**Request for Tender: Understanding Health Funding Markets – Designing investible nature-based solutions for health.**

**\*Please note extension of deadline for submission to Friday 15th November\***

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| **Budget** | £40,000 (inc VAT) |
| **Closing date** | Friday 15/11/2024, 12pm |
| **Submissions to** | anne.mackinnon@nationaltrust.org.uk |
| **Contract start date** | w/c 25th November 2024 |

**Background**

Natural England and the National Trust recognise the positive impact that nature can have on our physical and mental health. This work is being commissioned as part of a new partnership programme with the National Lottery Heritage Fund, which aims to inspire, incentivise and support towns and cities to put nature at the heart of their places, for the benefit of people and planet.

**Scope of the work**

There is a wealth of evidence to demonstrate the positive link between nature and human health (both physical and mental). Many reports highlight the significant health benefits that nature provides, but there remain very few examples of health markets, funders or investors generating funding for nature-based solutions.

Natural England and the National Trust require the services of a contractor to undertake research to grow our understanding of health markets and health investment/funding models and to better understand how and where nature-based solutions that deliver multiple benefits to people could attract investment/funding generated from these markets.

We particularly want to understand who fund and/or invests in health outcomes, why they invest, and the level of risk appetite associated, and the financial mechanisms and models that facilitate this investment. We want to understand how nature-based solutions could enter these markets as well as where there are opportunities to develop new nature-based investment and funding models focusing on health outcomes.

In summary this work will involve;

Phase 1 - understanding health markets

Phase 2 - roundtable exploration of opportunities

Phase 3 - developing investible packages

**Key deliverables for this project**

Within the Scope, the contractor will deliver the following:

**Phase 1 – understanding health markets**. This is likely to include

1. Identifying and summarising existing national and global health markets and investment/funding models. Including estimates of the quantitative scale of these markets and forecasts for growth (at high level)
2. Summarising the regulatory / policy environment facilitating these markets and investment/funding models (high level)
3. Identifying key organisations and individuals who invest in or facilitate these health markets and investment models (public and private), summarising the range of ‘investor/funder profiles’ that are active in this space
4. Conduct interviews with a number of these organisations and investors/funders to understand:
5. The key conditions that drive investment and funding in health outcomes, including a greater understanding of timeframes
6. The key metrics that are used for measuring health benefits. To include those that capture reduced pressure on health care systems (eg reduced stay length or no. of GP appointments), socio-economic measures such as Quality Adjusted Life Years (QUALYS) and preventative health outcomes.
7. The key metrics that are used to measure financial performance.
8. The role (if any) that nature-based solutions play in these markets. Identifying any examples of best practice, enablers and blockers.
9. the levers that would encourage greater investment and funding in nature-based solutions for health
10. The potential scale of any future investment and funding and particular outcomes or products investors/funders would be particularly interested in.
11. The production of a report summarising this insight and identifying key stakeholders to invite to a roundtable hosted by National Trust and Natural England

**Phase 2 – Roundtable Exploration of opportunities**

1. To organise and facilitate a (number of) roundtable discussion(s) exploring insights gathered from phase 1. To work with the project Steering Group to agree the number and theme of these discussions based on the insights gathered in Phase 1.

**Phase 3: - Developing Investable Packages**

To review the insights gathered from Phases 1 and 2 to map the potential for existing nature-based solutions, nature-based therapies and natural capital approaches to these markets and models.

1. Identifying how nature-based solutions, therapies and natural capital approaches can enter these markets; attracting funding or finance from investors and or funders.
2. Identify current blockers and potential solutions to these
3. Explore how these opportunities could align with current programmes and policies, for example the Nature Towns and Cities programme [insert link to website] Projects for Nature portal [insert link]
4. Provide final recommendations for which nature-based solutions are most suited to enter health markets and the next steps needed to make them ‘investment-ready’

**Expertise of contractor**

The Working Group is looking to work with experts or a consortium of experts with a track record of the following:

* Knowledge of health markets, economic models and investment vehicles
* Working across sectors/stakeholders to deliver cross-cutting outputs
* Facilitating and delivering workshops with a range of stakeholders
* Desirable: experience of developing investment-ready proposals

**Outputs and Contract Management**

The Contract will be managed by National Trust, but the Contractor will engage regularly with a small steering group consisting of colleagues from Natural England and the National Trust.

The Contractor should outline how they will work with the steering group for the duration of the project.

The Contractor should provide a summary of key deliverables and timeline for the project based on the outline above. Please outline where there may be alternative approaches to those summarised in this outline.

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| Reference | Deliverable | Responsible Party | Date of completion |
| 01 | Report on Health Markets summarising this insight from Phase 1 | Contractor | February 2025 |
| 02 | Report on insights from Roundtable Discussions (Phase 2 of the project) | Contractor | April 2025 |
| 03 | Final report and recommendations for which nature-based solutions are most suited to enter health markets and the next steps needed to make them ‘investment-ready. To present findings at a stakeholder event organised by Natural England and National Trust. | Contractor | July 2025 |

**Payment**

The Authority will raise purchase orders to cover the cost of the services and will issue to the awarded supplier following contract award.

The Authority’s preference is for all invoices to be sent electronically, quoting a valid Purchase Order number.

It is anticipated that this contract will be awarded for a period of 8 months to end no later than 31/07/2025. Prices will remain fixed for the duration of the contract award period. We may at our sole discretion extend this contract to include related or further work. Any extension shall be agreed in writing in advance of any work commencing and may be subject to further competition.

**Evaluation Methodology**

We will award this contract in line with the most economically advantageous tender (MEAT) as set out in the following award criteria:

Technical – 80%

Commercial – 20%

Evaluation criteria

Evaluation weightings are 80% technical and 20% commercial, the winning tenderer will be the highest scoring combined score.

**Technical (**80**%)**

Technical evaluations will be based on responses to specific questions covering key criteria which are outlined below.  Scores for questions will be based on the following:

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| Description | Score | Definition |
| Very good | 100 | Addresses all the Authority’s requirements with all the relevant supporting information set out in the RFQ. There are no weaknesses and therefore the tender response gives the Authority complete confidence that all the requirements will be met to a high standard. |
| Good | 70 | Addresses all the Authority’s requirements with all the relevant supporting information set out in the RFQ. The response contains minor weaknesses and therefore the tender response gives the Authority confidence that all the requirements will be met to a good standard. |
| Moderate | 50 | Addresses most of the requirements with most of the relevant supporting information set out in the RFQ. The response contains moderate weaknesses and therefore the tender response gives the Authority confidence that most of the requirements will be met to a suitable standard. |
| Weak | 20 | Substantially addresses the requirements but not all and provides supporting information that is of limited or no relevance or a methodology containing significant weaknesses and therefore raises concerns for the Authority that the requirements may not all be met. |
| Unacceptable | 0 | No response or provides a response that gives the Authority no confidence that the requirement will be met. |

Technical evaluation is assessed using the evaluation topics and sub-criteria stated in the Evaluation Criteria section above.

Separate submissions for each technical question should be provided and will be evaluated in isolation. Tenderers should provide answers that meet the criteria of each technical question.

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| Methodology | Detailed Evaluation Criteria |
| Q1.1 Provide details of the methodology and approaches proposed to deliver the requirements of this project. | Your response should:  1) Demonstrate a clear understanding of the nature of the requirements.  2) Be a clear, practical, achievable, and cost-effective methodology to deliver these requirements.  3) Have information in sufficient detail to allow a full appraisal of the suitability of the approach to deliver for the project.  4) A project delivery timeline if different from the timeline suggested within this specification. |
| Q1.2 Provide an assessment of risks and dependencies that will affect delivery of the project and measures that will be taken to mitigate these. | Your response should outline the key risks and dependencies in table format. |

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| Key Personnel | Detailed Evaluation Criteria |
| Q2.1 Provide details of the project team and the key personnel, with their seniority, who will be involved in delivering the project. | You should demonstrate the team’s skills and experience in:  1.Knowledge of health markets, economic models and investment vehicles  2. Working across sectors/stakeholders to deliver cross-cutting outputs  3. Desirable: experience of developing investment-ready proposals  Please provide examples of two (2) projects which meet some or all of these criteria that have been delivered in the last three (3) years. |
| Quality Assurance measures | Detailed Evaluation Criteria |
| Q3.1 Provide details of how the project will be Quality Assured | Your response should include how you plan to quality assure key deliverables from within your organisation as well as the role you envisage the steering group playing. |

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| Management of sustainability and social value | Detailed Evaluation Criteria |
| Q4.1 Evidence of delivery of, or intent to deliver, social value benefits because of commercial activity. | Provide a brief outline of committed social value activity linked to one or more of the 5 key themes identified (this can include research activity):  1) Tackling Economic Inequality - Create new businesses, new jobs and new skills  2) Increase supply chain resilience and capacity  3) Fighting Climate Change - Effective stewardship of the environment  4) Equal Opportunities - Reduce the disability employment gap Tackle workforce inequality  5) Wellbeing - Improve health and wellbeing |

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| Mandatory Requirements | Detailed Evaluation Criteria |
| Q5.1 Evidence you have a suitable Health and Safety policy for your staff, copy to be supplied  Q5.2 Evidence you hold the following insurance:   * 1. Public Liability insurance & Products Liability insurance   2. Professional Indemnity   3. Employer’s Liability | Y/N pass/fail rating |

**Commercial (**20**%)**

The Contract is to be awarded as a fixed price which will be paid according to the completion of the deliverables stated in the Specification of Requirements.

Suppliers are required to submit a total cost to provide the deliverables stated in the Specification of Requirements, as well as a breakdown of the whole life costs against objective/key personnel used in the delivery of this requirement.

**Calculation Method**

The method for calculating the weighted scores is as follows:

* Commercial

Score =  (Lowest Quotation Price / Supplier’s Quotation Price ) x 20% (Maximum available marks)

* Technical

Score = (Bidder’s Total Technical Score / Highest Technical Score)  x 80%  (Maximum available marks)

The total score (weighted) (TWS) is then calculated by adding the total weighted commercial score (WC) to the total weighted technical score (WT): WC + WT = TWS.

**Information to be returned**

As a minimum, submissions should cover the criteria laid out on Methodology, Personnel, Quality Assurance, Management of sustainable and social value, and Mandatory Requirements. They may also include any other information deemed relevant.

Submissions should not exceed 10 pages in length.

Please submit by email to [anne.mackinnon@nationaltrust.org.uk](mailto:anne.mackinnon@nationaltrust.org.uk)

Deadline for submission is Friday 15/11/24, 12pm.

**Award**

Once the evaluation of the Response(s) is complete all suppliers will be notified of the outcome via email.