

DGGF Academy: Roll-out and Implementation

Request for Expression of Interest

Assignment Title:	DGGF Academy: Roll-out and Implementation
Assignment country(/ies):	N/A
Publication Reference:	DGGF Academy Roll-out and Implementation
Publication Date:	24/05/2023
Deadline for Requesting clarification:	31/05/2023, 23 :59 CET – responses on 07/06/2023
Deadline for Expressions of Interest:	14/06/2023, 23 :59 CET
Individual/Firm:	The implementer may be a firm or a consortium.
Procedure:	Open procedure. A minimum of three parties will be shortlisted and invited to tender.
Provisional date of invitation to tender:	June 2023
Provisional commencement date of the contract:	August 2023

1. Description of the Assignment

Introducing the Programme

The [Dutch Good Growth Fund - Financing local SMEs](#) is a “fund of funds” investment initiative from the Dutch Ministry of Foreign Affairs launched in 2014 with aim to improve financing for the “missing middle” – i.e. entrepreneurs who have outgrown microfinance but do not have access to conventional capital markets. DGGF has a rich portfolio consisting of financial institutions and funds with different asset classes and strategies, located in 50+ countries in Sub-Saharan Africa, MENA, Asia and Central and South America.

The Seed Capital and Business Development (SC&BD) program was established to further the impact of the DGGF by providing Seed Capital, Technical Assistance and Business Development Services to local financial service providers and entrepreneur support organizations (ESOs). In addition, the program incorporates a [knowledge development and sharing component](#) that supports research, tests assumptions and shares insights on financing SMEs in developing countries and emerging markets - fostering industry-wide knowledge exchange.

Introducing this Assignment

The SME finance gap calls for targeted and innovative SME (non)-finance initiatives, but there are limited places where to access and gain practice-based knowledge and expertise. The DGGF Academy has been launched as a knowledge sharing platform and a unique participatory learning community that brings the whole emerging markets SME finance ecosystem together, from VC/PE/mezzanine funds and financial institutions, to angel networks and enterprise support organizations, to DFIs and policy makers.

Following a successful pilot implemented by the African Management Initiative (AMI) in 2022, the objective is to scale up the Academy offering and engage new target audiences within and outside the DGGF portfolio to create industry-wide impact. DGGF is looking for a **partner to carry out the implementation of the full-fledged program till end-2029**. Through an open procurement process, DGGF seeks to award an implementation **contract for the first two years**, with a possibility of extension based on the budget availability and results of the mid-term evaluation.

The Academy’s value offer for participants is based on four pillars:

1. Targeted learning tracks for the various target audiences capturing specific practice-based content
2. Social learning and reflection among peers facilitated through power nodes and experts
3. A calendar of learning events (incl. face-to-face) to strengthen connections between peers and experts
4. A repository of practical resources and tools to facilitate application of learning

The roll-out is expected to take place in phases, with initial focus on the e-learning platform setup and resuming the learning tracks for the target audiences that were part of the pilot and where the content and engagement formats are largely developed and tested. Once these learning tracks are up and running, the scope of work will expand to simultaneous development of new content for existing learning tracks, design and setup of new learning tracks, and engagement of new target audiences.

In the project period Q3 2023 - Q2 2025 (24 months), the Academy implementation partner is expected to manage the following areas of responsibility with respective clusters of activities:

1. Setup and management of the Academy e-learning platform
2. Delivery of 5 to 6 learning tracks, including design of up to 3 new tracks
3. Supporting the facilitation of 4-5 learning tracks managed by third parties

A more detailed overview of the Academy requirements, pilot outcomes, and tasks and deliverables under this assignment will be included in the Terms of Reference.

2. Qualification Criteria

The applicant may be a firm or a consortium and must meet the following requirements:

- ✓ At least five years of experience and deep understanding of online learning community management including of learning management systems workings and facilitating social learning in a multi-cultural setting;
- ✓ Experience in the impact investment industry and understanding of enterprise development and enterprise financing strategies in developing countries and emerging markets with a focus on “missing middle” finance;
- ✓ Demonstrated strong background in partnership building and engagement; familiarity and linkages with organizations running capacity building programs for the same target audiences is a pre;
- ✓ Strong network in the field of SME finance and direct access to thought and practice leaders;
- ✓ A proven track record of designing online curricula and managing the technical aspects of online learning environment; own white label e-learning platform with in-house developer team is a pre;
- ✓ Demonstrable experience in structuring and delivering the programs which combine online and offline learning formats, including physical bootcamp facilitation, and involve hands-on coordination with a large number of stakeholders (participants, experts, speakers, mentors);
- ✓ Qualified, experienced and capable individuals with excellent interpersonal and communications skills, self-starters and team players, ensuring successful interactions with the DGGF team and community, and high-quality work;
- ✓ Fluency in written and spoken English, knowledge of French, Spanish and Arabic is preferred;
- ✓ 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.

3. How to apply

- Expressions of interest must be submitted electronically using the template. The template can be accessed and downloaded [from this webpage](#).
- Applications must be submitted electronically by 14/06/2023, 23:59 CET to Alina Vinogradova, avinogradova@triplejump.eu and must use the following subject line: “Eol DGGF Academy Roll-out and Implementation [applicant name]”.
- Any additional documentation, such as financial proposals or brochures, will not be considered.

4. Clarifications

- Requests for clarification may be submitted by 31/05/2023, 23:59 CET to Alina Vinogradova, avinogradova@triplejump.eu and must use the following subject line: “Eol DGGF Academy Roll-out and Implementation [applicant name]”.
- Answers to the requests for clarification will be provided no later than 7 days after the deadline for clarifications requests and will be published on the [DGGF news page](#).

NB: We reserve the right to make changes and improvements to the scope of the assignment in the following phases of the tendering process.