



CRDF GLOBAL
REQUEST FOR PROPOSAL # RFP RFP-29-UA-2025

SUBJECT: INVESTOR ROUNDTABLES ON PREVENTING ILLICIT ACQUISITION OF DUAL-USE TECHNOLOGIES

(INVESTOR ROUNDTABLE TO PREVENT FOREIGN THREAT ACTOR ILLICIT ACQUISITION OF DUAL-USE TECHNOLOGIES AND CRITICAL DEFENSE-RELATED MATERIALS)

PROGRAM: CTR

PERIOD OF PERFORMANCE:

Start date: **12/15/2025**

End date: **12/15/2026**

TENDER TIMEFRAMES:

TENDER ISSUE DATE: **November 5, 2025**

PROPOSAL SUBMISSION DEADLINE: **December 3, 2025, COB**

Interested candidates are invited to submit the proposals in compliance with the detailed requirements specified in the Scope of Work described below.

Background:

On behalf of the U.S. Department of State's Office of Cooperative Threat Reduction (CTR), CRDF Global will conduct a series of roundtables for private sector stakeholders including investors, hedge fund managers, venture capitalists, private equity and private credit, who play a critical role in developing new companies and funding early-stage businesses with dual-use technology applications. The purpose of the roundtables is to raise awareness of foreign threat actors' efforts to illicitly acquire dual-use technology and advanced conventional weapons (ACW) materials and help private sector actors make informed investment decisions, safeguard emerging technologies, and deny access to global ACW supply chains.

Scope of Work:

The Contractor will serve as a subject matter expert for the project, *Investor Roundtables to Prevent Foreign Threat Actors' Illicit Acquisition of Dual-use Technologies and Critical Defense-Related Materials*. For this project, the Contractor will lead three (3) full-day in-person roundtables between January and December 2026 for at least 60 startup founders, managers, and investors total in Türkiye and Europe (exact locations to be confirmed) on managing investment risk associated with dual use technology.

The experts will develop presentations, interactive activities, tip sheets and other training materials on:

- Risks posed by foreign threat actors during capital raising, M&A, joint ventures, and related business transactions;
- Educate founders and investors about undue foreign influence, technology/data theft, legal and reputational damages;
- Enhance due-diligence knowledge and compliance tools to recognize extractive partnerships, obfuscated ownership structures, high risk intermediaries and funding flows, and common sanctions evasion tactics;
- Case studies on illicit technology acquisition efforts targeting European and global markets, including typologies of threat actors, such as Russian and Chinese entities sanctions evasion tactics through shell companies, subsidiaries, and intermediaries;



- Risk management strategies to protect business and investment portfolios from reputational and legal exposure;
- Regional perspectives on sanctions legislation, compliance challenges, and lessons learned;
- Best practices for embedding compliance expertise within technology startups and investment industry.

Experts will contribute to roundtable planning and coordination, identification of participants, follow up calls with participants, and after-action reporting.

Travel costs such as airfare, lodging, and per diems will be booked and covered by CRDF Global.

Period of Performance: December 15, 2025 – December 15, 2026

Task One: Implementation of Three In-Person Roundtables

The Contractor will lead three, full-day, in-person roundtables with CRDF Global and other project team members identified by CRDF Global. The Contractor will develop presentations tailored to each national audience, interactive exercises, and tip sheets on managing investment risk associated with dual use technology for investors. Draft presentations, exercises, and tip sheets will be shared with CRDF Global at least 30 days in advance of the roundtable and feedback will be incorporated within 14 days of receipt. The Contractor will provide two subject matter experts to travel to each of the roundtable locations to implement a full-day roundtable. Any subject matter experts whose CVs were not listed in the original proposal must be pre-approved by CRDF Global at least 14 days before each roundtable. The Contractor will provide one local financial investment expert to co-facilitate each roundtable. The local expert will not receive travel support from CRDF Global and must be approved by CRDF Global 14 days in advance of each roundtable.

Task 1 Deliverables:

- 1) Two pre-approved subject matter experts traveling to three in-person roundtables.
- 2) One local financial investment expert to co-facilitate each roundtable.
- 3) Lead presentations and facilitate panel discussions and a Q&A session for three, full-day, in-person roundtables with CRDF Global and other project team members.
- 4) Tailored presentations, interactive exercises, and tip sheets to facilitate roundtables on managing investment risk associated with dual use technology for investors in Türkiye and Europe (exact locations to be confirmed).
- 5) Draft presentations, exercises, and tip sheets will be shared with CRDF Global at least 45 days in advance of each roundtable and feedback will be incorporated within 14 days of receipt.

Task Two: Roundtable Planning and Coordination

The Contractor will participate in planning calls with CRDF Global and other project team members to coordinate material development and delivery during the roundtables. The Contractor will participate in coordination calls with CRDF Global and other project team members throughout the duration of the project on an as-needed basis.

The Contractor will provide input to CRDF Global on roundtable materials for participants designed to evaluate knowledge gains as a result of the roundtables. This input may include key indicators to measure roundtable participants' understanding of the roundtable topics or questions which the Contractor would wish to have answered before delivering the roundtable in order to tailor content.

Task 2 Deliverables:

- 1) Participation in planning, coordination, and pre- and post- roundtable calls and meetings with CRDF Global and other project team members, as needed.
- 2) Input and review of roundtable materials designed to evaluate knowledge gains, as needed.

Task Three: Participant Recruitment Assistance

The Contractor will assist CRDF Global with participant recruitment and selection efforts on an as-needed basis. This assistance may include the identification of individuals in the Contractor’s network who can assist CRDF Global in identifying participants. This assistance may also include the identification of institutions and job functions that are relevant audiences for the roundtables. CRDF Global will remain fully responsible for participant recruitment efforts.

Task 3 Deliverables:

- 1) List of any participant recruitment efforts conducted on the project including names and affiliations.

Task Four: Close Out

The Contractor will provide one pre-approved subject matter expert to participate in one-hour follow-up calls with up to three key participants per roundtable to provide individualized follow-up and guidance and receive feedback following the roundtables.

Using a CRDF Global provided template, the Contractor will complete and submit to CRDF Global an after-action report summarizing the technical outcomes of the project and recommending follow-on activities for managing investment risks with dual-use technology for investors to countering the proliferation of advanced conventional weapons. The after-action report will be due 7 days after the last roundtable concludes.

Task 4 Deliverables:

- 1) Up to nine, one-hour virtual calls with key participants with one subject matter expert to provide individualized follow-up and guidance and receive feedback following the roundtables.
- 2) An after-action report that includes:
 - a) An overall assessment of the Project, including an identification of successes and lessons learned from each roundtable;
 - b) Key observations resulting from interactions with roundtable participants;
 - c) Recommendations for next steps and future work on this topic.

Schedule of Performance:

#	Deliverables	Expected Delivery Date
1	Implementation of Three In-Person Roundtables	January – December 2026
2	Roundtable Planning and Coordination	December 2025 – November 2026
3	Participant Recruitment Assistance	December 2025 – November 2026
4	Close Out	By December 2026

The schedule above is tentative and may be adjusted during the period of performance if mutually agreed by the CRDF Global and the Contractor.

PROPOSAL REQUIREMENTS:

Each proposal must include:

▪ **Statement of Interest and Technical Capabilities**

- Detailed description of the services offered in correlation with the RFP Subject Matter Expertise detailed under Scope and Tasks. Your visions on the project fulfillment and reaches of its deliverables.
- Resumes (no more than 2 pages) of key contact(s)/project lead(s)

▪ **Cost proposal**

- Description of the pricing and cost factors (e.g. hourly rates (preferably), fixed-cost pricing on standard services, etc.)
- Prices must be indicated in USD
- Milestones – how many hours dedicated to each if foreseen the accumulative efforts of several experts

CONTRACTOR SELECTION CRITERIA:

CRDF Global will select the contractor that provides the best value in terms of overall price and experience, and expertise. The contractor should have proven experience with tailoring and conducting similar projects and experience with training individuals/groups of people on similar topics.

EVALUATION FACTORS AND SUBFACTORS:

TECHNICAL APPROACH:

The technical approach will be evaluated based on the extent to which the vendor's proposal demonstrates a thorough understanding of the requirements and a feasible method to meet or exceed those requirements.

Subfactors:

- Understanding of the requirements
- Feasibility of the approach
- Innovation and technical enhancements (if applicable)
- Alignment with project goals

LEVEL OF EXPERTISE:

The vendor's level of expertise will be evaluated based on the CVs of the experts involved considering the experience of previous organization of similar events (please provide the experience confirmation).

PRICE/COST:

Price will be evaluated for reasonableness, fairness, and alignment with the proposed scope of work. The project seeks a balance between competitive pricing and technical merit.

SUBFACTORS:

- Overall cost compared to market rates
- Cost realism (to ensure the proposal is realistic given the scope)
- Price structure (fixed price, time & materials, etc.)

BEST VALUE FOR MONEY:

The proposal will be evaluated based on both technical and price factors, weighing them to determine which offer represents the best value. Technical factors, such as experience, innovation, and past performance, may be more heavily weighted than price. The right to select a higher-priced proposal if it offers superior technical benefits or overall value is reserved.

BASIS FOR AWARD:

The award will be given to the offeror whose proposal provides the best value, considering both technical and price factors. The right to select a higher-priced proposal if it offers superior technical benefits or overall value is reserved.



SUBMISSION:

Proposals should be submitted to procurement@crdfglobal.org & ofomin@crdfglobal.org, no later than **December 3, 2025; 18:00 KYIV TIME**. Proposals should be submitted as electronic documents in PDF, Word or Excel format. Please indicate the RFP number in the "subject" line of your proposal: **#RFP-29-UA-2025 name of Vendor**

CRDF Global provides equal opportunities to all qualified individuals without regard to age, race, color, religion, sex, sexual orientation, gender identity, national origin, protected veteran, or disabled status. We are committed to prioritizing an inclusive and collaborative space in which diversity and equity is discussed, championed, and supported. We acknowledge and honor the fundamental value and dignity of all individuals. We pledge ourselves to creating and maintaining an environment that respects diverse traditions, heritages, and experiences.

More information is available at www.crdfglobal.org.