

**Nature-Based Solutions Accelerator:**

**Identifying Common Success Factors for Bankable Nature-based Solutions (ToR)**

September 2021

**Background information:**

Our world is under greater pressure than at any point in history, and humanity faces some truly daunting challenges. We will need to feed a global population that’s likely to be approaching 10 billion by 2050. We must limit global temperature rises and improve resilience to bring climate change under control. And we need to halt and reverse the loss of nature, the life-support system that we all depend on. Failure to address all three of these potentially competing demands could lead to catastrophic social, environmental, and economic consequences. But achieving these goals promises great reward for our health and prosperity.

To address this ‘triple challenge’ and achieve the Sustainable Development Goals, the world needs to rapidly scale-up and roll-out the deployment of Nature-based Solutions (NbS). WWF embraces the definition of NbS put forward by the International Union for Conservation of Nature (IUCN) as:

“*actions to protect, sustainably manage, and restore natural or modified ecosystems, that address societal challenges effectively and adaptively, simultaneously providing human well-being and biodiversity benefits*”[[1]](#footnote-2).

Achieving the widespread adoption of NbS will require developing interventions suitable for accessing new sources of finance – including non-traditional and non-grant sources of finance. However, there is currently a limited pool of NbS that have thus far managed to secure commercial investment, for others to learn from.

As part of our recently launched Climate Solutions Partnership, in collaboration with HSBC and the World Resources Institute, we are delivering a Nature-based Solutions Accelerator (NbSA) that will work with NbS projects worldwide, in a number of countries and ecosystems to:

* Develop business and investment models for NbS enterprises with high growth potential,
* Create the right incentives,
* Level the playing field,
* Learn from best practices.

To achieve these aims, the Accelerator team requires expertise to conduct an analysis of ‘bankable’ NbS case studies from around the world, I.e., high-quality NbS interventions which have been successful in securing commercial finance (exclusively or as part of a blended finance model). The analysis will identify the common factors for success and deepen our understanding of the sorts of business models, blends of investors and financial resources that are being successfully used to support NbS globally. The outputs may also provide the basis for new communication materials.

**Project scope and objectives:**

* Conduct an initial desk-based review of the latest scientific and grey literature, case studies etc to identify a variety of successful bankable NbS case studies. This work could also involve targeted engagement with WWF Network Offices/Practices and our partners to identify case studies from within our existing portfolio.
* Identify the most significant common factors for success in relation to bankable NbS, as well as: the sorts of business and investment models, revenue streams, blends of investors, financial resources and mechanisms, pay back periods and enablers that may contribute to a ‘bankable formula’ which can be replicated sustainably.
* Based on these case studies, highlight any identified key barriers that had to be overcome in order to secure commercial finance (e.g., issues around environmental economic accounting in specific geographies), and highlight any innovations in how these were addressed.

**Outputs/Deliverables:**

1. A summary report (approximately 10-15 pages), summarising key findings and common factors for success identified. The report should be fully referenced and include links to further information on case studies where available.
2. A deep dive of up to 10 successful bankable NbS case studies (approximately 2-3 pages per case study), covering a variety of ecosystems, geographies, business models etc.
3. In addition, copies and/or links to working data (e.g., analysis, modelling, interview data) should be attached as annexes.
4. A slide deck providing an overview of the data collection and analysis, key case studies and common factors for success aimed at internal and external project managers, practitioners and stakeholders.

**Timelines:**

Assignment to commence November 2021.

Assignment to be complete mid-December 2021. We suggest a 6-week assignment is sufficient.

**Roles and responsibilities [if applicable]:**

WWF-UK is leading this piece of work, in partnership with HSBC and the World Resources Institute.

The supplier shall:

* be under the direction of the Nature-based Solutions Specialist managing this assignment.
* commit to regular check-ins with WWF (at least weekly) and inform WWF if and when issues arise between these check-ins.

WWF shall:

* Work closely with the selected supplier.
* Provide feedback on draft versions of the report.
* Provide a list of resources which can be used as a starting point for research (including prospective interviewee names and documents).
* Be on hand to answer queries.
* Provide final sign-off of report.

**Submission of proposal:**

Proposals should be maximum 5 pages in length and include:

* Your approach and proposed method to address the Project Objectives and Outputs.
* A project plan detailing proposed scope and timeframes for deliverables.
* Details of relevant experience.
* A fee proposal including total days and day rates for each member of staff who will work on the project, and any non-staff/travel/ancillary costs, including any applicable charity discounts.
* Names and CVs of all staff who will work on the project, and proposed roles (can be beyond the 5 pages).
* Indication of acceptance of WWF-UK’s standard terms and conditions (attached and available on request), or submission of your own for review by our legal team.

WWF will evaluate proposals against the following criteria:

* Quality of the submission and adherence to the brief.
* Relevant organisational experience, expertise, and skills of staff.
* Cost, value for money and overall resource inputs.
* Quality and effectiveness of the proposed methodology and ability to deliver the brief.

**Closing date to submit proposals:**

Interested parties should send their proposal to the contact below by email not later than **Friday 5th November 2021 at 12.00 GMT**. Applications received after that will not be considered.

**Delivery of final report:** 17th December 2021

**Budget:** £15-25,000 (Exclusive of taxes)

**Submission deadline: Friday 5thth November 2021**

**Commissioned by:**WWF-UK, Living Planet Centre, Brewery Road, Woking, GU21 4LL

**Contact person:**

Lewis Charters, Nature-Based Solutions Specialist, WWF-UK ([lcharters@wwf.org.uk](mailto:lcharters@wwf.org.uk))

**Please send a copy of your proposal for this research to:**

Sonia Sezille, Climate Solutions Partnership, Programme Manager, WWF-UK (ssezille@wwf.org.uk)

**Suggested reading:**

Finance Earth. 2021. A Market Review of Nature-Based Solutions: An Emerging Institutional Asset Class (commissioned by the Green Purposes Company).

Price, R.A. (2021). Nature-based Solutions (NbS) – what are they and what are the barriers and enablers to their use? K4D Helpdesk Report. Institute of Development Studies. DOI: 10.19088/K4D.2021.098

1. IUCN Global Standard on Nature-based Solutions <https://www.iucn.org/theme/nature-based-solutions/resources/iucn-global-standard-nbs> [↑](#footnote-ref-2)