



REQUEST FOR PROPOSAL TO DESIGN A TRAINING CURRICULUM FOR ENTREPRENEURS WITH BUSINESS SOLUTIONS IN ARTIFICIAL INTELLIGENCE

INTRODUCTION

The Tony Elumelu Foundation (TEF) Entrepreneurship Programme (EP) is an intervention designed to catalyze employment, poverty eradication, and responsive engagement of African teeming youths. In the last 8 years, the TEFEP has trained and given grants to over 18,000 entrepreneurs across 54 African countries whose business ideas and solutions are economic sector agnostic. The Tony Elumelu Foundation as the chief proponent of Africapitalism is primed to lead as African countries look towards an inclusive green economy that will replenish the environment and deliver jobs to youth.

The Tony Elumelu Foundation has identified the urgency for new development model that can drive growth in income and employment for youth, while significantly reducing environmental risks and ecological scarcities through the Green Economy Initiative.

Consequently, the TEF wants to position itself to capacitate young African entrepreneurs through robust training to equip them with the relevant skills in develop their business and thrive while leveraging innovation, technology and Artificial Intelligence.

The training content should help the entrepreneurs know the importance and usefulness of Artificial Intelligence to their ideas or businesses are in and understand how AI can help improve their businesses.

A curriculum focusing on Artificial Intelligence will support entrepreneurs on their journey in creating jobs and eradicating poverty through their businesses while helping them leverage technology and become more efficient in business practices. While entrepreneurs have struggled with inadequate staffing, and resources for their businesses, leveraging AI tools will enable them to have additional support and achieve business efficiency.

Key topics to be covered should include but not limited to the following:

- Introduction to AI & Machine Learning



- Introduction to the AI Lifecycle: Data collection, model training, deployment and monitoring
- Assessing your Business for AI opportunities: identifying pain points and opportunities
- Building an AI strategy and effective roadmap for implementation
- Ethical considerations for AI
- Practical applications for AI: Operations, Marketing, Product development, Research
- Choosing the right AI tools for your business
- Emerging trends in AI
- Upskilling workforce for AI

SCOPE OF WORK BREAKDOWN:

The scope of work will cover developing a robust curriculum in AI and will have the elements listed below:

1. Training Toolkit (AI Fundamentals)
 - a. Extended content (should be robust for each module and each module to have an overview).
 - b. Case studies for each module
 - c. Articles for each module
 - d. A summarized version of each module content in power point slides with an interactive & animated graphics design
 - e. To have 100 Multiple Choice Questions per module
 - a. To have 15 Pre and Post-test assessment questions per module
2. Scenario based Case studies & Articles for further readings
3. Plugins for easy access to AI tools.

PERSPECTIVE

The curriculum should focus on practical, iterative learning that is useful for the following intended users:

1. The TEF Entrepreneurs who have ideas and existing businesses who are looking to embed AI practices in their daily business operations.



2. The TEF Entrepreneur who has no knowledge of AI should be able to learn and grasp the right information from the training and leverage for his or her business operations.
3. The TEF Entrepreneur who has a basic understanding but needs a deeper understanding and framework to engage with AI tools.

GOALS:

1. The curriculum will support the three goals of the TEF Entrepreneurship Programme:
2. Teaching entrepreneurship, related business and artificial intelligence skills.
3. Creating online resources with Artificial intelligence that are practical actionable, pan-African; and
4. Empowering these entrepreneurs with the skills and knowledge needed to launch, run, and scale successful businesses leveraging artificial intelligence tools and resources.

CONTENT DESIGN

1. Bespoke content to help the entrepreneurs know the importance of Artificial Intelligence as a pathway towards innovative entrepreneurship in Africa.
2. Emphasizes building skills to improve businesses, not gather knowledge for retention sake.
3. Interactive, task, user friendly, and action oriented.
4. To sustain disciplined entrepreneurs, building on previous experience, knowledge, and skills.
5. Internalize commitment, self-motivation, and focus, attention to detail, execution, and determination to get results in the desired sector of choice.
6. To foster interaction towards building a community of Entrepreneurs in Africa leveraging AI for business innovation and growth

SELECTION CRITERIA:

1. The training curriculum should be robust, user oriented and engaging to upskill a startup entrepreneur and expand capabilities of entrepreneurs who have ideas & existing businesses.
2. Vendors should have the capability at short notice to mobilize and deploy resources to provide training intervention during a capacity development session should the need arise.
3. Vendors must have subject matter expertise as part of the faculty to offer practical solution to entrepreneurs' inquiries



- Vendors must provide links or access to AI tools for practical exposures in alignment with the topics.

SUBMISSION REQUIREMENTS

The proposal shall be made available in both hard and electronic copies. Two copies of the proposal in sealed envelopes and addressed to the contact person (see below) shall be delivered at the office of the TEF, 1 Macgregor Road, Ikoyi Lagos. Electronic version shall be emailed to the address stated below.

INTELLECTUAL PROPERTY

All information pertaining to this project belonging to The Tony Elumelu Foundation, which the consultancy firm may come into contact within the performance of his/her, duties under this consultancy shall remain the property of The Tony Elumelu Foundation who shall have exclusive rights over their use. Except for the purposes of this assignment, the information shall not be disclosed to the public nor used in whatever manner without written permission of The Tony Elumelu Foundation.

THE PRESENTATION OF TECHNICAL PROPOSAL

Applicants' proposal documents must address all requirements detailed in the terms of reference.

S/n	Technical proposal Evaluation	Score weight	Points Obtainable
1	Expertise of the firm	20%	200
2	Proposed Methodology, Approach, and Implementation Plan	40%	400
3	Team Structure and Key Technical Personnel	20%	200
4	Budget	20%	200
		100%	1000

SUBMISSION REQUIREMENTS



THE TONY ELUMELU
FOUNDATION

The proposal shall be made available in electronic copies. An electronic version shall be emailed to the address stated below.

THE TONY ELUMELU FOUNDATION

Email address:

tender@tonyelumelufoundation.org, lbukun.odurinde@tonyelumelufoundation.org

Contact person: Ibukun Odurinde

Phone No: +234 (0) 9099990968

PROPOSAL DUE DATE: Tuesday 10th December 2024.