



## **RFQ for Consultancy Services to Create LACI's 2028 Impact Targets**

**Responses Due:** Friday, August 12, 2022 by 5:00pm PDT

### **LACI Overview**

Founded in 2011 as an outcome of a public-private partnership with the City of Los Angeles and its Department of Water & Power (LADWP), the Los Angeles Cleantech Incubator (LACI), the City's nonprofit cleantech incubator, is focused on clean energy, zero emissions transportation, and sustainable cities. Our mission is to create an inclusive green economy by unlocking innovation, transforming markets, and enhancing communities. LACI aims to build a regional innovation ecosystem that supports the discovery and commercialization of clean technologies by creating new companies, derisking the go-to-market process, and helping companies successfully deliver market-ready cleantech solutions along with accompanying jobs in Southern California and beyond. Learn more at [laci.org](http://laci.org).

### **Background**

In 2018, LACI set program impact targets designed to be achieved by 2028. An example from our transportation program is the [Transportation Electrification Partnership's Zero Emissions 2028 Roadmap](#).

We are seeking a consultant to help us apply our 2028 impact goal setting to LACI as an organization. Through the *2028 Impact Targets* project, LACI hopes to set organization-wide impact targets that are relevant to our programs and are achievable by December 31, 2028.

### **Scope**

The *2028 Impact Targets* project goal is to do an impact target setting exercise that will frame and articulate LACI's impact targets and key 2028 milestones for external audiences while also highlighting key internal 2028 impact targets. LACI is looking to hire a consultant to help:

- Define LACI's 2028 organization-level impact goals, based on the CEO's vision, and build on LACI's existing impact data (e.g. startups served, economic impact, direct and indirect jobs created, etc.)
- Create 2028 milestones for LACI's existing goals (e.g. set an appropriate 2028 green jobs creation goal that aligns with the county-wide goal of 600,000 new green jobs by 2050)

- Highlight LACI's existing 2028 impact targets (e.g. Transportation Electrification Partnership or the Clean Energy Roadmap), ensuring internal impact targets are aligned across programs and with LACI's 2028 timeline.

**The Project will include:**

Setting organizational impact goals targeted for Dec 2028 by:

- Supporting the LACI team in creating and refining LACI's organization-wide, externally-focused 2028 impact targets
- Supporting the LACI team in determining the methodology for measuring progress on each impact target
- Ensuring that LACI's internal program impact targets roll up into LACI's organization-wide impact targets
- Updating, as needed, each program's impact targets, measurement methods and timelines to align with December 2028

**Bid Response Requirements:**

Respondents are required to provide the following information in a proposal/quote, at their sole cost and expense:

- Letter of interest that contains the name, address and telephone number of the firm submitting letters of interest and resumes of key staff member(s) and potential account managers, including the name of the key contact person;
- The number of years of experience the key staff member(s) has/have in the expertise and professional service area must be included in either the letter of interest or resume;
- An example(s) including outputs, if possible, of how team member(s) have facilitated multi-stakeholder processes;
- A description of the approach to the services that the Respondent would perform to achieve the scope of the 2028 Impact Project and at the direction of LACI;
- At least one sample strategic impact plan, sample impact target setting report and/or organizational strategic plan developed for a nonprofit organization, corporation, or government agency within the last three (3) years;
- Any judgments within the last three (3) years in which Respondent has been adjudicated liable for professional malpractice with explanations as applicable; and
- A rough minimum budget needed to do the work in Q3 and Q4 of 2022, and/or monthly fee estimate required along with rates;
- A minimum of two client testimonials (with the understanding that those advanced to interviews will be asked to provide client references that LACI may contact during or after the interview phase).

**RFQ Evaluation:**

For all quotations/proposals, a mix of the lowest price estimate, responsiveness to scope, and qualifications shall serve as the primary criteria for advancing to the shortlist for interviews.

Other areas that will be considered in making a determination will be:

- Experience with strategic planning, program design and/or organizational design with nonprofits;
- Expertise facilitating impact or ESG goal setting for nonprofit, government agency or corporate leadership teams;
- Expertise developing high-impact strategic environmental and sustainability goals, recommending impact metrics to track, and tightly connecting them to an organization's overall mission and programs;
- Familiarity with entrepreneurship, DEI objectives, workforce development, and environmental policy & markets; and
- Experience producing high quality, narrative-based strategic communication products.

LACI is committed to building a more inclusive ecosystem in the cleantech sector; qualified Respondents/Business Owners who are members of underrepresented groups such as women or people of color are strongly encouraged to submit quotes. Please indicate in your submission if you are a minority or women-owned business.

**Program Timeline:**

LACI is soliciting quotes for services to be delivered for Q3-Q4 2022 and seeks to finalize the 2028 Impact Targets project in October and to publish the Organizational and Program Impact Targets at our Annual Fundraiser in November 2022.

Please submit all quotes to Amanda Sabicer, Chief of Staff, via email at [amanda@laci.org](mailto:amanda@laci.org).