The Rockefeller Foundation
Making Opportunity Universal and Sustainable

# Request for Proposals (RFP)

**Transition Credit Market Development Consultant**

November 20, 2025

# Contents

# Purpose and Objective

The Rockefeller Foundation (the Foundation/RF/we/our/us) is seeking a consultant to help the Power team mobilize demand for transition credits in compliance markets across key target markets by turning our strategy into action — gathering market insights, distilling technical inputs into effective outreach materials, and coordinating engagement with regulators, policymakers, and market experts.

## Overview

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| **RFP Manager:** | jcurtin@rockfound.org |
| **RFP Point of Contact:** | procurement@rockfound.org **(subject line: "RFP 00092")** |
| **RFP Deadline:** | December 19, 2025 |
| **Location of Work:** | United Kingdom or European Union (preferred) |
| **Reporting to:** | Joseph Curtin, Vice President, Energy Transitions (based in New York City, USA) |
| **Project Start/End Dates:** | February – December, 2026 (anticipated) |
| **Collaborating Partners:** | RF's Coal to Clean partners including Kinetic Coalition, South Pole, RMI, Climate Institute, CEPS, IGES, IEA etc. |
| **Level of Effort:** | Approximately 12 days per month |

## Background

The Rockefeller Foundation's Coal-to-Clean Credit Initiative (CCCI) is advancing Transition Credits (TCs) — a new class of high-integrity carbon credits designed to enable the managed, early retirement of coal assets and their replacement with renewable energy, within a just transition framework, in emerging markets.

In 2026, the Foundation aims to expand awareness, understanding, and uptake of Transition Credits through regulatory and policy engagement, market activation, and targeted education among policy and market actors. This consultancy will translate that goal into a focused 2026 Compliance Market Activation Plan, delivering measurable progress toward regulatory recognition, integration, and demand readiness for Transition Credits.

## Our Mission

Our mission, promoting the well-being of humanity throughout the world, remains unchanged since 1913. Today, that mission requires us to work with partners across sectors and political lines to deliver results for Americans and people across the world.

## Our Vision

In 1913, John D. Rockefeller established a foundation to use science and technology to solve humanity's toughest problems at their roots, rather than alleviate their symptoms with charity. More than a century later, we come to work each day with the same ambitious mindset: we can solve today's big problems like climate change, not just settle for small improvements.

Today, we are data-driven experts willing to take risks and the long view on the big bets and partnerships needed to scale revolutionary solutions. We remain optimistic about the future — even at a pessimistic, divisive time — because we have seen it's possible for individuals, parties, and institutions to work, learn, and transform the world together.

## What We Believe

https://www.rockefellerfoundation.org/about-us/mission-and-vision/

**We believe** that many of the greatest challenges of our time are solvable.

**We believe** that connectivity powers change.

**We believe** our history is our greatest resource.

**We believe** that impact is more achievable when our team engages actively alongside grantees and partners.

**We believe** we should leverage all of our assets for good.

**We believe** in the power of data and evidence to inform what we do, and how we do it.

**We believe** that timing is everything.

**We believe** that our work should reduce disparities.

## Our Work

The Rockefeller Foundation uses grantmaking and other tools to deliver results for people, especially those often left behind, in the United States and around the world. Our current work aims to take new technology or ideas — or novel ways to apply existing ones — to help improve public health, create nutritious and sustainable food systems, connect people to electricity, and enable meaningful economic opportunity.

# Scope of Work

## Service Specifications

The consultant will undertake four interrelated workstreams:

**Workstream 1: Strategy Operationalization**

- Translate the Foundation's demand-mobilization strategy into a detailed 2026 Compliance Market Activation Plan, with milestones, target markets, and engagement timelines.
- Develop structured engagement materials — technical notes, regulator briefings, and Q&A summaries — articulating the integrity and value proposition of Transition Credits.
- Ensure alignment with evolving integrity frameworks (ICVCM, Article 6, CORSIA, EU/UK ETS developments).

**Workstream 2: Market Intelligence and Stakeholder Mapping**

- Identify and prioritize two tiers of target markets:
  - *Group 1 (Whitelist Markets)* – where procedural recognition of the CCCI methodology is feasible in the near term (e.g., Singapore, Sweden, Norway).
  - *Group 2 (Policy Development Markets)* – where sustained policy education and regulatory engagement are needed to inform consideration of international credit use (e.g., UK, EU, Korea, Canada, Japan).
- Map relevant regulatory processes, consultation timelines, and decision points.
- Maintain a stakeholder tracker capturing key contacts, engagement status, and next steps.

**Workstream 3: Regulatory and Policy Engagement**

- Lead structured outreach to government agencies, regulators, and standards bodies to inform and build understanding of Transition Credits.
- Coordinate bilateral meetings, workshops, and technical consultations, involving Foundation or partner representatives where appropriate.
- Prepare and submit written technical inputs to policy consultations and regulatory reviews (e.g., EU ETS international credit framework, UK ETS flexibility review, Article 6 MoUs).

**Workstream 4: Coordination, Monitoring, and Reporting**

- Coordinate across the Foundation's ecosystem of partners to ensure coherent, aligned outreach, including:
  - RMI and South Pole for technical and methodological inputs;
  - C2ES and Kinetic Coalition for demand-side strategy and messaging;

    - Regional think-tank partners in key geographies (UK, EU, Canada, Japan) for local policy insights and stakeholder access.
- Participate in weekly coordination meetings with the RF Energy Transitions team to review progress, priorities, and alignment.
- Provide regular progress updates summarizing engagement outcomes, risks, and opportunities.
- Deliver a year-end synthesis report with recommendations for the 2027–2030 scale-up phase.

## Management and Reporting

The consultant will report to the Vice President, Energy Transitions.

All outputs will be reviewed and validated by the Rockefeller Foundation in consultation with implementation partners.

The consultant will maintain regular communication and participate in weekly update meetings with the Foundation team.

## Key Qualifications

While both consulting firms and individual consultants will be considered, individual consultants with the requisite expertise and experience are particularly encouraged to apply.

Proposals will be assessed on demonstrated capability in:

- Carbon-market policy, compliance systems, and international crediting mechanisms (ETS, Article 6, CORSIA);
- Regulatory engagement and technical consultation processes;
- Understanding of the ecosystem of key actors, agencies, and individuals in priority markets (UK, EU, Canada, Japan, Singapore, S. Korea, Sweden, Switzerland etc.);
- Project management skills consistent necessary to map and coordinate activities across multiple partners and geographies;
- Strong written communication and policy-analysis skills; and
- Diplomatic and influencing skills — demonstrated ability to build trust, convene diverse actors, and advance outcomes through targeted outreach, persistence, and sound judgment.

The ideal candidate will be a driven, strategic operator — combining credibility with senior policymakers and market actors, the initiative to pursue opportunities proactively, and the discipline to coordinate closely within the Foundation’s partnership ecosystem.

# The RFP Process

## Supplier Partnerships

In support of its core commitment to expanding opportunity and access, the Foundation actively seeks partnerships with a wide range of suppliers of goods and services. This includes, but is not limited to, businesses of various sizes, ownership structures, and backgrounds.

As part of its procurement process, the Foundation may request information from potential suppliers regarding their ownership and organizational values. This helps the Foundation identify partners whose practices align with its commitment to responsible business operations and who are best equipped to deliver high-quality, competitively priced goods and services.

## Communities, Partners, and Impact

The Rockefeller Foundation believes that when trying to promote the well-being of everyone we must be able to work with anyone. We are at our best when the talented people of RF work and thrive in a dynamic and welcoming environment that brings out the best in our team members, grantees and partners.

To that end, our Communities, Partners, and Impact team is working to help:

1. Build a Rockefeller Foundation community that welcomes, celebrates, and engages staff across all regions.
2. Ask "who is at the table" for our convenings, programs, initiatives — and engage with a broad set of partners to support our efforts.
3. Advance impact and opportunity, especially for vulnerable communities.

## Sustainability

The Foundation is committed to procuring sustainable, ethical and responsibly sourced materials, goods and services. We seek to partner with suppliers who maintain practices that align with these values and practices. We are also dedicated to decreasing our emissions across our operations, targeting Net Zero operations by 2040. This vision for a sustainable future extends to every link in our value chain, including our suppliers. We aim to collaborate with suppliers who share this commitment and uphold practices in line with these values and, at the same time, are best positioned to provide high quality, competitively priced goods and services.

## Accessibility

The Foundation is committed to ensuring that our RFP process is accessible, and we may be able to offer some adjustments to enable interested vendors to better participate in the process. For support during the RFP process, contact the listed RFP Manager.

## The Proposal

The following must be included in your proposal. Please use each heading below as a subheading/section in your proposal.

| | | |
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| 1. | **Background** | Please provide an executive summary including the types of services customarily provided, location(s), and portfolio size. Describe how you meet the **Key Qualifications** listed above in the SOW and the qualities and attributes you bring to this particular project that may distinguish it from others. Please include the names and roles of those who would work with us along with their qualifications. |
| 2. | **Experience** | Please provide 2-3 examples of similar services that you have completed or are currently providing. If possible, please provide specific examples for any not-for-profit clients. |
| 3. | **Sustainability Commitment** | Detail your organization's commitment to sustainability including any relevant initiatives, practices, or certifications that demonstrate any commitment to decarbonization your organization may have.<br><br>If able, please include your carbon emission measurement capabilities, emission reduction targets, Net Zero targets, alignment to target setting methodologies such as SBTi, and progress in your decarbonization journey. |
| 4. | **Methodology and Approach to Scope of Work** | Addressing each of the **Service Specifications** listed in the above Scope of Work, describe how you would approach each Workstream, Include a timeline for completion, and identify and potential areas of risk to a successful delivery of the services listed. |
| 5. | **Pricing Overview** | Based on the requirements listed in the RFP, please provide a breakdown of the pricing model and all costs which could be incurred by the Foundation over the time of the Contract. Please provide a description of how your organization proposes to be compensated for these services. |
| 6. | **Additional Costs** | Please also provide an estimate of any additional costs the Foundation might be responsible to pay. |
| 7. | **References** | Please provide a minimum of three references from projects with similar scopes and budgets. |
| 8. | **Other Information** | Please provide any additional information that you think supports your firm's credentials and qualifications. |

## Key RFP Activity Dates

| Key Activity | Target Date* |
|---|---|
| Issue RFP | November 20, 2025 |
| Questions due via email to procurement@rockfound.org | December 5, 2025 |
| Response to Vendor Questions | December 12, 2025 |
| Proposals due to procurement@rockfound.org | December 19, 2025 |
| Selection of finalists and proposal presentations, if needed | December 23, 2025 |
| Finalist Interviews** | January 5-9, 2026 |
| Selection Announcement | January 12, 2026 |

*dates are subject to change, applicants will be notified of any changes

## **Finalist Interviews

The vendor may be invited to present and explain their responses to the Foundation. The Foundation will inform the vendors of the arrangements for any such presentation.

# Terms and Conditions

## Reservation of Rights

The Foundation reserves the right to negotiate any proposals and to reject any or all proposals submitted if it is deemed to be in the best interest of the Foundation.

The Foundation reserves the right to check the accuracy of all information and to request official supporting documents.  Applicants who provide inaccurate information can always be excluded from the RFP process.

The Foundation reserves the right to modify or cancel the RFP after issuance. Such modification shall be considered an amendment hereto and will be provided to all prospective applicants via email. The Foundation will contact each respondent with any such modifications of the RFP prior to the award of the RFP.

## Confidentiality

The Foundation reserves the right to require any respondent to enter into a non-disclosure agreement.

## Costs and Ownership

The RFP does not obligate the Foundation to pay for any costs of any kind that may be incurred by the applicant or any third parties, in connection with your response.  The Foundation will not reimburse for any such costs.  All responses and supporting documentation shall become the property of the Foundation, subject to claims of confidentiality, non-disclosure, and copyright, in respect of the response and supporting documentation. The Foundation reserves the right to discuss your response to the RFP with its affiliates, consultants, or agents (including its attorneys and/or financial advisors) to assist in analyzing the responses.

## Intellectual Property

Applicants should not use any intellectual property of the Foundation including, but not limited to, all logos, registered trademarks, or trade names of the Foundation, at any time without the prior written approval of the Foundation, as appropriate.

## Responses

All accepted responses shall become the property of the Foundation and will not be returned.

## Binding Offer

Responses constitute a complete and binding offer for a period of 180 days from submission. By submitting a response to the RFP, you agree that as a potential vendor you are fully capable and willing to provide the services in your response and that you will comply with all applicable Federal, state, and local laws, regulations, rules, and/or ordinances.

## Governing Law

This RFP and your response to it shall be governed by the laws of the State of New York.

## No Liability

The Foundation shall not be liable to any respondent, person, or entity for any losses, expenses, costs, claims, or damages of any kind:

> Arising out of, by reason of, or attributable to, prospective vendors responding to this RFP; or
>
> As a result of the use of any information, error, or omission contained in this RFP document or any information provided during the RFP process.

The Foundation assumes no obligation, no responsibility and no liability for costs incurred by vendors responding to this RFP prior to the issuance of a contract.

## Privacy

Personal information collected from any respondent is subject to the Foundation's privacy policy, available at **https://www.rockefellerfoundation.org/privacy-policy/** and will be used by the Foundation in accordance with its privacy policy. For international respondents, please be aware that the information submitted is collected in the United States of America. In addition to being subject to the Foundation's privacy policy, the collection, storage, and use of a respondent's personal data will be subject to U.S. laws and regulations, which may be different from the laws and regulations of other countries. By participating in this RFP, the respondent consents to this collection, storage, and use.

## Conflicts of Interest

A vendor shall be required to disclose any conflicts of interest with The Rockefeller Foundation, including its affiliates, staff and trustees, in its proposal and will continue to monitor and disclose any conflicts of interest if awarded the proposal during the term of the rewarded contract. Vendor will ensure there is no conflict of interest before providing any services if awarded.

## Entire RFP

This RFP, any addenda to it, amendments hereto, and any attached schedules, constitute the entire RFP.  This RFP supersedes all prior oral or written agreements. This RFP does not constitute a binding contract and only the contract issued in award of the RFP between the parties are considered legally binding.