



REQUEST FOR PROPOSALS FOR THE EVALUATION AND OPTIMISATION OF ORGANISATIONAL PARTNERSHIPS

Introduction

The Tony Elumelu Foundation (TEF) is the leading philanthropy empowering a new generation of African entrepreneurs, driving poverty eradication, catalysing job creation across all 54 African countries, and increasing women economic empowerment. Since the launch of the TEF Entrepreneurship Programme in 2015, the Foundation has trained over 2.5 million young Africans on its digital hub, TEFConnect, and disbursed over USD\$100 million in direct funding to 21,000 African women and men, who have collectively created up to 1.5million direct and indirect jobs.

The Foundation's mission is rooted in Africapitalism, which positions the private sector, and most importantly entrepreneurs, as the catalyst for the social and economic development of the African continent.

TEF formally requests proposals from qualified firms to conduct a detailed and comprehensive audit of our partnership's framework. This audit is designed to achieve several key objectives, including a thorough evaluation of the Foundation's partnerships, alignment with our organisational goals, and the overall value derived from our existing partnerships.

As part of this comprehensive assessment, we will be evaluating stakeholders' satisfaction levels with the Foundation's programmes and initiatives. This will include gathering qualitative and quantitative feedback regarding their overall partnership experience, the usefulness of the TEF programmes, and the degree to which their expectations are being met.

This comprehensive assessment will also measure and ascertain the effectiveness of our partner communication and engagement strategies as well as its implementation taking into consideration the unique needs and expectations of each partner.

In addition to assessing performance, this evaluation will seek to identify specific opportunities for optimisation within our partnership model. This may encompass analysing the effectiveness of collaboration, identifying



gaps in service delivery, and understanding the dynamics of partner engagement. Furthermore, we expect this evaluation to provide strategic recommendations to enhance our partnerships, maximizing their impact and efficiency.

Ultimately, the goal of this audit is to ascertain if we are meeting the shared expectations of our partners while delivering substantial value that aligns with our collective vision of empowering African entrepreneurs. In addition, the audit will also provide insights on how the Foundation can maximise existing partnerships to get more partners.

Goals/Objectives

This evaluation will evaluate key partner satisfaction, alignment with our organisational goals, and the overall value derived from our existing partnerships.

Scope of work

The scope of the partnerships audit includes but is not limited to:

1. Data Collection and Analysis: Evaluate the reason for the partnership with TEF and factors that influenced the partner's decision. This will include
 - a. Review partnership agreements, contracts, and performance metrics.
 - b. Conduct stakeholder interviews or surveys as needed.
2. Performance Evaluation: Ensure that all financial transactions and resource allocations are transparent and thoroughly documented. Report any conflicts or challenges encountered and detail how they were resolved. This can include -
 - a. Assessing the financial and non-financial contributions of each partnership.
 - b. Identify partnerships that are underperforming or exceeding expectations.
3. Strategic Alignment: Understand the perception of the foundation from the lens of its partners. This would include



- a. Evaluate alignment with organisational goals, mission, and values.
4. Market and Competitive Analysis: Ascertain how ready our existing partners are to either deepen their existing partnerships or recommend us to other partners. This would include
 - a. Benchmarking partnerships against industry standards or competitors.
 5. Risk Assessment: Identify any communication gaps or misunderstandings that are impacting the partnership. This would include
 - a. Evaluating conflict or challenges encountered and detail how they were resolved.
 - b. Identifying potential risks or liabilities associated with current partnerships.
 6. Recommendations:
Provide a detailed report with insights, opportunities, and actionable recommendations.

Deliverables

The selected firm will be required to deliver the following:

- An initial work plan outlining methodology and timelines. (This audit should be completed on or before 31st March 2025)
- Periodic updates on progress (frequency to be agreed upon).
- A final audit report, including an executive summary, detailed findings, recommendations for optimisation and strategic alignment, and presentation of key findings to relevant stakeholders.

Submission requirements

Interested firms should submit a proposal that includes the following:

1. Introduction and Background: Briefly describe your firm, including relevant experience.
2. Proposed Methodology: Outline your approach to conducting the audit.



3. Team Composition: Details of team members, roles, and expertise.
4. Relevant Experience: Case studies or examples of similar audits conducted.
5. Timeline: Proposed timeline for completing the audit.
6. Cost Estimate: Detailed breakdown of fees and expenses.
7. References: At least three client references, preferably for similar work.

Evaluation Criteria

S/N	Criteria	Score weight	Points obtainable
1	Proposed methodology	40%	400
2	Relevant experience	20%	200
3	Cost/Budget	20%	200
4	Team composition	20%	200
	Total	100%	1000

The proposal must be made available in electronic copies to these addresses: tender@tonyelumelufoundation.org, and copy oniye.okolo@tonyelumelufoundation.org

Please include "Partnerships Audit RFP Submission – [Your Organization Name]" in the subject line.

The deadline for submission is Friday, 14th February 2025.