



**Result Based Management  
Training for CSOs in Georgia  
March 2015**

**CALL FOR PROPOSALS**

Eurasia Partnership Foundation (EPF) invites proposals from qualified organizations or individuals to conduct training on result based management (RBM) for Georgia's civil society organizations (CSO).

**ABOUT EPF**

Eurasia Partnership Foundation's mission is to empower people to effect change for social justice and economic prosperity through hands-on programs, helping them to improve their communities and their own lives. To achieve its mission, EPF strives (1) to strengthen the capacity of individuals and institutions, empowering them to address pressing issues and (2) to mobilize relevant stakeholders in issue-based dialogue, through raising public awareness and creating various coalitions, platforms or working groups, so as to effect positive change.

EPF's work is guided by the following approaches: (1) creating opportunities for civic participation in public policy making, (2) engaging youth, (3) fostering culture of corporate and community philanthropy, including through formation of public-private-NGO partnerships, (4) promoting evidence-based advocacy and decision making, and (5) building confidence across religious, ethnic, and community divides.

Some of EPF's flagship programs include Engage and Monitor for Change, European Integration, Youth Integration, Social Enterprise, and Open Door Grantmaking.

To contribute to the achievement of its mission, EPF is implementing the following six programs: Engage and Monitor for Change, European Integration, Youth Integration, Social Enterprise Development, Partnership for Budget Transparency, and Open Door Grantmaking. In these efforts, EPF is supported by the Swedish International Development Agency (Sida) and the European Union (EU), and other public and private donors.

**GOAL AND OBJECTIVES**

The overall goal of the requested training on RBM is to reinforce capacities of CSOs in Georgia on the core principles, notions and concepts of RBM and how they apply to designing, implementing, and reporting on grant projects. Specifically, the trainer should enhance the participants' ability to formulate, follow-up, and achieve results. The design of results-oriented projects using Logical

Framework Approach/results matrix should be an integral part of the RBM training. The training should combine theoretical presentation and exercises to ensure that theoretical concepts are utilized in practice.

## **TRAINING MODULE**

The RBM training should include but not limited to: (1) presenting what are the advantages of utilizing the RBM approach and how it can help to respond to questions relevant at all stages of the project cycle (preparation, implementation, reporting, evaluation); (2) exercises on how to develop realistic (and measurable) objectives of a grant project; (3) examples of sound performance monitoring systems that include measurable and realistic indicators, means of verifications, targets, and what is needed to get necessary baseline data; (4) discussions and practical exercises on performing risk analysis, both external and internal.

## **DELIVERABLES**

1. Develop and deliver the training module in line with the RFP, including training materials in Georgian
2. Provide follow-up technical assistance (TA) to the training participations during 6 months after the completion of the training
3. Bi-monthly reports on the provision of TA

## **REQUIRED QUALIFICATIONS**

- Have extensive and proven experience in application of RBM, preferably in the civil society sector
- Proven experience of conducting RBM trainings for CSOs
- Experience working with nascent and less developed civil society organizations to improve their project management capacities

## **REVIEW PROCESS AND SELECTION CRITERIA**

Interested applicants must submit the following information to EPF:

- Cover letter, which includes a concise and detailed description of the consultant's qualifications and how the applicant meets the requirements specified in the terms of reference
- Examples of the three most recent training programs that were designed and implemented by the applicant on developing effective and sustainable CSO networks/coalitions
- CV(s), and
- Financial proposal/budget that includes a breakdown of costs (e.g. consultancy fee, per diem, travel related expenses).

The proposal must be submitted in English. The selection criteria will include the following:

- Degree to which the proposal meets requirements of the RFP
- Degree to which consultant's qualifications and experience match EPF's needs outlined above
- Cost-effectiveness of the proposal.

EPF guarantees the confidentiality of applications. The Foundation does not use information presented by the applicants for purposes other than review and does not provide this information to any outside persons or institutions, except in cases, where it is required by the law of Georgia or by EPF funders.

## **BUDGET**

The budget for this assignment should not exceed **USD 3,500** for training services including development of training material. This sum does not include expenses for travel, accommodation and per diem. These expenses should be included in the proposal budget by foreign trainer(s), and will be remunerated by EPF upon submission of relevant documents.

## **SUBMISSION**

Proposals can be submitted directly to EPF's office. EPF is located at 3, Kavsadze str, 2<sup>nd</sup> Floor, 0179 Tbilisi, Georgia. Tel./Fax: (995 32) 225-39-42, 225-39-43 e-mail: [info@epfound.ge](mailto:info@epfound.ge)

Proposals may be submitted by email to Rusudan Jandieri, Program Assistant [rjandieri@epfound.ge](mailto:rjandieri@epfound.ge)

Please indicate "***RBM Training***" in the subject line of your email. Request a confirmation of the receipt of your application, if it is not provided to you within 24 hours of the submission.

Questions about this call should be directed to Zaal Anjaparidze, Senior Program Manager, [zanjaparidze@epfound.ge](mailto:zanjaparidze@epfound.ge)

## **TIMELINE**

Announcement: **March 17, 2015**

Deadline for submission of applications: **April 14, 2015 by 17:00 (Tbilisi time)**

Award announcement: **April 24, 2015**