



REQUEST FOR EXPRESSIONS OF INTEREST AFRICAN DEVELOPMENT BANK

The African Development Bank
Immeuble du Centre de commerce International d'Abidjan CCIA
Avenue Jean-Paul II
01 BP 1387
Abidjan 01, Côte d'Ivoire

Youth Entrepreneurship and Innovation Multi donor Trust Fund
Email : YEI@afdb.org

1. The African Development Bank under the auspices of its Jobs for Youth in Africa Strategy 2016-2025 and with particular reference to its Youth Entrepreneurship and Innovation Multi-Donor Trust Fund supported by Denmark, Norway, The Netherlands, Sweden and Italy hereby invites business incubators, accelerators, and other similar Enterprise Support Organisations (ESOs) providing business development services to youth-led start-ups/MSMEs in Africa to indicate their interest in being considered as part of the roster of long-term partners (size of the roster to be 12 to 15 ESOs) who will be invited from 2019-2021 to take part in competitive bidding processes. This methodology will ensure faster financing process and more efficient partnerships with ESOs. The services to be provided are Business Development Services (BDS) to youth-owned start-ups and MSMEs to strengthen their capacity and improve their access to financial services. Through this roster of partners, the Bank is looking to support existing BDS programs and build the capacity of ESOs within the roster to strengthen their existing programs, support their growth or expand.

2. The services are to be provided to youth owned MSMEs and start-ups in Africa with a viable product or business models that are promising in terms of inclusive job creation and national social and economic development impact, but lack sufficient capacity and cannot provide the requisite collateral for accessing funds from financial institutions. These services will be provided by business incubators, accelerators, financial intermediaries, and similar Enterprise Support Organisations (ESOs) already providing business development services in Africa to youth-led start-ups/MSMEs. Specific areas of support include, but are not limited to, training and BDS provision in:

- a) Feasibility (financial/economic) studies
- b) Market research and analyses

- c) Investment/business plan development and readiness
- d) Legal advisory services
- e) Financial structuring
- f) Product development, quality standards and certification.
- g) Market and financial (credit) access

These interventions should lead to new investments, enhanced productivity and competitiveness of youth-led start-ups/MSMEs and lead to an increase in youth employment. These interventions will also include direct capacity building resources to ESOs to ensure their growth and expansion.

3. The Human Capital Youth and Skills Development (AHHD) invites Enterprise Support Organizations (ESOs) in Africa, including incubators, accelerators and similar organizations committed to promoting bankable youth-led businesses through training, mentorship and other enterprise support to indicate their interest in being considered for the roster of long-term partners under the YEI MDTF who will solely be invited to competitive bids from 2019-2021. Interested eligible ESOs shall provide information on their qualifications and experience demonstrating their ability to provide the services (documentation, references for similar services, experience in comparable Assignments, availability of qualified staff, etc.). In addition to these documents and in order to facilitate the pre-selection process, ESOs are requested to complete the below ESO screening questionnaire in Annex to this Request for Expression of Interest.

4. The eligibility criteria, the establishment of a short list and the selection procedure shall be in conformity with the Bank Procurement Policy and Procedures for the Recruitment of Corporate Consultants.

Please, note that interest expressed by an ESO does not imply any obligation on the part of the Bank to include it in the shortlist of long-term YEI MDTF partners that will be invited for annual competitive bids.

5. The estimated duration of services is twelve months (12) per competitive call that partners will answer and the roster of partners will be valid from March 31st, 2019 to December 31, 2021.

6. Interested ESOs may obtain further information at the address below during the Bank's working hours: between 09:00 – 17:00 local time.

7. Expressions of interest must be received at the address below electronically (by email only) no later than 17:00 GMT on January 28, 2019. Expressions of interests must specifically mention: Roster for Business Development Services (BDS) provision in Africa to youth-owned start-ups and MSMEs to strengthen their capacity and improve their access to financial services.

Email : YEI@afdb.org



JOBS FOR YOUTH IN AFRICA

Youth Entrepreneurship and Innovation Multi-Donor Trust Fund *Powering growth of transformational youth led-businesses*

**YOUTH ENTREPRENEURSHIP AND INNOVATION MULTI-DONOR TRUST FUND
INITIAL APPLICATION SCREENING FOR ENTERPRISE SUPPORT
ORGANIZATIONS (ESOs)**

ONLY Enterprise Support Organisations (ESOs) are invited to complete the application process below. *Please note ESOs refer to business incubators, business accelerators, technology hubs, financial intermediaries and other similar firms, operators and networks that provide and facilitate access to capital, mentoring, linkage and networking (e.g. expanded markets), technology and management skills and other resources and accompanying measures to support development and growth of start-ups and/or Micro, Small and Medium Enterprises (MSMEs).*

Please complete all applicable questions.

1. Do you provide business development services directly to start-ups and/or MSMEs?

Check only one.

- Yes
- No

A. ORGANISATION BACKGROUND

- 1. Please enter the country in which your organisation is registered?**

- 2. Does your organisation directly work with start-ups or MSMEs in these countries? *Check all that apply.***

<p>North Africa</p> <ul style="list-style-type: none"> <input type="checkbox"/> Algeria <input type="checkbox"/> Egypt <input type="checkbox"/> Libya <input type="checkbox"/> Mauritania <input type="checkbox"/> Morocco <input type="checkbox"/> Tunisia 	<p>South Africa</p> <ul style="list-style-type: none"> <input type="checkbox"/> Angola <input type="checkbox"/> Botswana <input type="checkbox"/> Lesotho <input type="checkbox"/> Madagascar <input type="checkbox"/> Malawi <input type="checkbox"/> Mauritius <input type="checkbox"/> Mozambique <input type="checkbox"/> Namibia <input type="checkbox"/> São Tomé & Príncipe <input type="checkbox"/> South Africa <input type="checkbox"/> Swaziland <input type="checkbox"/> Zambia <input type="checkbox"/> Zimbabwe
<p style="text-align: center;">Central Africa</p> <ul style="list-style-type: none"> <input type="checkbox"/> Cameroon <input type="checkbox"/> Central African Republic <input type="checkbox"/> Chad <input type="checkbox"/> Congo <input type="checkbox"/> Democratic Republic of Congo <input type="checkbox"/> Equatorial Guinea <input type="checkbox"/> Gabon 	
<p>West Africa</p> <ul style="list-style-type: none"> <input type="checkbox"/> Benin <input type="checkbox"/> Cabo Verde <input type="checkbox"/> Côte d'Ivoire <input type="checkbox"/> Gambia <input type="checkbox"/> Ghana <input type="checkbox"/> Guinea <input type="checkbox"/> Guinea-Bissau <input type="checkbox"/> Liberia <input type="checkbox"/> Mali <input type="checkbox"/> Niger <input type="checkbox"/> Nigeria <input type="checkbox"/> Senegal <input type="checkbox"/> Sierra Leone <input type="checkbox"/> Togo 	<p>East Africa</p> <ul style="list-style-type: none"> <input type="checkbox"/> Burundi <input type="checkbox"/> Comoros <input type="checkbox"/> Djibouti <input type="checkbox"/> Eritrea <input type="checkbox"/> Ethiopia <input type="checkbox"/> Kenya <input type="checkbox"/> Rwanda <input type="checkbox"/> Seychelles <input type="checkbox"/> Somalia <input type="checkbox"/> Sudan <input type="checkbox"/> South <input type="checkbox"/> Sudan <input type="checkbox"/> Tanzania <input type="checkbox"/> Uganda

3. Please indicate your organisation type. Select only one.

- Business incubator
- Business accelerator

- Government institution/agency
- Parastatal organisation
- Research institution
- Financial institution
- Business membership organisation
- Education institution
- Non-governmental organisation
- Co-working space (coaching)
- Other, please specify below:

4. Has your organisation ever filed for bankruptcy? *Select only one.*

- Yes
- No

5. How long has your organisation existed? *Select only one.*

- [less than <3 years]
- [3-6 years]
- [7-10 years]
- [>10 years]

6. How many start-ups and/or MSMEs are currently receiving enterprise support services from your organisation on a yearly basis? *Select only one.*

- [less than <10]
- [10-20]
- [21-30]
- [31-40]
- [41-50]
- [more than >50]

B. GOVERNANCE, MANAGEMENT AND ADMINISTRATION

1. Does your organisation have a Board of Directors (or equivalent)? *Select only one.*

- Yes
- No

2. What is the size of your current annual budget? *Select only one.*

- [less than or equal to <\$5,000]
- [\$5,000 - \$15,000]
- [>\$15,000 - \$35,000]
- [>\$35,000 - \$50,000]
- [>\$50,000 - \$100,000]
- [>\$100,000 - \$150,000]
- [>\$150,000 - \$250,000]
- [more than >\$250,000]

3. Please indicate all the current sources of funding for your annual budget. *Check all that apply.*

- Revenue
- Membership contribution
- Government subsidy
- Donation
- Grant
- Other, please specify below:

4. Does your organisation have experience in managing donor-funded projects/programmes? *Select only one.*

- Yes
- No

5. How many full-time employees does your organisation currently have? *Select only one.*

- [<5]
- [6-10]
- [11-15]
- [16-20]
- [21-30]
- [>30]

6. Does your organisation have a full-time financial manager? *Select only one.*

Yes

No

7. Does your organisation have monitoring, evaluation and reporting tools, including the staff necessary for reporting on performance of start-ups and/or SMEs? *Select only one.*

Yes

No

8. Indicate key sectors in which you have interventions currently. *Check all that apply.*

Agribusiness

Light manufacturing

Information and Communication Technologies (ICT)

Clean energy

Tourism

Commerce

Construction

Horticulture

Other, please specify below:

C. STANDARDS ASSURANCE AND NETWORKING

1. Does your organisation belong to any accredited enterprise support organisation network? *Select only one.*

Yes

No

2. What type of existing network linkage creation programmes does your organisation have? *Check all that apply.*

Market access

Access to finance

Entrepreneurship networks

Product innovation, standards and certification support

Private sector linkage

Mentorship and business coaching

Other, please specify below:

3. Does your organisation have accreditation in programmes it offers to its clients?

Select only one.

- Yes
- No

D. COMMUNICATION

Please enter your any of the following for your organization in the box below (your website address, Facebook page, Instagram and/or Twitter handle, etc...)

Contact Person Information

Full Name

Function in Organisation

Email Address

Telephone Number

(Including country code)

Organisation Name

Organisation Country

(Select only one)

- Ghana
- Mali
- Nigeria
- Togo
- Zimbabwe
- Other, please specify below: