Request for Proposal

Fellow Training

Ashoka - Environmental Defense Fund Climate Corps Fellowship 2027

November 2026

Contact for RFP
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A. Context & Objective

The goal of Ashoka - Environmental Defense Fund Climate Corps Fellowship is to address a crucial human capital gap in the wide-ranging efforts to fight climate change, delivering bold, practical solutions that benefit the planet and people's health. Environmental Defense Fund (EDF) established the Climate Corps fellowship programme in 2008 to foster climate leadership by equipping professionals with the connections and skills necessary to drive progress. Climate Corps Fellowship operates in three countries: the US, China, and India. Fellows design tools and recommendations that help organisations reduce emissions by mapping climate commitments, augmenting sustainability capacity, increasing both renewable energy and energy efficiency and/or engaging suppliers. To date, Climate Corps fellows have identified opportunities to avoid more than 2 million metric tons of greenhouse gas emissions — equivalent to taking nearly half a million cars off the road for a year.

Ashoka and Environmental Defense Fund (EDF) partnered in 2024 to execute this fellowship in India, to build a skilled green workforce and accelerate net-zero and sustainability goals. We are committed to empowering skilled leaders who will advance solutions to put the economy on a path to reach net-zero emissions and grow the economy while mitigating the worst effects of climate change.

The fellowship recruits, trains, and matches talented master's-level students and early-career professionals with private and public sector organizations to work on short-term (3-month and 6-month projects) in high-emitting, underserved sectors such as Freight & Logistics, Food and Agricultural Systems, Manufacturing, and Finance. Since 2021, we've custom-matched over 130 experienced, graduate student-level fellows with 45+ host organizations in various sectors. Read about past fellowships here.

To support the 2027 cohort of fellows with their training, we aim to engage a qualified training vendor/partner (organizational vendor) to develop and execute a comprehensive training program. This includes generating a pre-fellowship learning package, developing and managing

an eight-week-long high-quality, hands-on professional training (virtual), and delivering practice-oriented sessions for continued learning of fellows throughout their fellowships.

B. Scope of Work

Target audience:
In 2027, the Climate Corps program is set to support 35-40 graduate-level fellows from leading Indian educational institutions. These individuals will have diverse backgrounds, spanning engineering, business, economics, sciences, climate, environment, public policy, and more. Their common motivation lies in their passion to make a significant impact through climate and energy projects.

The selection criteria for these fellows include proficiency in conducting technical and financial analyses, adept project management skills, strong communication abilities, business acumen, and the capacity to catalyze organizational change.

Language: English

Service:
The training vendor/partner is responsible for creating and conducting virtual training sessions and workshops covering a range of climate-related topics. Climate Corps emphasizes the importance of having a diverse set of trainers rather than relying on a single trainer for all sessions. The training program will encompass:

1. *Asynchronous Training:* Developing a pre-fellowship learning package, including webinar recordings, journal papers, public reports, book chapters, and more.
2. *Level UP Training:* Conducting hands-on, interactive webinars and workshops for Climate Corps fellows from February to March 2027.
3. *Continued Learning:* Multiple practice-oriented, advanced training sessions throughout the fellowship season from April to September 2027.

Deliverables:

1. **Asynchronous Learning Package**: The pre-fellowship learning package is designed to be a compilation of top-notch learning resources and references. These resources may or may not be directly created by the vendor but should be tailored for graduate-level students who are in the early stages of transitioning into careers in climate and sustainability. The aim is to provide a solid foundation for participants before they engage in the interactive fellow training week scheduled for eight weeks from February to March 2027. The timeline for the delivery of the learning package is the first half of January 2027.

   The delivery of pre-fellowship training materials is asynchronous, utilizing accessible recorded videos and various resource materials like books, chapters, journal papers, and reports. The goal is to ensure a comprehensive and accessible learning experience for all participants.

These materials should serve as an introductory primer, delving into the intersection of climate change with key sectors crucial for India's Net-Zero and decarbonization goals. These sectors include energy, transportation, supply chains, industries, manufacturing, buildings, freight and logistics, construction, agriculture, food systems, waste management, and the circular economy.

We are seeking materials that cover:

- Energy & Decarbonization Pathways for India
- International, National and Subnational Climate Action Plans
- Climate and AI
- Climate Risk Assessment
- Supply Chain Sustainability
- Green Manufacturing
- Carbon Pricing and Carbon Markets
- Sustainable Finance
- Sustainable Food Systems and Agriculture
- Sustainable Buildings
- Sustainable Transportation in India
- Decarbonising Freight and Logistics
- Translating Corporate ESG goals into Action Plans
- Waste Management and Circular Economy
- Watershed Management
- Climate Adaptation and Resilience

2. **Level UP Training**: Design and lead interactive and hands-on sessions (12-16) on the above-mentioned key focus areas as part of the 8-week training from February to March 2027. This practitioner-level training is geared towards offering in-depth insights into specific sectors through interactive sessions covering concepts, tools, practices, and case studies for hands-on learning. To promote diversity, Climate Corps prefers multiple trainers, each specializing in different topics, rather than a single individual leading all sessions.
   Before the training, each presenter is expected to participate in 1-2, one-hour meetings with the Climate Corps team to collaboratively finalize content, discuss technical requirements, and undergo preparation for their involvement. Presenters must submit speaker biographies, headshot photos, presentation slide decks, and any other relevant materials in advance.

   The training will concentrate on key sectors:
   Freight & Logistics, Food & Agricultural Systems, Manufacturing, and Finance



Agriculture/Food Systems

Incorporating climate smart practices, measuring and reducing emissions across the agricultural and food value chains



Sustainable Finance

Climate risk assessment, sustainable financing, climate-related policy and disclosures, investing in net-zero transition



Freight & Logistics

Reducing Scope 3 emissions, engaging suppliers on sustainability initiatives, zero-emission medium and heavy-duty vehicle fleets



Manufacturing

Reducing emissions, incorporating material circularity to manufacturing processes, enabling efficient industrial operations

The cross-sector focus areas will be:
Climate Commitments, Climate Risk Assessment, Supply Chain Sustainability, and Reporting and Disclosures.



Climate Risk Assessment

Identifying physical and transition risks, estimating financial implications, integrating climate risk into business strategy, understanding risk mitigation strategies for identified climate risks, learning relevant regulations and reporting requirements



Climate Finance & Carbon Markets

Exploring innovative green finance instruments (green bonds, sustainability-linked loans, etc.), climate funds, global and Indian carbon markets (compliance and voluntary markets), carbon trading methodologies, carbon project development, etc.



Supply Chain Sustainability

Measuring and reducing Scope 3 emissions, implementing sustainable procurement strategies and supplier engagement, integrating renewable energy and resource efficiency, developing criteria for sustainable supply chain and their assessment



Reporting and Disclosures

International & national ESG frameworks, standards, and ratings, India's BRSR framework & alignment with ESG metrics & national guidelines, impact on investment decisions & stakeholder trust, double materiality, reporting challenges & tech-led solutions

The practitioner-led training will feature live, interactive sessions conducted on Zoom and facilitated by Indian experts, professionals, and researchers to create an engaging and immersive learning experience for participants.

Sample session topics:

1. National and Sub-national Level Climate Action Plans
2. Physical and Transition Climate Risk Assessment
3. ESG Reporting and Disclosures
4. ESG Ratings
5. Climate Finance and Carbon Markets
6. Operational Decarbonisation and Renewable Energy Integration
7. Embedding Sustainability in Supply Chains
8. Sustainable Food Systems and Agriculture
9. Freight and Logistics
10. Green Manufacturing

Anticipated training topics for upcoming cohorts cover various aspects, including emissions reduction and sustainability in manufacturing processes, the implementation of climate-smart practices in agriculture and food systems, optimization of freight and logistics to reduce Scope 3 emissions, and exploration of climate commitments, carbon markets, net-zero strategies, science-based targets, and internal carbon pricing.

Each session will be 120 minutes long, dedicated to each key focus detailed below. These workshops are designed to prioritize interactive and hands-on training methods for fellows.

3. **Continued Learning Support**: Create and lead a series of 4-6 comprehensive workshops/practice-oriented sessions for the Climate Corps fellows, spanning from April to September 2026. These workshops aim to equip fellows with project-specific tools, resources, and methodologies by establishing connections with subject matter experts and peers. Each workshop will be overseen by a seasoned practitioner or subject-matter expert, who will take the lead in sustaining educational initiatives and collaborative exercises.

C. Requirements

Vendor organisations are encouraged to submit a comprehensive proposal outlining their approach, methodology, timeline, and budget breakdown for each phase of the training. We kindly request the inclusion of pertinent experience in similar training programs. Proposals should feature detailed resumes of all team members, highlighting their expertise in climate/ sustainability training and professional education. To expedite the process, please include a draft schedule and expected completion date for this project.

D. Timeframe

RFP Released	18 November 2026
Bids Due	2 December 2026

Interviews if shortlisted	3 to 10 December 2026
Project Timeframe	December to September* 2027

*Specific dates for each phase will be mutually agreed upon with the selected training partner.

E. Evaluation Criteria

Proposals will be evaluated based on:

1. Expertise and experience in developing and executing capacity building/ training programs related to sustainability and climate action
2. Feasibility and clarity of the proposed methodology and approach
3. Budget alignment with the scope of work and deliverables

F. Bidder's Primary Contact for the RFP

Please provide the contact information for the bidder, including name, title, organization, mailing address, phone number, and e-mail address.

G. Budget

Please submit a budget that comprehensively covers all aspects of the specified scope of work. This cost should include all expenses related to the development, implementation, and support of the pre-fellowship learning package, the 8-week-long training, and the continued learning support.

Proposals must be submitted in written form (not exceeding 10 pages, single-spaced, 12-point font as a Word document or PDF) by email to Charu Seth at climatecorpsindia@ifre.org.in.

Upon successful completion of this project, there exists the potential for an extension into a long-term contract for ongoing development and execution of the fellow training project.