

NCRF Technical Field Liaison Support RFP Questions

September 10, 2026

Submission Requirements

1. *Please confirm the applicable page limit for the technical proposal. The RFQ appears to reference multiple limits. Do the cover letter, budget, resumes, and required certifications count toward the 15 page limit?*

The entire technical proposal (including contact information, organization information, technical approach, experience, key staff, references, and resumes) should be no more than 15 pages. The cover letter (1 page), budget (must use [Contractor Budget Template](#)), and evidence of financial stability can be in addition to the 15 pages.

Multiple-Award Structure

2. *We understand NFWF anticipates making one or two awards. If two awards are made, how does NFWF anticipate dividing responsibilities among awardees (i.e. by geography, grantee lifecycle, technical disciplines, workload volume, or another basis)?*

The NCRF is a national program, and a contractor should be prepared to provide support to practitioners throughout the program footprint working on a variety of nature-based solutions; however, offerors should highlight if they have a particular expertise in certain regions of the NCRF footprint or in particular aspects of nature-based solutions for coastal resilience. NFWF priority regions for field liaison coverage include the Pacific Northwest, Alaska, Great Lakes, New England, U.S. territories, and Tribes. Contractors with experience, networks and expertise working in these regions and with these groups will be prioritized. If two contractors are selected, division of responsibility by region will be decided based on prior experience, expertise and networks.

Estimated Workload and Performance Expectations

3. *For planning and pricing purposes, please confirm whether the estimated annual volumes (approximately 100 pre-proposals and 50 full proposals) represent the total workload across all awardees or the anticipated workload for each contractor. Please also provide, if available.*

The estimated volume provided, 100 pre-proposals and 50 full proposals, represents the total annual workload for proposal review ONLY during the NCRF Request for Proposal (RFP). The workload is an estimate based on past RFP cycles and may change depending on the number of submissions received, especially for pre-proposal. If two contractors are selected, this workload does represent the estimated amount of pre- and full proposals that may be assigned to each of the selected contractors, however, amounts may vary depending on division of regions between the selected contractors and number of submissions received per region.

Scope of Work

4. *Please clarify whether the successful contractor(s) will be expected to perform the full scope of work described in the RFQ or provide supplemental support alongside an incumbent contractor. If supplemental support is contemplated, please describe the anticipated division of responsibilities, coordination expectations, and whether offerors may propose an alternative or phased approach.*

The selected contractor will be expected to perform the full scope of work described in the RFQ, even if two contractors are selected. If two contractors are selected, the division of responsibility will be by region and not tasks.

5. *Recognizing the importance of maintaining continuity for NCRF applicants, grantees, and stakeholders, please also clarify NFWF's expectations for transition, knowledge transfer, and continuity of operations after the award. Are contractors permitted to propose a transition approach that includes collaboration or subcontracting with firms that possess relevant NCRF institutional knowledge, where appropriate? If so, should this approach be addressed in the technical proposal?*

NFWF expects a kickoff meeting to familiarize the selected contractor(s) with the NCRF program, as well as regular meetings to aid in the transition, knowledge transfer, and continuity of operations. Offerors are encouraged to propose activities they deem appropriate for successfully completing the scope of work called for in the RFP in a cost effective and defensible manner.

Evaluation

6. *Please confirm whether the five evaluation factors will be weighted equally (20 percent each). If not, please provide the relative weight or order of importance.*

Yes, the five evaluation factors will be weighted equally. Please refer to the **SELECTION PROCESS AND CRITERIA** section of the RFP for more information about how the five evaluation criteria will be weighted.