

## CONSULTANCY - TERMS OF REFERENCE

# Giga Partnerships Support Specialist

Division: Office of Innovation/Giga  
Duty Station: Remote  
Duration: 6 months

*"I will champion lifelong learning for all and convene a Summit on Transforming Education in 2022 to accelerate progress towards the achievement of SDG4.*

*Digital inclusivity will be a vital part of the Summit, building on existing efforts such as the Giga initiative, which aims to ensure that all schools are connected to the Internet by 2030."*

- **UN Secretary General, Antonio Guterres**  
Report of the Secretary-General "Our Common Agenda"  
September 2021

## Advertising summary

The Giga team is seeking a Partnerships Support Specialist to join Giga, one of the most exciting and impactful projects coming out of the United Nations at this time. This individual will work with our interdisciplinary team to develop strategy and processes for internal operations that support the Partnerships function. The role will be an important part of our small Partnerships Team, joining us in our ambitious goal to connect every school, and every community, to the internet by 2030.

## About Giga

Launched in 2019 as a joint-initiative between UNICEF and ITU, Giga has set the ambitious goal to connect every school in the world to the internet.

Half of the world's population has no regular access to the Internet. Millions of children leave school without any digital skills, making it much more difficult for them to thrive and contribute to local and global economies. This has created a digital divide between those who are connected and those who are not, a divide that has become even wider during the Covid-19 pandemic. UNICEF and ITU have therefore joined forces to create Giga, an initiative to connect every school in the world to the Internet and address this new form of inequality.

Giga focuses on connecting schools so that children and young people have access to information, opportunity, and choice. It also uses schools as anchor points for their surrounding communities: if you connect the school, you can also connect local businesses and services. This creates opportunities for service providers to generate revenue from paying users, making connectivity more sustainable. A recent [report](#) by the Economist Intelligence Unit found that a 10% increase in school connectivity can increase effective years of schooling by 0.6% and increase GDP per capita by 1.1%.

You cannot fix a problem unless you can see it, so the first step is to map schools and their connectivity levels. Giga uses machine learning to scan satellite images and identify schools. These are then marked by coloured dots on an open-source map: green where there is good connectivity (over 5mb/s); amber where it is limited; and red where there is no connectivity at all. The project has already mapped over 2.1 schools in 54 countries, including several which were previously unknown to governments.

Connecting every school in the world could cost US\$428 billion or more. Much of the funding already exists but it is not always well aligned. Giga therefore works with governments to unlock public funds for use in delivering connectivity and to attract private investors by reducing the risks in harder-to-reach areas.

Once school connectivity has been mapped and financing secured, Giga works with a range of partners to bring the Internet to schools. We support governments in designing competitive procurement processes. We are also developing real-time payment mechanisms, meaning that if a dot on the connectivity map is only green for three hours a day, the provider only gets paid for three hours of access. Giga is already connecting schools in 19 countries and is prototyping several test solutions, including in refugee camps and remote, mountainous regions.

Just as building railroads allowed previously isolated towns to flourish, providing good quality Internet access will allow communities to participate in the digital economy for the first time. But Giga's work in laying the tracks for connectivity is only one part of a wider effort to bridge the digital divide. UNICEF's Reimagine Education initiative brings all of this work together and has set the goal of connecting every child and young person – some 3.5 billion – to world-class digital learning solutions by 2030. In addition to Giga, it includes components focusing on the affordability of data and content, access to devices, teacher certification and the engagement of young people. Along with ITU's digital skills programme and other initiatives, Reimagine Education aims to ensure that, once connected, young people are empowered with the tools they need to shape their own futures.

Our partners are a huge part of our work, supporting us with both financial resources and in-kind support. We currently have a portfolio of a small group of major financial partners, and a larger group of others who provide technical assistance on important projects, including data sharing, cost model development, and more.

You can read more about Giga's work at <https://gigaconnect.org/> and by following us on twitter **@Gigaconnect**

## About UNICEF

UNICEF works in some of the world's toughest places, to reach the world's most disadvantaged children. To save their lives. To defend their rights. To help them fulfill their potential. Across 190 countries and territories, we work for every child, everywhere, every day, to build a better world for everyone. And we never give up.

UNICEF has a 70-year history of innovating for children. We believe that new approaches, partnerships and technologies that support realizing children's rights are critical to improving their lives.

## About Our Team

We are a fast-paced, multi-disciplinary team of software engineers, finance specialists, data scientists, policy experts, and much more. Our team is a distributed workforce and plans to remain distributed into the foreseeable future.

We are growing **fast**. Our team has grown by over 400% in the last 6 months as we rapidly scale to meet our stated mission. Much, if not all, of this growth is supported by our partners and the work of our Partnerships Team. To-date, Giga has brought on more than a dozen partners and raised over \$47M in funding. But many of our partners contribute more than just funding. To us, partners are collaborators, working shoulder to shoulder with our team to develop software, analyze data, conduct groundbreaking research, and much more!

The Partnership Specialist would report to the Partnerships Lead and work closely with the Communications Team and Programmatic Leads across country engagement, technology, and structured finance to develop partnerships that are in-line with Giga's strategic vision.

Outside of the Giga team, this individual will work with the UNICEF Private Partnerships and Fundraising Division, National Committees and the UNICEF Division of Global Communication and Advocacy, as well as the partnerships focal points for the UNICEF Office of Innovation and ITU.

## How can you make a difference

We are seeking a strong and committed Partnership Specialist who is:

- Motivated to create and grow public-private partnerships for technology and innovation
- Interested in your exploring the role that private sector can play in furthering Giga's mission to connect every young person to the internet
- Adept at developing and balancing working relationships across the organization to advance Giga's partnership goals

## Your main responsibilities will be

The consultant will advise and support the Partnerships Lead on strengthening specific workstreams that are core to the partnerships programme, with a focus on 1) engagement of National Committees, 2) communications and events for partnerships, and 3) building internal processes for future operations within UNICEF. The consultant will:

- Understand the full scope of partners' businesses and strategic objectives to maximize the potential of Giga's partnerships.
- Develop joint communications and business plans with critical partners.
- Support the development of market analyses to identify business opportunities for Giga.
- Build trusted, strategic relationships with internal stakeholders and external partners and develop a thorough understanding of their business challenges.
- Provide a dependable and responsive service to our partners, focusing on partners needs for mutual benefit.
- Provide operational support across a portfolio of partners, collaborating with account managers and Natcoms/CO's to resolve issues and accelerate processes.

## Your main deliverables will be

**Deliverable 1:** Communications and Advocacy plan for partnerships that supports Giga's strategic goals and elevates the efforts of Giga and its key partners, including donors, to a wider audience.

**Deliverable 2:** guidance document based on industry best practices

**Deliverable 3:** Work plan for communication activities, monitor compliance and provide support and guidance to ensure objectives are met.

**Deliverable 4:** Comprehensive media strategy for partnerships including in the preparation of news articles, press releases, media pitches, op-eds etc., and maintain

good working relationships with key outlets and journalists (via media teams in Spain, Switzerland, USA, UK, Germany, Norway, Hong Kong and Japan)

**Deliverable 5:** Pipeline of new events and partnerships models that bring in publicity and build trust for Giga.

**Deliverable 6:** Evaluation report with key results

### Description of assignment

	<b>Tasks</b>	<b>End Product / Deliverable</b>	<b>Time Frame</b>	<b>Percentage of Payment</b>
1	Ensure that Giga has a clear communication strategy for partnerships and associated work plan, strengthen support of Giga's mission and objectives, and enhance the credibility and brand.	Develop a Communications and Advocacy plan for partnerships that supports Giga's strategic goals and elevates the efforts of Giga and its key partners, including donors, to a wider audience.	1 Month	10%
2	Monitor current and emerging trends in digital marketing and communications and stay up to date on industry best practices.	Develop a guidance document based on industry best practices	1 Month	8%
3	Ensure that human resources (the communication team) and financial resources (budget planning, management, and monitoring) are both effectively managed and optimally used.	Develop a work plan for communication activities, monitor compliance and provide support and guidance to ensure objectives are met.	1 Month	8%
4	Ensure that Giga has a well maintained and continually developed contact list of journalists and media outlets covering all media – print, TV, radio, web etc. –	Operationalize a comprehensive media strategy for partnerships including in the preparation of news articles, press releases, media pitches, op-	1 Month	8%

	and a successful process of communicating and maintaining regular contact and close collaboration with the media to communicate the story of Giga to a wider audience.	eds etc., and maintain good working relationships with key outlets and journalists (via media teams in Spain, Switzerland, USA, UK, Germany, Norway, Hong Kong and Japan)		
5	Lead the planning and implementation of a Giga event work plan with participants from around the world, including logistics.	Develop a pipeline of new events and partnerships models that bring in publicity and build trust for Giga.	1 Month	8%
6	Monitor and evaluate the use and effectiveness of media materials and share results and findings.	Develop an evaluation report with key results	1 Month	8%

**To qualify for this position you will have...**

- A minimum of 12 years of experience in partnerships, communications, and/or non-profit management
- Experience with fundraising and partnerships management in the United Nations or development/non-profit space
- A proven track record of organizing and executing complex workstreams
- The ability to prioritize and manage progress and deadlines across a diverse range of partners, projects, and activities
- Very strong writing, editing, and content development skills, as well as demonstrated strength in communication
- Experience working with (or ability to quickly learn about and speak to) technology, data, telecommunications, and innovative solutions
- Ability to manage multiple perspectives and sets of priorities, driving toward consensus across several stakeholders
- Fluency in English. Competence in another UN language preferred.
- Developing country work experience and/or familiarity with emergency is considered an asset.

**Travel**

- The consultant is expected to travel to Giga's technology center in Barcelona three times. The Barcelona trips will require a stay of 1 week each.
- The consultant is responsible to arrange his/her own travel, including visa.

### **For every Child, you demonstrate...**

UNICEF's core values of Care, Respect, Integrity, Trust and Accountability and core competencies in Communication, Working with People and Drive for Results.

UNICEF's values of Care, Respect, Integrity, Trust, and Accountability (CRITA).

To view our competency framework, please visit [here](#).

UNICEF is committed to diversity and inclusion within its workforce, and encourages all candidates, irrespective of gender, nationality, religious and ethnic backgrounds, including persons living with disabilities, to apply to become a part of the organization.

UNICEF has a zero-tolerance policy on conduct that is incompatible with the aims and objectives of the United Nations and UNICEF, including sexual exploitation and abuse, sexual harassment, abuse of authority and discrimination. UNICEF also adheres to strict child safeguarding principles. All selected candidates will, therefore, undergo rigorous reference and background checks, and will be expected to adhere to these standards and principles.

### **Payment details and further considerations**

- Payment is made upon completion of each deliverable
- Consultant is responsible for his/her own health and travel insurance
- Consultant is eligible for standard DSA for all work-related travel
- The contract will include a reimbursement for travel, to cover 3 trips to Barcelona and subsistence costs based on:
  - Reimbursement of flight cost upon submission of receipts based on actual travel
  - Payment of DSA / per diem based on actual travel days applicable during the month of travel, not exceeding the official rate

**SUPERVISOR:** Sophia Farrar

**PREPARED BY:** Sophia Farrar, Partnerships Lead

Signature and date: \_\_\_\_\_

**APPROVED BY:** Marija Novkovic, Programme Manager

Signature and date: \_\_\_\_\_

**ACKNOWLEDGED BY CONSULTANT:**

Name, signature and date: \_\_\_\_\_

**Grant number**

**WBS**