REQUEST FOR EXPRESSIONS OF INTEREST (EOI)  
CONSULTING SERVICES (Firms)  
GHANA  
INVEST IN AFRICA  
SME BUSINESS LINKAGE PROGRAMME

Sector: Private Sector, SMEs  
Financing Agreement Reference: FAPA Grant No. 5700155002153  
Project ID No.: P-GH-KB0-003

Invest In Africa Ghana, a non-profit organization, has received grant funds from the African Development Bank Fund for African Private Sector Assistance (FAPA) towards the cost of establishing a Business Linkage Programme, and intends to apply part of the agreed amount of this grant to payment under the contract for Consultancy Services to deliver on the capacity building of SMEs in Ghana to increase their productivity and contribute to enabling them access new markets and access finance which will support inclusive private sector growth.

The consultancy services included under this project are as follows:

A) Conduct entrepreneurship training of 120 SME owners using a proven entrepreneurship training model and assist the owners develop business plans for their enterprises.

B) Conduct structured comprehensive business diagnostics of 80 SMEs in order to identify critical issues that impede the performance and growth of the SMEs, on the basis of which improvement work plans will be made for specific interventions needed to build the SMEs management skills and production capabilities.

C) Through training and coaching, upgrade Management skills of 55 SMEs in order to make them reliable suppliers to multinationals / large companies and strengthen the management and governance systems to improve SME’s ability to access finance.

D) Mentor 50 SMEs to enable them build their production capabilities such that they can be linked to multinationals/large companies for the supply of goods and services in required quantities and quality, at an acceptable cost and within the required time.

Invest In Africa Ghana now invites eligible and interested consulting firms to indicate their interests in providing the required services. Interested firms must provide information showing clearly that they are qualified to undertake this assignment (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). The consultants may constitute joint ventures to enhance their chances of qualification.

Evaluation of EOI will be based on the following evaluation criteria:

i. Organizational Capability and Experience of the Consultant
ii. Key Professional Personnel
iii. Experience in Similar Environment
iv. Experience in Similar assignments

The deadline for submission of EOI will be 16:00 p.m. (GMT) on the 02nd March 2015.

Consultants are to submit (in hard copy) One (1) Original Copy and Four (4) Photo copies of the EOI.

The method of selection shall be Quality and Cost Based Selection (QCBS). The eligibility criteria, establishment of the short list and the selection procedure shall be in conformity with the African Development

Expressions of interest must be delivered to the address below:

Invest In Africa (Ghana),
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