

DGGF Academy: Q&A

Pilot

Q1: Can you provide us with the list of learning tracks part of the pilot? Which target audiences were covered?

- Mezzanine providers
- VC fund managers
- ESO managers
- Angel investors

Q2: What is the status of this pilot?

The pilot has been successfully completed in 2022, there are no ongoing activities at the moment.

Q3: What would be the role of the African Management Institute (AMI) in this second phase of the project?

AMI has been invited to bid for the opportunity on the same terms as other applicants.

Q4: Will the pilot content be accessible/required to be used for the roll out?

Yes.

Q5. Please confirm the pilot was the 'Business Continuity Bootcamps'.

No, the Business Continuity Bootcamps and the DGGF Academy pilot were two unrelated programs. Having said that, Business Continuity Bootcamps may be offered through the platform in the future.

Q6. Are there any M&E takeaways from the pilot that can be shared with prospective applicants?

The high-level summary of the findings and recommendations from the pilot will be shared with the parties selected to submit the full proposal. The full report will be shared with the party selected for implementation at the start of the project.

Q7. With an existing pilot already completed, why is it an open procedure given there is already a known party with familiarity and track record?

For the projects of this scale, DGGF always follows the public tender procedure to ensure that we select the best suited implementer for each phase.

Geography / Target audiences

Q8. While DGGF has a geographically diversified portfolio, please confirm which jurisdictions would be of higher priority for the first two-year of operations. Is there any preference? Africa and/or MENA?

DGGF target countries all have equal priority when it comes to the DGGF Academy outreach. Since the initial Academy focus will be on serving DGGF's existing portfolio, for the next two years the location of current investees will largely define the geographic focus for each track. Indeed, many current investees are based in Africa/MENA, but DGGF also has investees in Latin America and Asia. In most cases, the tracks will have investees from different regions and speaking different languages – it's important to find an efficient format for the peer-to-peer exchange for each track with these constraints in mind.

Q9. Would DGGF consider geographically splitting the operations of the DGGF Academy based on geography with different providers servicing different jurisdictions with an underlying centralised provider?

Currently, the target audience split is per asset class / type of service provided. Thus, we would expect VC fund managers from Nigeria, Palestine and Mexico, for example, to generally follow the same learning track and have some moments of peer-to-peer exchange. This said, we're open to alternative setup suggestions, where part of the Academy learning experience would have more regional focus.

Q10. What is the expected size range (AUM) of the participating fund. Will it be organisations who receive funding from DGGF or any organisations?

Funds (VC, PE and mezzanine) range from EUR 5 to 100+M in size (AUM). Please note that the Academy has multiple target audiences, not all of them are funds. Initially, the Academy will focus on serving DGGF's existing investees, with the intention to scale and engage similar organizations outside of DGGF portfolio in order to facilitate industry-wide practice-based knowledge exchange.

Q11. Will the learning tracks be mandatory?

Learnings tracks are not mandatory for the DGGF investees - participation is voluntary.

Q12. How many participants are anticipated from how many countries?

DGGF Academy aspires to engage a total audience of 250+ individuals in the first two years.

Platform

Q13: Setup and management of the Academy e-learning platform: content-wise only or technical aspect as well?

The implementation partner is expected to fully manage the e-learning platform. This includes the initial setup (online environment configurations and any required customization), content management (uploading, access), and technical support (testing, troubleshooting, support to DGGF, partners and users).

Team

Q14. Availability for a full-time engagement during the two-year period starting in August 2023 and interest and capacity to be engaged for the full term until end-2029. How many FTEs?

For the first two years, DGGF would expect near full-time involvement of the Academy Project Lead, full-time involvement of the Academy Community Manager and on and off involvement of the learning content designers. The required level of effort can vary throughout the year, and in the consequent years.

Q15. Is it necessary to include who would be joining us in a Consortium or can we apply on our own (Expression of Interest) and include the partners in the final tender (if we are shortlisted)?

It's possible to apply on your own. However, if your organization lacks certain capabilities required for the implementation in-house, listing potential partners is a big plus. If you intend to implement as a consortium, we advise to already indicate specific areas where you intend to partner with or subcontract other organizations, to avoid the selection committee judging these internal capability gaps negatively.

Budget

Q11: Does DGGF has a budget ceiling in mind for the first two-year of the DGGF Academy's operations?

Yes. The budget for the first two years is in the range of EUR 350K.

