

Foundation Funding Consultant RFP: Update and Response to Bidder Questions

September 23, 2022

Update on RFP Schedule and Response Deadline

VEIC has extended the deadline for RFP responses to October 11th, 2022. Please see below for the updated RFP and Implementation Schedule. Responses to this Request for Proposals (RFP) must be delivered electronically to VEIC by 5PM October 11th, 2022. VEIC will not accept responses submitted after 5 p.m. EDT. Please submit your response via e-mail to Karla Salazar at ksalazar@veic.org with RFP Submittal for Foundation Funding Consultant in the subject line.

RFP Released	August 31, 2022
Bidder Questions Due	September 16, 2022
Answers Posted	September 23, 2022
RFP Responses Due (update)	October 11, 2022
RFP Evaluation Period (update)	October 12-October 26, 2022
Finalist(s) Selected and Contract Negotiation (update)	October 26-November 7, 2022
Estimated Performance Period	November 7, 2022- November 7, 2023

Responses to Bidder Questions

1. Is VEIC open to alternative approaches to realizing the objective of best preparing the institution to build a revenue stream from foundations, even if those approaches are not entirely reflective of the scope of work and timeline as outlined in your RFP?

VEIC Answer: VEIC is open to alternative approaches to achieving our higher-level objective of increasing the organization's impact and revenue from foundation funding, provided the applicant clearly lays out the proposed approach, its justification, and their track record of success with the approach.

2. We assume that when VEIC refers to foundation support, this is inclusive of institutional funding opportunities writ large, including corporate investment and private philanthropy. Is this a fair assumption?

VEIC Answer: We are entering into this effort with the assumption that foundations, including corporate and family foundations, will be the most promising sector for VEIC to initially target. We are open to guidance on a strategy that could include a range of philanthropic funding sources. Any response that emphasizes a target sector for philanthropy other than foundations (e.g., individual or corporate giving) should include a rationale for why the sector is important to address.

3. It would be helpful to understand VEIC's history of institutional support. Is VEIC able to share further details regarding its recent (within the past two years) history of foundation gifts/grants?

VEIC Answer: VEIC has had minimal institutional support over the last two years, with less than 2% of our total revenue coming from foundations. Previous foundation support has taken the form of small contracts on specific projects where VEIC had subject matter expertise. The vast majority of VEIC's current funding comes from consulting and implementation contracts with utility, government, and business clients.