

REQUEST FOR EXPRESSION OF INTEREST CONSULTING SERVICES



INVEST IN AFRICA (GHANA) INVESTMENT READINESS PROGRAMME

Sector: Private Sector, SMEs

Reference: IIAIRP2019

Invest in Africa Ghana is an impact not-for-profit organization with the vision to create Prospering African Economies. Working in partnership with both private and public sector companies, IIA effectively identifies and tackles the challenges of doing business in Africa and delivering more impactful and cost-efficient solutions by creating sustainable cross-sector partnerships, empowering local enterprises, championing private sector-led growth and simplifying doing business in Africa.

The main objective of this consultancy service is to develop and pilot an Investment Readiness Programme (IRP) to assist SMEs to be investment ready and access external finance to fully exploit market opportunities.

Specific Objectives of the Investment Readiness Programme

Focused on Medium-sized SME's and Accelerator-types who are looking for capital and investment to expand and scale -up.

- a) Reduce lending risks of financial institutions and make SME's investable to Equity investors
- b) **Demand side:** Develop a comprehensive framework which borrows from & builds on best practices in Investment Ready framework especially in Developing & Emerging markets. Focus will be on addressing key 'demand-related challenges' (e.g. poor business formalisation, non-robust business plans, weak management teams, financial structures etc.) which inhibit SME investment readiness.
- c) **Supply Side:** Facilitate access to debt financing and equity investors with a proven track record of successfully supporting and investing in SME's.

Invest in Africa Ghana now invites expression of interest (EOI) from eligible and interested consultants and firms for the provision of an investment readiness programme. Interested individuals 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, etc.).

Evaluation of EOI will be based on the following criteria:

- i. Organisational and Resourcing Capability of the consultant
- ii. Specific experience of key Professional Personnel
- iii. Experience in similar assignment
- iv. Experience in similar environment

The deadline for submission of the EOI will be
16:00 p.m. (GMT) on Monday 22nd July 2019.

Consultants are to submit in hard copy One (1) Original Copy, Two (2) photocopies and electronic copy of the proposal to BAP@investinafrica.com

Quality and Cost Method of Selection shall be used.

EOI must be delivered to the address below:

**Invest in Africa (Ghana),
Attention: Ms. Angelina Diyuoh,
2nd floor, Mabani Plaza,
4th Norla Street, Peter Ala Adjetey Avenue,
Labone – Accra**

Post Office Box CT 7184, Cantonments, Accra – Ghana

Tel: +233 (0) 342 290 974, Email: BAP@investinafrica.com