REQUEST FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES)

AFRICAN DEVELOPMENT BANK GROUP

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INCUBATION PRIVATE SECTOR LINKAGES, MENTORSHIP, & ADVOCACY

1. The African Development Bank Group (AfDB) hereby invites Consulting Firms in Sudan and Rwanda with experience running incubation programs for entrepreneurs to indicate their interest in the following Assignment: Implementation of the “Tech Incubation: A gendered approach” in Sudan and Rwanda. The aforementioned initiative of the AfDB is in partnership with the Korea-Africa Economic Cooperation (KOAFEC) Trust Fund. Interested Consulting Firms must have an office in at least one of the countries (Sudan/ Rwanda), or preferably in both of them.

2. Selection of the winning consultancy will take place under a fixed budget that will be enclosed in the next RFP stage.

3. The AfDB Group aims to be the leading African development finance institution on promoting the use of ICT for the equitable and sustainable socio-economic transformation of Africa. The services to be provided under the Assignment include:

   **Advocacy & Events**: To organize “illumination forums” to shed light upon every hackathon challenge. The forums should be interactive and should ensure the engagement of all stakeholders (from the private sector and public sector) in the concerned challenge. These forums will inform the hackathons to respond to the challenges the private sector is encountering as they are the targeted clients/users of the technological solutions to be developed and enhanced during the incubation program. The firm will ensure wide reach of the illumination forums and hackathons by utilizing media outlets, social media platforms and organizing promotional campaigns at youth centers. The firm will carry out all program communication and promotional activities in partnership with Frankfurt School of Finance and Management (Incubation service provider) via all possible communication channels (such as short documentary/photography). Mainly, the focus is to share updates, stories, video clips and analysis of all incubated teams during incubation and post incubation on various social media platforms.

   **Mentorship and Private Sector Linkages**: To establish linkages between incubated startups and local and regional private sector, and ensure markets for solutions developed by incubated startups. This could be carried out in the forms of short, mid, long-term contracts or in form of solution adoption and purchase. To offer startups a working space station with all essential facilities for a period of six months’ post-graduation from the incubation program. To assist the four graduated teams in each country (total eight) with loans applications from the banking sector in both countries, and to attract investment from VCs and angel investors.
The consulting firm must ensure that companies from private sector will sponsor/adopt the solutions catered especially to tackle their issues by the incubees. This business development relationship is essential to ensure business continuity of startups beyond the incubation program.

4. The consultant firm will be responsible for coordinating all activities, including all related logistics. The firm should ensure quality, tailor-made, and contextualized events, with targeted activities to ensure the inclusion, retention and success of female owned startups.

5. The African Development Bank is committed to Improving the Quality of Life of Africans. Its mandate is to reduce poverty by spurring sustainable economic development and social progress in regional member countries (RMCs). The twin strategic objectives of its Ten Year Strategy (2013-2022) - inclusive growth and the transition towards green growth - with three special areas of focus on agriculture and food security, fragile states, and gender - will ensure wider access to economic opportunities for Africans across all age, gender and geographic divides. Other Bank initiatives include “Feeding Africa: An action plan for African agricultural transformation’ especially the commitment to ending hunger by 2025, and the AfDB Strategy for Addressing Fragility and Building Resilience (2014-2019). The Gender Strategy (2014-2018) is based on the reality that gender equality is integral to Africa's economic and social development.

6. Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank’s Rules and Procedures for the selection of Corporate consultants. The Bank is under no obligation to shortlist any consultant who expresses interest.

7. Estimated duration of services will not exceed eighteen (18) months and the estimated starting date in mid May 2019.

Interested Consulting Firms may obtain further information at the phone number and email address below during the Bank’s working hours: from 8h30 to 17h30 (GMT).

8. Expressions of interest must be received at the address below no later than 7th May, 2019 at 17H00 (UTC+00) local time and specifically mentioning “Gender & Tech Incubation-Advocacy Private Sector Linkages Mentoring” in the subject line.

For the attention of: Ms. D. Elhassan and Mr. M. Idris
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