

## INVITATION TO TENDER

Dear Sir/Madam,

The Findhorn, Nairn, and Lossie Rivers Trust (FNLRT) invites your submission of a tender to provide services in accordance with the scope of work detailed below.

### TENDER J: **Nature Finance Advisory Services**

1. Scope of work – To work with Findhorn Watershed Initiative (FWI) Strategy Lead, with support of steering group members, to undertake the process outlined in the [Green Finance Institute's Investment Readiness Toolkit](#) (or similar, as recommended) to prepare the project to enable high-integrity, high-impact investment in nature-based solutions in the River Findhorn catchment, in a way which also takes into account opportunities for increasing community prosperity. To provide guidance and oversight based on previous experience of securing natural capital investment for nature-recovery projects.
2. Outputs –
  - a. Support appraisal of the Findhorn watershed for investment readiness opportunities, including both assets and enterprises
  - b. Support identification, approaching of, and pricing negotiation with sellers, buyers, and investors
  - c. Support development of business case, finance model, governance structure, and legal contracts
  - d. Oversee process of integrating all information gathered and developed into an investment pitchdeck and nature finance strategy for the project
3. Timeframes – 50% of the contract value to be invoiced upfront before 31 March 2023, 50% to be invoiced by 31 May 2023

This scope of work contributes towards a wider project – the [Findhorn Watershed Initiative](#) – a landscape-scale vision for ecological restoration in the River Findhorn catchment. Advice gathered and surveys undertaken will inform the prioritisation of intervention areas going

forward, and equip the FNL Rivers Trust with the information to implement a highly strategic, efficient and effective delivery phase of the project.

Your tender response should be submitted by email to Elle Adams at [elle@fnlirt.org.uk](mailto:elle@fnlirt.org.uk) by **17.00 Friday 17 March 2023**. We ask you to please provide both an outline of how you would go about delivering the tender outputs, as well as costings. Please note that submission of bids does not create any obligation on the Findhorn, Nairn, and Lossie Rivers Trust to award the contract, or to award it to the lowest bidder.

Should you wish to discuss any aspect of the brief before submitting please email Elle Adams at [elle@fnlirt.org.uk](mailto:elle@fnlirt.org.uk) and Robert Laughton at [director@fnlirt.org.uk](mailto:director@fnlirt.org.uk).

FNLRT welcomes submissions of a combined bid from any Bidder who wishes to deliver services for multiple open tenders as one contract of work.

If any provider wishes to propose modifications to the tender scope of work (which may provide a better way to achieve the Trusts's specification or add more value) these may, at FNLRT's discretion, be considered as an Alternative Offer. The Bidder must make any Alternative Offer in a separate letter to accompany the Tender explaining the reasoning behind the proposed alternative approach. The Trust is under no obligation to accept Alternative Offers.

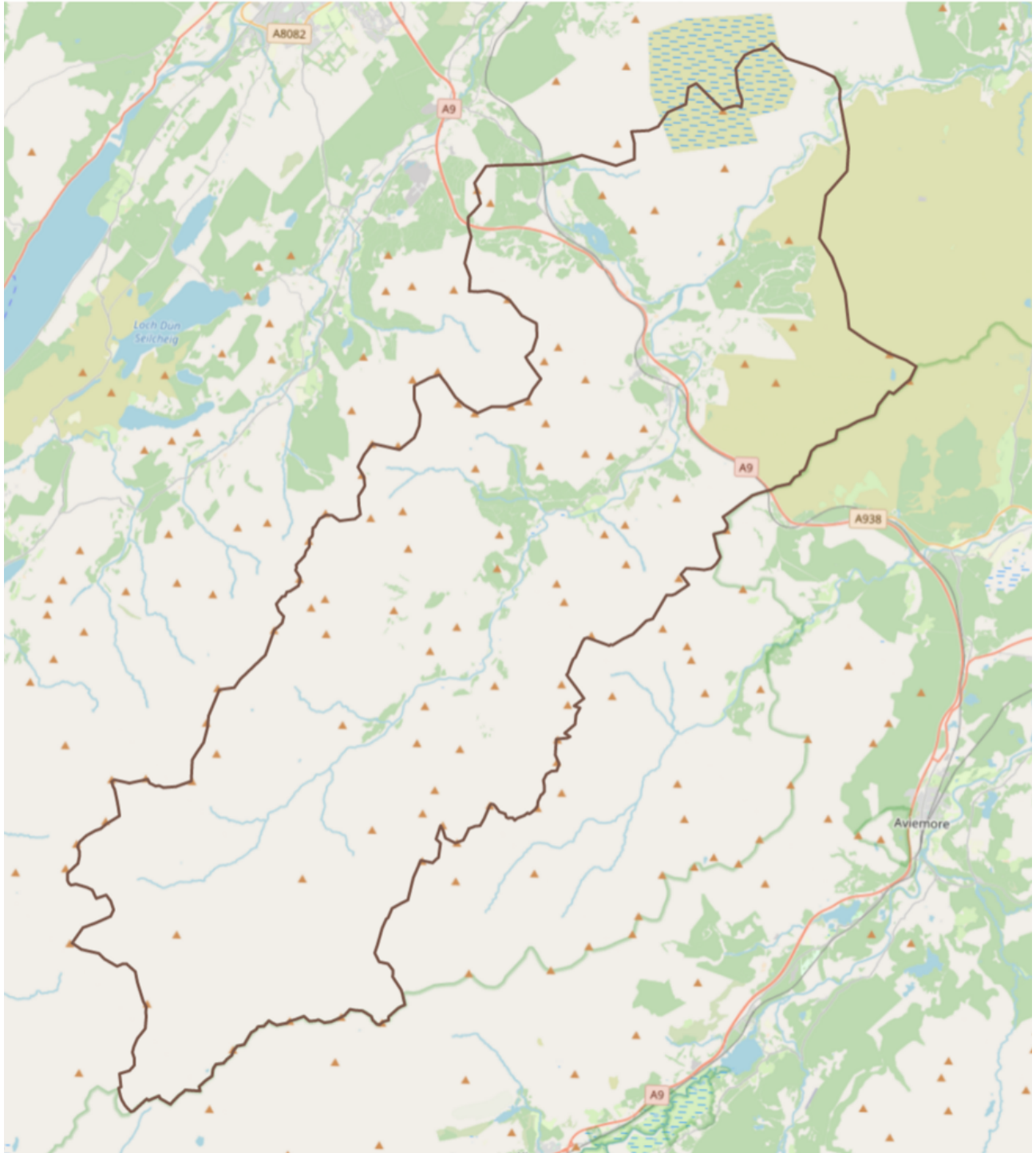
The service provision shall be effective immediately on signing the contract. All work should be completed by 31 May 2023.

This work is financed thanks to funding from NatureScot's Nature Restoration Fund and the Scottish Government's Just Transition Fund.

We look forward to receiving your bid and thank you for your interest in supporting our work.

Yours faithfully,

Robert Laughton  
*Director, Findhorn, Nairn, and Lossie Rivers Trust*



Map 1: Upper Findhorn catchment