



CONSULTANT TERMS OF REFERENCE

Consultancy Title	Venture Advisory Consultant
Project	Options for Pregnancy Termination Innovation Initiative (OPTions Initiative) Learning Platform
Reporting to	Team Leader
Liaison with	Senior Technical Specialist, Technical Programme Manager, other consultants and Innovators
Location of Assignment	The consultancy will be delivered remotely, with no travel expected. Preference will be given to highly qualified consultants located in LMICs.
Type of Contract	Draw down consultancy contract for a maximum of 25 days over the period of performance (see Deliverables section for more information).
Period of performance	1 st May 2023 – 31 st October 2024
About Options	
<p>We are a global team of experts and innovators tackling some of the world’s most pressing health challenges. We work with leaders and change makers around the globe to bring health strategies to life. We provide ideas, advice and technical know-how that enable our partners to build a path to lasting change.</p> <p>With 30 years’ experience in global health, we collaborate with our partners to explore existing evidence, combine expertise, scale up ideas and co-create solutions that accelerate change. This includes collaborating on policy design, managing initiatives, building powerful coalitions and galvanising social movements. Our impact is felt across whole communities, with a focus on women, girls and those who have been marginalised.</p> <p>As part of MSI Reproductive Choices, all our profits go back into supporting MSI’s own mission of children by choice, not chance.</p> <p>We believe in a world where everyone can access the high-quality health services they need, without financial burden.</p>	
Our Values	

In line with our mission, we are committed to safeguarding the rights and welfare of our staff, partners, and the clients and communities we serve, and expect our team members to share our values and commitments. We are committed to the following principles:

- Our expertise delivers sustainable impact
- Our work generates profit with a purpose
- Through growth and learning, we find new ways to solve complex problems
- We act with integrity, always
- We are building a truly equitable workplace

Project Background:

Options Consultancy Services (Options) is preparing to implement a second phase of the OPTions Initiative Learning Platform (OLP). The Learning Platform is expected to support organisations (innovators) which have received funding to advance their work. The objective of the innovators is to employ innovative and transformative approaches that put women and girls in control of their reproductive health choices.

The Platform will be expected to accelerate and track the impact of innovators by providing non-financial support. To do so, the Platform will support innovators in groups and individually to work towards and achieve proof of concept and develop a plan for sustainable impact at scale. The Platform will leverage learnings from previous phases of the initiative, innovators' lessons learned, and expertise in the area to provide best practices and build a collaborative innovator community and extended professional network.

The Platform will support a cohort of active innovators at different stages of their innovation journey (some receiving seed funding, some receiving funding to support scaling). These innovators will be focused on testing new or improved approaches to increasing early access to existing abortion products and services in low- and middle-income countries (LMICs) as well as testing next generation methods (NGM) of pregnancy termination, menses induction or conception interruption providing one or more significant improvements over existing methods.

Over the 18 month project, the Platform will provide localised, bespoke support and capacity building for innovators based and working in Sub-Saharan Africa, the Americas and Asia, including technical assistance for assessing and choosing appropriate pathways for scaling and sustaining the innovation. This will be achieved by a small Project Team (inclusive of the Team Lead, Technical Programme Manager, pool of specialized consultants and Options' in-house experts).

Note: The platform will be delivered virtually. The majority of innovators speak English, with some requiring French/Spanish translation. Where needed Options will hire the

services of translators to aid the consultant in delivering the technical support to innovators.

About the assignment:

This is an exciting and impactful consultancy role, forging close working relationships with the Initiative's innovators. The purpose of the assignment is to provide group-based and 1:1 capacity-building and support sessions with OPTions' innovators to aid innovator teams to be strategic in their planning and early implementation, to best position themselves for success. The support provided will be tailored to innovators' needs.

Likely topic areas will include:

- Understanding markets
- Identifying and engaging key partners and stakeholders
- Crafting customer segments and relationships
- Establishing marketing channels
- Developing client-centred approaches to meet client needs/wants.
- Positioning the innovation for venture capital financing (or other forms of investment)
- Articulating the value proposition
- Developing costing analyses and financial models
- Mapping potential investors
- Fostering engagement opportunities with investors
- Developing effective business pitches
- Building impactful partnerships
- Refining revenue streams

You will have deep expertise in most, if not all, of the above areas. You must have a strong track record in supporting teams to navigate and plan through the scaling journey, ideally in the social impact and/or health sector. You will be passionate about nurturing innovators along their journey to scale. French and Spanish language skills are an advantage, but interpreters/translators will be available if the consultant does not speak French or Spanish.

The consultant will report to the Technical Programme Manager for day-to-day coordination and administrative matters and will work closely with the Team Lead on technical matters.

Note: All levels of position in the organisation assume some degree of responsibility for safeguarding. Your accountabilities will align with the level and scope of the position and appropriate training will be provided.

Confidentiality: Ahead of commencing work or receiving any project resources, consultants may be required to sign a non-disclosure form to protect the confidentiality of the innovators and their interventions.

Work delivery: All work is to be delivered virtually using Teams, Zoom or similar software.

Scope of work

The Venture Advisory Consultant is responsible for supporting innovators in thinking through and refining their transition to scale pathways. Tasks will include:

- o Building on Options' initial needs assessment, **collect any additional information and insights** from innovators, e.g. via 1:1 calls or email follow-up, to ensure a full understanding of innovators' venture advisory priority needs.
- o Design a **technical support delivery plan** outlining how support will be provided across different innovators, topics and delivery mechanisms (group-based, 1:1) to be agreed with the Team Lead and Grand Challenges Canada
- o **Deliver** the agreed delivery plan:
 - For any group-based support, prepare training/learning materials at least two weeks in advance, for review and approval by GCC
- o Support the OLP2 team to **monitor and evaluate** the support delivered, including sharing reflections on opportunities, gaps, progress, emerging issues etc. and designing questions for baseline and endline assessments.
- o Provide succinct **monthly reporting** of all work undertaken (including tracking and reporting all inputs e.g. number of hours and type of support provided to innovators, sharing final versions of training materials, etc.)
- o Promote and connect the Platform and innovators with relevant external networks, communities of practice, learning, funding opportunities and key resources in relevant areas
- o Identify any **risks** to the programme's results and provide recommendations for mitigation.

Deliverables:

The final set of deliverables will be agreed with the selected candidate. Likely to include:

- Results of needs assessment including gaps/priority support areas identified
- Technical support plan for the assignment including anticipated level of effort for each task.
- Copies of training materials including presentations (and/or other learning materials) for group-based learning sessions
- Short monthly reports of training/support provided, feedback from innovators, lessons learned and risks.

Key Timelines:

The consultant must be available for approx. up to 25 days within the period 1st June 2023- 31st October 2024.

Note: The level of effort is expected to fluctuate across the period of performance depending on the needs of the project, Options, or the Client – more clarity on the scope and flow of work will be determined via work planning at beginning of project.