

Expression of Interest (EOI)

Consulting Support for the Nature for Water Facility (N4W)

1. Introduction

The Nature Conservancy's (TNC) [Resilient Watersheds](#) strategy manages the **Nature for Water** (N4W) program (<https://nature4water.org>), a technical assistance platform that provides high-quality, hands-on support to local champions developing watershed investment programs rooted in nature-based solutions (NbS).

Through a combination of pro-bono and fee-for-service partnerships, N4W has supported over 40 Watershed Investment Programs globally since its inception in 2022, offering expertise that strengthens watershed governance, informs investment design, and delivers tangible conservation outcomes.

TNC collaborates closely with a diverse network of technical specialists to staff delivery teams for N4W projects. For additional background, including detailed information on N4W's services and portfolio, please consult the About, Services, and Portfolio sections of the [N4W website](#).

2. Objective of the EOI

N4W is seeking consulting firms, primarily based in Latin America and the Caribbean (LACC), that can provide high-quality, hands-on support across the project management and engagement workstreams of nature-based solutions (NbS) watershed projects. N4W is looking for partners capable of contributing to workstream leads, project managers, and practical implementers who can support the governance, finance, socio-economic, and stakeholder engagement dimensions that are essential to designing and delivering NbS effectively.

Firms should have a solid presence in the LACC region, demonstrated experience working across the Americas, and teams fluent in both Spanish and English to ensure smooth collaboration with local partners and the broader N4W team.

To identify firms that meet these needs, N4W is initiating a two-stage competitive process intended to expand and strengthen its delivery capacity.

- The first stage consists of an Expression of Interest (EOI), during which N4W will review each firm's relevant experience, technical capabilities, and sample consultant profiles. This initial stage will help determine which firms have the practical, implementation-focused expertise required to support N4W's growing portfolio of watershed projects.

- The second stage will invite shortlisted firms to participate in a brief interview, along with follow-up conversations regarding fee structures and potential umbrella contracting terms. Through this process, N4W aims to establish a small pool of qualified partners who can be called upon as needs arise, including at least one firm capable of supporting immediate project demands.

3. Anticipated Scope of Work

Consulting firms selected through this process may be asked to contribute individual specialists who will integrate into N4W's blended project teams, rather than independently delivering entire work packages. These individuals will collaborate closely with N4W staff and other partners across multiple phases of watershed investment program development. The scope of work focuses on project management, governance, socio-economic analysis, stakeholder engagement, climate assessments, capacity building, and knowledge management, all in the context of nature-based solutions (NbS) for water security. Assignments may vary depending on project needs but are expected to fall within the following categories (see [How to Guide](#) for in-depth descriptions):

Prefeasibility Assessments

Firms will support the N4W team in rapid diagnostic analyses that help determine whether NbS can meaningfully address water security challenges in a given watershed. Activities may include:

- Overall project management and close coordination with technical science teams (e.g., hydrology, nature-based solutions).
- Reviewing governance, institutional, and socioeconomic conditions relevant to NbS implementation.
- Identifying key stakeholders, potential partners, and enabling or limiting factors.
- Conducting high level opportunity and risk assessments.
- Defining preliminary metrics, indicators, and outputs to inform decision making.
- Providing recommendations on whether the watershed should advance to full feasibility analysis.

Pre-feasibility assessments usually run for 5-8 months within the N4W.

Feasibility Studies

Selected firms may contribute to deeper, structured evaluations that define a viable and realistic path for NbS implementation. Typical tasks include:

- Overall project management and close coordination with technical science teams (e.g., hydrology, nature-based solutions).

- Conducting detailed governance and institutional assessments to understand decision-making structures.
- Performing socioeconomic analyses, including monetization and/or quantification of benefits and co-benefits, distributional impacts, and community dynamics.
- Facilitating stakeholder consultations and participatory analyses.
- Identifying institutional roles, capacity gaps, and coordination mechanisms.
- Defining preliminary metrics, indicators, and outputs to inform decision making.
- Developing feasibility-level recommendations and supporting documentation to inform project design and investment decisions.

N4W Feasibility assessment projects usually ran for 10-12 months.

Design Phase Support

During the project design phase, firms may be asked to develop, refine, or validate analyses that ensure the institutional, financial, and operational sustainability of proposed NbS. Examples include:

- Overall project management and close coordination with technical science teams (e.g., hydrology, nature-based solutions).
- Evaluating governance arrangements for long term NbS oversight, operation, maintenance, and accountability, including clarity of mandates and decision rights.
- Assessing sustainable financing and cost-recovery options, such as tariffs, water funds, public budget allocations, payments for ecosystem services, and blended finance mechanisms.
- Analyzing institutional incentives and constraints affecting long-term implementation and performance.
- Structuring coordination pathways, roles, and responsibilities across implementing agencies, utilities, local governments, communities, and other partners.
- Defining implementation phasing, sequencing, and risk mitigation measures where appropriate.
- Preparing technical, institutional, and financial inputs that feed directly into investment proposals, funding applications, procurement packages, and implementation plans.
- Supporting the translation of feasibility findings into bankable, implementable project designs.

Design phase support is intended to bridge the transition from feasibility to implementation by ensuring proposed interventions are realistic, durable, and aligned with local capacities.

Implementation Support and Capacity Building

As projects move into implementation, N4W may engage firms to provide hands-on support to local partners to strengthen delivery capacity and enable effective execution of NbS interventions. This support may include:

- Overall project management and close coordination with technical science teams (e.g., hydrology, nature-based solutions).
- Assisting utilities, municipalities, watershed agencies, community organizations, and other local partners in operationalizing project plans and institutional arrangements.
- Strengthening technical, financial, and managerial capacities required for NbS delivery, monitoring, and maintenance.
- Supporting the establishment or strengthening of multi-stakeholder coordination platforms to facilitate collaboration, conflict resolution, and adaptive management.
- Providing advisory support on procurement, contracting, and partner engagement related to NbS implementation.
- Supporting the development of monitoring, evaluation, and learning systems to track performance, outcomes, and adaptive management needs.
- Facilitating knowledge transfer and documentation to support long-term ownership and institutionalization of NbS approaches.

Project Management and Workstream Leadership

Across all phases described above, firms may be asked to provide project management and workstream leadership support to ensure effective integration of scientific, institutional, and stakeholder inputs. This may include:

- Leading specific project workstreams or technical subtasks, ensuring close alignment with underlying scientific analyses (e.g., hydrology, climate risk, and NbS performance modeling).
- Translating scientific findings into actionable inputs for governance, financial, and implementation decision-making, in collaboration with the N4W science teams.
- Supporting overall project coordination, including work planning, scheduling, progress tracking, reporting, and partner engagement.
- Facilitating effective collaboration across multidisciplinary teams to ensure scientific rigor is maintained while meeting programmatic timelines.

Ensuring timely delivery, coherence, and quality of outputs in close coordination with the N4W team.

4. Submission Requirements

Responding firms are asked to submit a concise package that demonstrates their qualifications, relevant experience, and ability to support the Nature for Water Facility (N4W) across the service areas described in this EOI. Submissions should be provided in PDF format and should not exceed 10–12 pages (excluding annexes for ‘Optional Documentation’ below). The deadline for submissions is **April 24th, 2026**. Any questions or comments should be directed to **cfp@nature4water.org**

All documents should be sent via email to cfp@nature4water.org with the subject line: “**EOI Submission – [Firm Name]**”.

Submissions should include the following components:

Company Overview

- Legal name, primary location(s), and year of establishment
- Brief description of the firm’s services and areas of expertise
- Summary of operations in Latin America and the Caribbean, including country presence and representative offices:
 - Countries where the firm currently operates or has completed projects
 - Evidence of strong operational presence in Latin America and the Caribbean
- Description of experience working with international NGOs, multilateral organizations, or public-sector clients (if applicable)
- Primary point of contact for communications related to this EOI (Name, title, and email address)

Proposed Services and Capabilities

- Brief description of the types of services the firm can provide across the NbS project cycle (pre-feasibility, feasibility, design, implementation support, capacity building, knowledge products)
- Explanation of how the firm’s technical strengths align with N4W’s anticipated scope of work
- Any relevant methodological approaches, tools, or frameworks used by the firm

Relevant Experience

Provide **three to five** examples of projects that demonstrate the firm’s capability to deliver work aligned with N4W’s needs. For each example, include:

- Project title and location
- Client or partner organization
- Summary of objectives, scope, and key activities
- Description of the firm’s role and contributions
- Duration and dates of implementation
- Names or roles of team members involved (if relevant)

These examples should highlight experience in governance, socio-economic analysis, project management, stakeholder engagement, capacity building, NbS, or watershed-related work.

Team Profiles

Consultant firms should provide at least four (4) sample consultants profiles illustrating the types of personnel that can be mobilized for N4W assignments. These profiles reflect the categories of **Engagement Managers (EMs)**, **Engagement Consultants (ECs)**, and **Subject Matter Experts (SMEs)**, in line with N4W's Project Teaming Approach. Each profile highlights expected minimum levels of experience, core skill sets, and competencies aligned with N4W project delivery requirements. All profiles should be proficient in Spanish and English.

For additional examples of team members and their backgrounds, firms are encouraged to consult our website.

1. Engagement Manager (EM)

Minimum experience: 7–10 years

As a senior project delivery professional, the Engagement Manager brings nearly a decade of experience in the design, management, and execution of complex, multi-stakeholder natural resource or development programs. Their background includes overseeing governance, finance, and socio-economic workstreams while managing interdisciplinary teams integrating science, policy, and community engagement. The EM provides overall project direction-setting, leads synthesis across workstreams, manages scope, budget, timelines, and delivers high-quality, fit-for-purpose outputs aligned with long-term water security outcomes.

They have extensive experience facilitating stakeholder processes with government agencies, utilities, community representatives, and technical partners. Their skill set includes project management, risk identification and mitigation, decision-making under uncertainty, and the development of compelling, technically grounded narratives. The EM serves as a primary client interface and is adept at bridging socio-economic and natural science inputs within the N4W co-leadership framework.

2. Engagement Consultant (EC)

Minimum experience: 3–6 years

The Engagement Consultant offers applied expertise supporting governance, finance, and socio-economic analysis within watershed investment program development. With several years of hands-on experience conducting research, data analysis, stakeholder engagement, and supporting project management functions, the EC provides essential analytical and coordination support to EMs throughout both scoping and delivery.

Their experience includes qualitative and quantitative socio-economic assessments,

research on IPLC (Indigenous Peoples and Local Communities) engagement, institutional analysis, and integration of technical findings into actionable project recommendations. They are skilled at preparing reports, drafting inputs for feasibility assessments, coordinating stakeholder communication, and managing flows of information across partners. The EC is also capable of owning discrete workstreams under EM oversight, ensuring timely and high-quality delivery.

3. Senior Subject Matter Expert (SME) – Socio-Economic / Finance

Minimum experience: 10–15 years

The SME specializes in financial modeling, return-on-investment assessments, governance design, and/or socio-economic evaluation for environmental programs. With deep expertise advising governments, utilities, and NGOs, the SME strengthens project delivery through targeted, high-level analysis and guidance. They are frequently engaged to address complex analytical questions, refine project strategies, and ensure alignment with N4W’s standards and best practices.

Their technical strengths include economic modeling, institutional analysis, legal structuring for watershed investment programs, and evaluation of financial mechanisms for NbS implementation. The SME is also experienced in training and capacity-building, helping project teams enhance methodological rigor and internal competencies. They provide consultative support during critical stages of project design, feasibility, and investment planning.

Full CVs are not required; short bios of 1–2 paragraphs per profile are sufficient.

(Optional) Additional Documentation

Certifications, registrations, or partnership networks

Note: Rates are not required at this stage; these will be discussed during Step 2 interviews.

5. Evaluation Criteria

Evaluation Criteria	Key components of criteria
Proposal Suitability (40%)	The proposal clearly describes the types of services the firm can provide across the NbS project cycle (pre-feasibility, feasibility, design, implementation support, capacity building).
	The supplier explains the proposed ways of working to effectively integrate into N4W project development.
	The proposal clearly explains how the firm’s technical strengths align with N4W’s anticipated scope of work.

	The supplier includes relevant methodological approaches, tools, or frameworks used by the firm that are applicable to N4W's work.
Expertise, team experience and organizational experience (40%)	The supplier provides proven, relevant experience and qualifications to address the elements of the scope (at least 3 projects).
	The supplier proposes eligible team profiles aligned with N4W role descriptions (EM, EC, SME), including at least 4 sample consultant profiles.
	The supplier demonstrates experience working in the LACC (Latin America and the Caribbean) context.
Administrative capabilities (10%)	The supplier is legally constituted in a LACC country and has the ability to issue invoices.
	The supplier demonstrates at least 5 years of experience successfully undertaking similar projects.
Commitment to Equity, Diversity and Inclusion (10%)	The proposal clearly mainstreams E, D & I considerations: for example, by integrating inclusion into analyses and assessments, or assessing population exposure in marginalized communities.
	The proposed team shows gender-balanced representation across roles.
	The provider has established E, D & I policies.

6. Process & Timeline

Stage	Description	Dates
EOI Publication	N4W issues the Expression of Interest and invites firms to submit required materials.	April 1 st , 2026
Submission Period	Firms prepare and submit their EOI packages in PDF format, following the guidelines in Section 4.	April 24 th , 2026
EOI Review	N4W reviews all submissions, assessing experience, capabilities, and alignment with the anticipated scope of work.	May 15 th , 2026
Shortlisting	N4W identifies firms that best meet the criteria and invites them to participate in Stage 2 of the process.	May 22 nd , 2026
Interviews (Stage 2)	Shortlisted firms participate in a brief interview and follow-up discussion on fee structures and potential umbrella contracting arrangements.	June 5 th , 2026
Final Selection	N4W confirms the pool of qualified firms, including at least one firm positioned to support immediate project needs.	June 12 th , 2026
Umbrella Contracting	Selected firms proceed to finalize contracting arrangements with N4W.	To be defined