

Invitation to quote for 100x Ecosystem Insights Partner

Summary

[100x Impact](#) and the London School of Economics (LSE) invite quotations from consultants, consultant teams, agencies or organisations to act as our Ecosystem Insights Partner for a collaborative ecosystem initiative focused on improving support for social ventures at the scaling stage. The successful partner will coordinate project delivery, lead discovery and insight generation, facilitate stakeholder engagement, and support the identification and mobilisation of opportunities for ecosystem improvement. Working closely with 100x, funders and ecosystem actors, the partner will help strengthen understanding, coordination and collaboration across the sector.

The contract value is up to £45,000 (excluding VAT), with proposals due by 23 June 2026.

Invitation to quote

QUOTE Ref: 100x Ecosystem Insights Partner

You are invited by 100x Impact and the London School of Economics (LSE) to quote for the provision of services detailed in this briefing document. Your quotation must be received by 11.59pm (UK time) Tuesday 23rd June 2026.

It is the responsibility of all suppliers to ensure that their quotation response is received no later than the appointed time. The LSE may undertake not to consider quotations received after that time.

The LSE is not bound to accept the lowest priced or any quote.

The quotation will be evaluated using the following criteria and weightings:

Evaluation Criteria Weighting

- Quality 70%
- Price 30%

By providing us with a quotation you agree to be bound by the LSE Terms and Conditions which will apply to any contract awarded to you after you have provided us with our quotation. Enquiries and returns regarding this Invitation To Quote should be addressed to Nick Stanhope, Chief Insights Officer, 100x – nick@100ximpact.org

About 100x Impact

The world is facing multiple, interconnected challenges — including poverty, inequality, environmental degradation, and health crises. We are not short on social innovation. Across sectors and geographies, many ventures have developed solutions that work. But too few of these solutions reach the scale of the problems they are trying to solve.

100x exists to provide more support for established, high-potential ventures to scale their impact. We focus on unlocking the next phase of impact for proven social ventures — combining acceleration capital with tailored support to help them scale what

works; deepen their influence within systems; and unlock the wider value of what they have built.

But our role goes beyond supporting individual organisations. Because we work at this inflection point across many ventures, we are uniquely positioned to:

- Identify patterns in how impact actually scales in complex systems
- Understand what combinations of capital, capability, and context unlock step-change growth
- Feed these insights back into the ecosystem, improving how high-potential ventures are identified, supported, and funded

We're a relatively new organisation, launching in 2022 out of the London School of Economics' [Marshall Institute](#), anchored with a £50 million philanthropic gift.

For more information about 100x, visit 100ximpact.org.

Rationale for this work

100x is working with a series of partners to explore how donors and ecosystem actors can play a more effective role in supporting social ventures at the scaling stage of development. This project will kick-off at the start of September 2026.

Scaling social ventures consistently tell us that ongoing investment in organisational development, leadership, operational capacity and innovation is critical to achieving impact at scale. However, once ventures move beyond early-stage support, this form of support often becomes more fragmented, difficult to access and highly dependent on navigating complex funder relationships and systems.

At the same time, many funders and intermediaries are actively seeking to improve how they support ventures at the scaling stage. There is growing recognition that stronger coordination, clearer roles, better insight and more collaborative approaches across the ecosystem could significantly increase the effectiveness and accessibility of support available to scaling ventures.

Building on existing relationships, conversations and previous ecosystem efforts, 100x is convening a collaborative project focused on understanding and improving the ecosystem of donor-led capacity building support for scaling ventures.

Our requirement for this work arises from our commitment to support high-potential organisations to scale their positive impact more effectively, while learning alongside ventures, funders and ecosystem actors about what forms of support are most valuable at the scaling stage. We are seeking an Ecosystem Insights Partner to work closely with 100x and participating organisations to coordinate the project, lead discovery and insight generation, and support the identification and mobilisation of opportunities for ecosystem improvement.

The primary objectives of this work are to:

1. Generate insight into the scaling-stage support ecosystem

Develop a clearer understanding of how scaling ventures experience the current ecosystem of donor-led capacity building and developmental support, including strengths, gaps, challenges and areas of unmet need.

2. Support stronger ecosystem coordination and collaboration

Create opportunities for funders and ecosystem actors to build shared understanding, strengthen relationships and identify complementary roles within the ecosystem.

3. Identify and prioritise opportunities for improvement

Work collaboratively with partners to identify practical opportunities to improve the effectiveness, accessibility and coordination of support available to scaling ventures.

4. Support mobilisation around emerging opportunities

Help build alignment, momentum and collaborative action around opportunities that emerge through the project.

An additional objective of this work for 100x is to:

Test and learn about the 100x role in ecosystem facilitation and collaborative approaches

Generate learning about the role 100x and partners can play in strengthening the broader ecosystem around scaling ventures, including what forms of facilitation, coordination and collaboration are most valuable and effective.

Specification

Overview

100x is seeking a partner for a 9-month project focused on improving the ecosystem of support available to social ventures at the “scaling stage” of development.

The project aims to strengthen understanding, coordination and strategic action amongst funders and ecosystem actors supporting ventures at the scaling stage. It will build on existing relationships and learning within the ecosystem, while generating new insight into needs, gaps, opportunities and practical approaches for collaboration and mobilisation.

The Ecosystem Insights Partner will play a central role in shaping and delivering the project, working closely with 100x, project partners and participating funders.

The total budget available for this role is £45,000 excluding VAT.

Scope of Work

1. Project Management and Coordination

- Lead overall delivery and coordination of the project over a 9-month period.
- Develop and maintain an appropriate delivery plan, timeline and working rhythm.
- Coordinate communication and collaboration across project partners and participating social ventures.
- Facilitate meetings, workshops and collaborative working sessions as required.

- Ensure effective documentation, progress tracking and reporting throughout the project.

2. Discovery and insight generation

- Design and deliver a discovery process to gather insight from relevant stakeholders, including funders, intermediaries and scaling social ventures.
- Synthesise existing research, ecosystem knowledge and emerging findings from the project.
- Identify themes, patterns, tensions, opportunities and practical implications arising from the discovery work.
- Produce clear and accessible insight outputs to support discussion, reflection and decision-making amongst partners.

3. Opportunity identification and prioritisation

- Work closely with the Chief Insights Officer and project partners to identify areas of opportunity for ecosystem improvement, collaboration and further insight generation.
- Support the prioritisation of opportunities based on relevance, feasibility, value and momentum within the ecosystem.
- Contribute strategic thinking and facilitation to help translate insight into action.

4. Mobilisation and stakeholder engagement

- Support the development of shared understanding, alignment and momentum amongst participating organisations.
- Help facilitate collaborative action and mobilisation around prioritised opportunities.
- Build and maintain trusted relationships with relevant ecosystem actors throughout the project.

Partner specification

The successful partner will be expected to work in a collaborative, adaptive and facilitative manner. The work will involve engaging with a range of funders and ecosystem actors with differing perspectives, approaches and priorities.

We welcome proposals from individual consultants, groups of independent consultants submitting a joint proposal, and organisations such as consultancies or agencies. Proposals should clearly identify the lead contact and the roles of all proposed team members.

The role will require:

- Strong project leadership and stakeholder management capability.
- Excellent qualitative research, synthesis and insight generation skills.
- Experience facilitating strategic conversations and collaborative processes.
- An ability to navigate ambiguity and support emergent, iterative work.
- Strong written and verbal communication skills.

Experience working within philanthropy, social innovation, venture support and/or ecosystem-building contexts would be highly beneficial.

Deliverables

Indicative deliverables are expected to include:

- A project delivery and engagement plan (building on existing plans)
- Facilitation of partner and stakeholder sessions throughout the project.
- Discovery and insight synthesis outputs.
- Opportunity framing and prioritisation materials.
- Periodic progress updates and reflections.
- A final synthesis and recommendations output.

The exact format and cadence of deliverables will be agreed collaboratively during project initiation.

Contract terms and budget

This is a short-term contract engagement with the London School of Economics with maximum budget envelope of £45,000 exclusive of VAT. The planned contract duration is 9 months.

Timeline

Stage	Date
Invitation to Quote published	Monday 8 th June 2026
Proposals due	Tuesday 23 rd June 2026
Decisions made	Friday 26 th June 2026
Agreement in place	Wednesday 15 th July 2026
Project kick-off	Wednesday 2 nd September 2026

Your response

The response should include:

- A brief summary of your proposed approach and methodology.
- Relevant experience and examples of similar work.
- Proposed team structure and key personnel.
- A budget breakdown and payment schedule.

Please ensure your response does not exceed 5 pages (excluding separate attachments requested). You may respond with a pdf or word document.

Please email your proposal to nick@100ximpact.org by 11.59pm (UK time) Tuesday 23 June 2026.