of the team's QA approach, covering calculations, technical analysis, and written quality.
6	Have the SMEs for the upcoming Africa and Latin America cohorts already been selected, or will these be confirmed later in the programme?	The SMEs for the Africa cohort will be selected in Spring 2026, and the SMEs for the LAC cohort will be selected in Autumn 2026.

7	Could you kindly indicate the likely countries or geographic distribution of the SMEs (if known)?	The geographical distribution of the selected SMEs is not yet known.
8	Based on previous cohorts, what level of operational and sustainability data do SMEs typically provide at the outset (e.g. production data, land area, input use, emissions-related data)?	Typical data available includes number of farmers, production volumes, land area, practice descriptions, geographic locations, input use volumes. Some SME will have carried out some surveys including during onboarding of farmers. Varies across SMEs and their business models. Most won't have emission data, we will deduce it based on practices, land area, input use etc.
9	For SMEs requiring extended analysis, could you share examples of the types of quantitative methods or metrics applied in previous cohorts (e.g. GHG estimation approaches, land-use or biodiversity indicators)?	See Workbook and Indicators list. Common metrics have included GHG emission savings from avoided food loss/reduction in synthetic fertilisers/fuel switching/changes in farming practices/recovery of degraded land/land use change, using tools like ExAct. To date, biodiversity has been assessed more qualitatively using geospatial tools. Adaptation/resilience has mostly been assessed qualitatively and with measures such as income increase, access to special equipment or services etc.
10	To what extent are consultants expected to apply specific tools versus adapting approaches within the Connector framework?	Consultants are expected to use the methods and tools developed by CLIC or reputable third party tools such as ExAct, WWF Risk Filter, WRI Global Forest Watch Pro etc. Ideally the consultant will bring knowledge of other leading tools and methods to complement those already identified and trialed by the CLIC team.
11	Do the Connector templates and guidance align with specific international standards or frameworks (e.g. GHG Protocol, IPCC methodologies, IRIS+, TNFD-aligned approaches), or is there flexibility for consultants to apply appropriate methodologies within the provided structure?	We seek to align with GHG Protocol and IPCC methodologies for GHG calculations by using reputable calculators, emission factor databases etc. Ideally the consultant will bring knowledge of other leading tools and methods to complement those already identified and trialed by the CLIC team.
12	What level of data maturity should we expect from SMEs entering the cohorts? Where data quality or availability proves insufficient to populate the Impact Assessment Workbook meaningfully, what is the expected course of action: should the consultant flag this as a limitation, or is there scope to adapt the assessment approach?	Data maturity is very variable across SME but is one of the factors considered during selection i.e. the CLIC team will select SMEs that appear to have some of the basic data required for relevant assessments. Where there are particular gaps, the Consultant will be expected to use secondary literature to show likely impacts and highlight what data SMEs should collect in the future to enable a more accurate IA.

13	Of the eight SMEs in scope, how many are anticipated to require the extended model (up to 14 days) and is there an upper limit of the number of extended model assessments that will be requested?	On average, approximately half of the selected SMEs are expected to require the extended model. However, this will be confirmed on a case-by-case basis, subject to data availability and prior written agreement between CPI and the consultant, as outlined in the TOR.
14	Will the consultant have direct access to SMEs for interviews, data requests, and validation?	Yes, the consultant will have direct access to SMEs for interviews, data requests, and validation. Engagement will be facilitated through virtual meetings and shared workspaces, with coordination support from the CLIC Connector team throughout the assessment process.
15	Is the assignment fully remote with no travel expenses?	Yes.
16	The TOR notes that the standard allocation is six days per SME, with the possibility of up to eight additional days for extended quantitative analysis where justified. For budgeting purposes, should proposals assume the six-day model for all SMEs, with additional days agreed on a case-by-case basis during implementation, or should bidders include an assumed allocation for extended analysis within the proposed budget structure?	Proposals should assume the six-day standard model for all eight SMEs as the baseline. Additional days for extended quantitative analysis will be agreed on a case-by-case basis during implementation, subject to prior written approval and available budget, as outlined in the TOR. Bidders should ensure their daily rate structure and per-SME costs are clearly presented to facilitate any such adjustments.
17	Please clarify the expected assignment timelines. We understand that "delivery is expected to align with the Africa and Latin America Connector cohort timelines," but we wanted to clarify whether the delivery is expected to be staggered (e.g., delivery of approximately one SME assessment per month) or instead whether it is expected that there may need to be multiple assessments delivered together by particular date(s)?	<p>Within each cohort, all SME assessments will run in parallel on the same timeline rather than being staggered. Consultants should therefore have sufficient capacity to manage multiple assessments simultaneously within each cohort period.</p> <p>The indicative timelines are as follows:</p> <ul style="list-style-type: none"> <li>• Africa cohort (5 SMEs): Work expected to begin June 2026 and conclude by Mid-September 2026.</li> <li>• Latin America cohort (3 SMEs): Work expected to begin late October / early November 2026 and conclude by end of March 2027.</li> </ul> <p>Exact dates will be confirmed with the selected consultant ahead of each cohort.</p>
19	For cases where GHG accounting is required, what level of methodological rigor is typically expected (e.g., activity-based estimates using emission factors versus more detailed value-chain modelling)?	The former is sufficient and use of reputable calculators following GHG Protocol is welcome to reduce potential manual errors. In the past some carbon market methodologies have been used e.g. for biogas calculations. But generally simple calculations or use of calculators assists with future replication.

20	If the participating SMEs have already been identified, have they already been engaged or trained on this topic by CLIC? Do they know what to expect and do they have any data on indicators that may become relevant?	We start working with the SME after selection. Selection has not yet taken place. CLIC has produced an online Masterclass for SME on IA but it is unlikely selected SME will have already followed it when we start working with them.
20	Could you share the specific type of agribusinesses/activities that these SMEs engage in?	For more information on the type of agribusinesses we support see here: <a href="https://climateshotinvestor.org/agribusinesses">https://climateshotinvestor.org/agribusinesses</a>
21	Will the CLIC Connector team coordinate the data collection and the engagement with the SMEs, or will this need to be done by the consulting team?	This is a shared responsibility. The CLIC Connector team will facilitate introductions and coordinate overall SME engagement, while the consultant will be expected to lead direct interactions with SMEs for the purposes of data collection, interviews, and validation. All coordination will be supported through regular check-ins with the CLIC Connector team and shared virtual workspaces.
22	Are there any expected "dead periods" during which the work may be on standby for an extended time (more than 2 weeks) until the next assessment? Or could all assessments be conducted one after another (within the Cohort timelines)?	Within each cohort, assessments are expected to run consecutively. However, consultants should note that there will be a quieter period between mid-September and end of October 2026, during which the CLIC Connector team will be focused on selecting the Latin American cohort. Limited work is anticipated during this period. Full engagement will resume with the start of the LAC cohort in late October / early November 2026.
23	How many rounds of CPI quality review are expected to take place for each deliverable and how many days are review periods expected to take? Will SME validation be conducted in parallel with the CPI quality review(s) or afterwards? And how many days are these validations expected to take?	CPI will review the draft impact report once. Once comments are addressed, the draft report is sent to the SME for review typically giving 1-2 weeks window to review and comment. The consultant will then finalise the report and share it with the SME.
24	Is our assumption correct that the proposal length limit is 3-4 pages + CVs + budget? Are we able to include an Annex with project references or other additional information?	Yes, the technical proposal should be a maximum of 3-4 pages, with CVs and the budget proposal submitted as separate components. A concise annex of project references or similar supporting information is permitted, but applicants are encouraged to keep this brief and relevant. Proposals should not be excessively long.
25	What documents should be submitted when applying and where?	Please submit a technical proposal and a financial proposal via the the cover letter function, and consultant(s) CVs via CV function.
26	Are SME profiles (sector, geography, stage) available in advance to inform methodology design?	SME profiles are not available in advance, as the cohorts have not yet been selected. Proposals should therefore demonstrate a methodology that is adaptable across a range of agrifood sectors,

		geographies, and business stages, in line with the scope outlined in the TOR.
27	As the TOR specifies that the consultant will conduct climate and nature impact assessments for assigned SMEs using established Connector guidelines and templates, could you confirm whether these SMEs have already been pre-identified and shortlisted prior to the assignment?	The SMEs have not yet been selected. The Connector team sources scalable agrifood SMEs that are investment-ready and demonstrate climate, nature, and livelihoods impact. The selected consultant will be assigned SMEs at the appropriate stage of each regional cohort cycle, in line with the timelines set out in the TOR.
28	For extended GHG analysis, does CPI have preferred open-access tools or methodologies?	See 10 and 19.
29	Are there specific biodiversity or land-use tools that CLIC recommends or has used in prior cohorts?	WWF Global Forest Watch Pro and WRI Risk Filter
30	For the African and Latin American cohorts, which countries/regions are anticipated? (This informs context research and language requirements.)	We are agnostic. All work is done in English – SMEs sign up to this approach. That said, particularly for the LAC cohort, our experience shows that Spanish skills are very helpful. For Africa, Consultant working knowledge of French could be useful depending on the countries that selected businesses are focussed on.
31	Although meetings are expected to be held online, is travel to SME sites anticipated, optional, or not required, and in the absence of on-site travel or face-to-face meetings, what types of costs are typically considered reimbursable (e.g., local operational expenses such as electricity, equipment maintenance, software, etc.)?	No travel to SME sites is anticipated or required; all engagement will be conducted virtually. No reimbursable costs are foreseen beyond the agreed fees. Proposals should therefore reflect an all-inclusive daily rate, with no additional expenses expected.
32	The Africa cohort timeline (June–October 2026) overlaps with the Latin America inception (November 2026). Is parallel work on both cohorts expected, or sequential delivery?	Delivery will be sequential. The Africa cohort (5 SMEs) will be completed before work on the Latin America cohort (3 SMEs) begins. As noted in the TOR, the Africa cohort is expected to conclude by September 2026, with the Latin America cohort commencing in late October / early November 2026.
33	The TORs mention "light advisory and feedback to the CPI team on methodology improvements." What level of input is expected (e.g., written recommendations post-cohort, verbal feedback during check-ins, structured process review)?	Verbal feedback during check-ins or verbal/ written recommendations are welcome at all stages of implementation, in the spirit of continuous improvement of our approaches.
34	Are you able to share further specifics on the geographies of the SMEs? The geographies mentioned are vast, and therefore so are the challenges. Any further insight into where they're located may help.	Specific SME geographies are not yet available, as the cohorts have not been selected. Proposals should therefore demonstrate adaptability across sub-Saharan Africa and Latin America more broadly. Further detail will be shared with the selected consultant ahead of each cohort.

35	In your experience, what level of engagement and stakeholder management is required with each SME in order to achieve good quality outputs and outcomes?	In our experience, effective SME engagement typically involves regular weekly calls for deeper collaborative work, supplemented by frequent communication via email and other messaging channels. Consultants should factor this level of engagement into their workplans and ensure sufficient capacity for responsive, ongoing SME interaction throughout each cohort.
36	Can you please confirm whether the use of live AI translation tools is allowed? Whilst a few of us speak basic-conversational Spanish and French, we would prefer the certainty of direct, transcript translations.	The use of AI translation tools is permitted on a case-by-case basis where necessary. However, consultants should ensure that any use of such tools does not compromise the accuracy or quality of SME engagement and deliverables. The ability to communicate directly in French, Spanish, or Portuguese remains an advantage, as noted in the TOR.
37	To thoroughly carry out the regional context analysis, the consultants may need to conduct stakeholder engagement, for example to access unpublished recent data. What resources would the CLIC connector team provide on the local level to allow access to such contacts, if needed?	The CLIC Connector team will facilitate introductions to SMEs and provide relevant programme materials, but consultants are expected to independently source any additional stakeholder contacts or unpublished data required for the regional context analysis. Proposals should reflect this in their methodology.
38	Can you please advise on the sectors/types of activities that the 8 SMEs would fall under to allow for a more targeted and tailored technical proposal?	The specific sectors and activities of the eight SMEs are not yet known, as the cohorts have not been selected. Proposals should therefore demonstrate a methodology that is adaptable across the range of activities outlined in the TOR. Further detail will be shared with the selected consultant ahead of each cohort.
39	Within the Purpose of the Assignment section, it is stated that the number of SMEs would be up to 5 SMEs for Africa and up to 3 for Latin America, while the number of SMEs is set at 5 African and 3 Latin American within the Deliverables and indicative timeline section. Please clarify.	The assignment covers five African SMEs and three Latin American SMEs. The "up to" language in the Purpose section reflects a general programme parameter, while the Deliverables and Indicative Timeline section confirms the expected numbers for this assignment. Proposals should be based on five African and three Latin American SMEs.
40	Please indicate expected deliverables.	<p>Assignment-level: 1. Refined workplan, timelines, and communication channels agreed at inception.</p> <p>Per SME (all eight): 2. Populated Climate and Nature Impact Assessment Workbook, including a clear impact pathway. 3. Final Climate and Nature Impact Report, incorporating CPI and SME feedback. 4. Investor-facing impact slide and input to the deal book.</p> <p>Per SME (extended model, agreed in advance for a subset): 5. Additional quantitative analysis (e.g. GHG</p>

		<p>accounting, climate resilience scenarios, biodiversity/land use metrics).</p> <p>Ongoing: 6. Light advisory input to CPI on methodology and process improvements.</p>
41	What level of detail (as regards the tools to be used) is expected for the 3-4 pages technical proposals, considering the SMEs may cover a spectrum of thematic areas?	Applicants should demonstrate familiarity with a range of relevant tools and methods, and outline their general approach to selecting and applying appropriate tools based on SME context and data availability.
42	There are 5 months allocated to both cohorts while the Africa cohort has a larger number of SMEs, could this time allocation be revised in case of delays from SME side?	The cohort timelines are fixed and cannot be revised. Consultants should factor potential SME-side delays into their workplans and ensure sufficient flexibility in their approach to maintain delivery within the agreed timeframes.
43	Regarding the budget, it was mentioned that a maximum of GBP 60K is available for this assignment, does this cover both the standard and extended models? It was mentioned that beyond the 6 days per SME, an agreement and budget would be agreed upon, please clarify.	The GBP 60,000 ceiling covers the full assignment, including both standard and extended models (for a selected number of agri-SMEs). The budget is designed to cover all eight SMEs at the six-day standard model, with a pool of additional days available for approximately half of the SMEs that may require the extended model. Any allocation of extended days will be agreed on a case-by-case basis with the CLIC Connector team, subject to available budget and prior written approval.
44	If it turns out a subject matter expert is needed on a certain topic, for example for certain quantitative analyses, is there a process to add new members to the team, should the scope call for it?	Any changes to the proposed team, including the addition of new members or subject matter experts, must be agreed in advance with the CLIC Connector team. CVs for any new or substitute experts will need to be reviewed and approved by CPI before they are engaged on the assignment.
45	When applying for the job, there are two attachment options (BambooHR)	All CVs should be uploaded via the CV field. The technical and financial proposals should be combined into a single document and submitted via the cover letter field. There is no need to send documents separately by email.
46	Can you please confirm the contracting location/office.	Contracting office for these terms would be CPI's US office.
47	What terms does the grant operate under?	This grant operates under an existing FCDO accountable grant and will cascade applicable FCDO terms and conditions, for more information see: <a href="#">6: Grant Agreements (HTML) - GOV.UK</a>