



Request for Proposals (RFP)

Africa Regional Office (ARO) Power and Climate Contractor

December 11, 2025

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Purpose and Objective

The Rockefeller Foundation (the Foundation/RF/we/our/us) is soliciting proposals from vendors qualified to provide implementation support to the Foundation's Power and Climate and Africa Regional Office (ARO) on key projects related to energy access, capacity building, and the broader energy transition.

Overview

RFP Manager: Joe Curtin, Vice President, Power & Climate
RFP Email: procurement@rockfound.org
RFP Deadline: January 19, 2026
Location of Work: Dual Reporting to:
Joe Curtin, New York, USA
Wadzanayi Muchenje, Nairobi, Kenya
Project Start/End Dates: April 15, 2026 – April 30, 2027 (anticipated)

Background

The Rockefeller Foundation leverages science, innovation and technology to empower vulnerable families locked out of prosperity to improve their lives and prospects. The Foundation invests in solutions in the areas of health, food, climate and power, and forge partnerships to bring those solutions to scale around the world.

The Foundation is uniquely positioned to accelerate an inclusive energy transition that unlocks energy abundance as a catalyst for human opportunity. Our ambition is to empower hundreds of millions of people with access to reliable electricity, improving lives and livelihoods, creating millions of jobs, and avoiding billions of tons of carbon emissions.

The contractor will provide implementation support to the Foundation's Power and Climate and Africa Regional Office (ARO) on key projects related to energy access, capacity building, and the broader energy transition. Contractors should have Africa-specific energy sector experience and extensive experience with high-level stakeholder management across a diverse portfolio of clients and partners.

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

The contractor will work no more than 30 hours/week to deliver coordination and project management support, and drive accelerated project implementation across key projects.

Coordination and project management support

- Support P&C and ARO teams in preparing for high-level regional visits.
- Support the P&C and ARO teams in developing strategic partnerships and mobilizing capital for the Foundation's initiatives on African energy transitions.
- Identify opportunities to deepen coordination and collaboration between our regional and program teams.
- Assist with coordination of regional P&C facing engagements for ARO.
- Draft project updates, briefs, and other content for internal documents.

Key Project support

Specific projects may evolve depending on priorities but are likely to include:

Mission 300

- Support RF and its partners to operationalize key elements of Mission 300 and sustain high-level political will
- Provide project management support for key campaign, convening, and communications milestones

African School of Regulation (ASR)

- Provide strategic advice on ASR engagement, including review of the business plan, alignment with Foundation priorities, and fundraising approach.
- **Support ASR's business development**, including identifying potential funders, facilitating introductions, and advising on partnership opportunities.
- Assist ASR in implementing its three-year strategy by supporting sequencing, stakeholder engagement, and prioritization of early activities.
- Participate in ad-hoc meetings with the ASR team and draft presentation materials and briefs related to ASR.

Africa Energy Futures Initiative (AEFI)

- Support AEFI leadership in identifying and developing relationships with partner universities and potential hub institutions.
- Facilitate connections between hubs and relevant funding partners, policymakers, and industry actors (e.g., DISCOs, free-trade zones, and other end-users).

Clean Cooking

- Provide on ground project management support to RF-supported Clean Cooking Delivery Unit in Kenya
- Identify opportunities for increased coordination and collaboration between the Clean Cooking Delivery Unit, Mission 300, and RF's Regenerative School Meals solution

Expected Deliverables

Strategic Briefs & Recommendations:

Short memos providing analysis, options, and recommended actions for RF leadership across each workstream.

Monthly Progress Reports:

Summary of activities, outputs, challenges, and next-step recommendations.

Any other deliverables as highlighted by the ARO and/or the P&C team.

Qualifications

Required Qualifications:

1. Africa-specific energy sector experience
2. Extensive experience with high-level stakeholder management across a diverse portfolio of clients and partners

Preferred qualifications:

1. Technical Expertise
 - Proven experience in energy access and energy transition projects, particularly in emerging markets.
 - Knowledge of renewable energy technologies (solar, wind, mini-grids, storage solutions) and their deployment in Africa.
 - Understanding of climate resilience and decarbonization strategies.
2. Regional Experience
 - Demonstrated track record of implementing projects in Africa, with specific examples of work in multiple countries or regions.
 - Familiarity with African regulatory environments, energy market structures, and local challenges related to infrastructure and capacity building.
3. Stakeholder Engagement
 - Experience managing relationships with high-level stakeholders, including governments, development agencies, private sector actors, and community organizations.
 - Experience building support, public and financial, for key initiatives and projects.
4. Project Management
 - Proven ability to manage complex projects, including timelines, communications, and deliverables.
 - Ability to produce high-quality reports, presentations, and knowledge products for internal and external audiences.
5. Commitment to inclusive practices, including gender equity and local workforce development.

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 submit as a single PDF document. The total proposal length should be no more than 10 pages of content (excluding any cover page or table of contents).

- 1. Background**

Referring to the Qualifications listed in the Scope of Work:

 - Please provide a brief description of your history, resources, types of services customarily provided, and portfolio size.
 - Detail any commitment to sustainability including any relevant initiatives, practices, or certifications.
 - State the qualities and attributes your firm brings to the project that may distinguish it from others.
- 2. Methodology and Approach to Scope of Work**

Please provide your proposed approach to the “Coordination and project management support” and the “Key Project support” detailed in the above Scope of Work. Identify and potential areas of risk to a successful delivery.
- 3. Fee Proposal**

Based on the requirements listed in the RFP and a work week not to exceed more than 30hours/week, please provide:

 1. An **hourly** rate chart with any regular rates, overtime rates, and out-of-hours rates you may charge.
 2. A cost estimate for the deliverables outlined above if not expected be billed hourly. If these would be billed hourly, please state as such and estimate the number of hours for each deliverable.
 3. Please also provide an estimate of any additional costs the Foundation might be responsible to pay.
- 4. References**

Please provide a minimum of three references from projects with similar scopes and budgets.

Key RFP Activity Dates

Key Activity	Target Date*
Issue RFP	December 11, 2025
Intent to Bid and Questions due to procurement@rockfound.org	December 19, 2025
Response to Questions Issued to applicants	January 12, 2026
Proposals due to procurement@rockfound.org	January 19, 2026
Evaluation of Proposals	February 6, 2026
Interviews (if desired by committee)	February 9-13, 2026
Selection Announcement	February 27, 2026

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

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.