



# Request for proposal

## Consulting services: IAS Fundraising Strategy for HIV programmes (2024-2027)

Closing date and time: 30 June 2023, 23:00 CET

### 1. About IAS - the International AIDS Society

IAS – the International AIDS Society – convenes, educates and advocates for a world in which HIV no longer presents a threat to public health and individual well-being. After the emergence of HIV and AIDS, concerned scientists created the IAS to bring together experts from across the world and disciplines to promote a concerted HIV response. Today, the IAS and its members unite scientists, policy makers and activists to galvanize the scientific response, build global solidarity and enhance human dignity for all those living with and affected by HIV. The IAS also hosts the world's most prestigious HIV conferences: the International AIDS Conference, the IAS Conference on HIV Science and the HIV Research for Prevention Conference.

More information on the IAS can be found at [www.iasociety.org](http://www.iasociety.org).

### 2. Purpose of the consultancy

#### Background

The IAS currently implements its 2021-2025 Organizational Strategy with the goal of achieving a resilient, science-based, adequately funded HIV response that respects human rights and responds to the varied needs of people living with and affected by HIV. In line with its strategy, the IAS programmatic activities promote science, support action and empower people across a range of thematic priority areas. These currently include paediatric HIV, HIV cure and vaccines, differentiated service delivery, person-centred care, and stigma and discrimination. In these areas, the IAS convenes experts to identify knowledge gaps and coordinate research to fill these, leverages global best practices and tools to support evidence-informed HIV service delivery, and supports scientists, advocates and implementers through training, fellowship and grant programmes. Additionally, the IAS maintains platforms to share evidence and shape policy, including the *Journal of the International AIDS Society*, the IAS Corporate Partnership Programme and the IAS Educational Fund.

To support the implementation of its Organizational Strategy, the IAS aims to identify and secure new financial resources for the period, 2024-2027. To date, the IAS has benefitted from the support of a wide range of private and public funders<sup>1</sup>. Looking forward and considering the current global

<sup>1</sup>List of current IAS funders available in the [IAS Annual Report 2021-2022](#)



health and HIV funding landscape, the IAS aims to expand and diversify its funding base to ensure the long-term financial sustainability of its existing and potential new research promotion, advocacy and educational activities.

### Scope

The IAS is seeking proposals from a qualified individual consultant or consultancy firm to develop the IAS Fundraising Strategy 2024-2027. Focusing on the implementation of existing and potential development of new HIV and advocacy programmes, the strategy will:

- Map the current global health and HIV funding landscape.
- Identify new donors and funding streams relevant to the IAS scope of work, per thematic and/or activity type.
- Outline a strategic approach to securing new and multi-year commitments from donors.

### 3. Deliverables

Under the guidance of the IAS Development and Partnerships Department, the individual consultant or the consultancy firm will perform the following consulting services:

- Assess and map public and private donors and funding streams (governments, foundations, private sector) relevant to the IAS HIV and advocacy programmes.
- Design strategic approaches for the IAS to secure new and multi-year funding aligned with the IAS Organizational Strategy.

Expected deliverables for this consultancy are:

- **Deliverable 1:** A mapping of new and eligible funding opportunities from public and private sources (governments, foundations, private sector) relevant to the work of the IAS and more specifically the IAS HIV and advocacy programmes.
- **Deliverable 2:** An actionable fundraising plan (including determination of the levels of new funding that can realistically be raised and within which timeframe and plan for engagement with potential new funders and list of contacts within funding organizations).
- **Deliverable 3:** Facilitation of engagement with potential new funders (timeline to be included as part of deliverable 2).

### 4. Period

- July to December 2023 for deliverables 1 and 2
- January to June 2024 for deliverable 3

### 5. Location

Remote but ideally located in the CEST time zone with the ability to travel to Geneva.



## **6. Proposal requirements**

The proposal should include the following:

- An expression of interest detailing relevant areas of expertise and experience
- A brief work plan responding to the project deliverables
- A curriculum vitae (CV)
- Contact information for two professional referees
- For individual consultants: recent evidence that they are registered as freelancers in their country of residence

## **7. Required skills and qualifications**

The selected consultant must demonstrate:

- Strong knowledge of the public, philanthropic and private sector funding landscape in the field of global health and HIV
- Demonstrable track record in developing successful fundraising strategies from public, foundation and private sector sources for health actors
- Close familiarity with the local, national, regional and global HIV and broader public health landscape, key actors and core issues
- Strong verbal and written communication skills in English and French

The consultant or the consultancy firm must comply with all applicable laws and regulations. They should adhere to a strict confidentiality policy in relation to client information.

## **8. Submission details**

Proposals should be addressed to [grants@iasociety.org](mailto:grants@iasociety.org) with the subject titled "Proposal – IAS Fundraising Strategy" and must be received **by 30 June 2023**.