



# **REQUEST FOR PROPOSAL (RFP) – THE TONY ELUMELU FOUNDATION (DEVELOPMENT OF GREEN CURRICULUM FOR AFRICAN WOMEN ENTREPRENEURS IN THE GREEN ECONOMY WITH A FOCUS ON DIGITALIZATION)**

## Briefing Form

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**Project Name:** TEF Green Curriculum Development for African Women Entrepreneurs  
in the Green Economy with a Focus on Digitalization.

**Project Coordinator:** Ibukun Odurinde, Entrepreneurship Programme Manager

**Organization:** The Tony Elumelu Foundation

**Contact email address:** [tender@tonyelumelufoundation.org](mailto:tender@tonyelumelufoundation.org),

[ibukun.odurinde@tonyelumelufoundation.org](mailto:ibukun.odurinde@tonyelumelufoundation.org)

**Date:** January 30<sup>th</sup>, 2024

**Expected Completion Date:** March 1, 2024



## Summary

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- The Tony Elumelu Foundation is the leading philanthropy empowering a new generation of African entrepreneurs, driving poverty eradication, catalyzing 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 1.5 million young Africans on its digital hub, TEFCConnect,
- and disbursed nearly USD\$100 million in direct funding to 18,000 African women and men,
- who have collectively created over 400,000 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.
- The Foundation's ability to fund, train, mentor, and network young African entrepreneurs, has created a unique platform for catalyzing growth across the African continent.
- The robust ability of the Foundation to reach entrepreneurs across geographies and sectors, has enabled it to conduct innovative partnerships with the European Union, United Nations Development Programme, the International Committee of the Red Cross, the United States Government via the United States African Development Foundation (USADF), The Organization of African, Caribbean and Pacific States (OACPS), The French Development Agency (AFD), The German Development Finance Institution (DEG), The German Agency for International Cooperation (GIZ), The African Development Bank (AfDB), and Google, with bespoke programmes including targeting female empowerment and growth in fragile states.



## Objectives of this Project

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The curriculum will support the six goals of the TEF Entrepreneurship Programme:

1. **Teaching** entrepreneurship, related business, and Green Economy skills.
2. **Creating** online resources in Green Economy Space that are practical, actionable, and pan-African; and
3. **Empowering** them with the digital skills and knowledge needed to launch, run, and scale successful Green Solution businesses.
4. **Developing** a strong foundation in digitalization, including knowledge of emerging technologies such as IoT (Internet of Things), AI (Artificial Intelligence), and data analytics, and how they can be applied in the context of the green economy.
5. **Fostering** a mindset of innovation and creative problem-solving, encouraging entrepreneurs to use digital solutions to address challenges in the green economy.
6. **Cultivate** a commitment to lifelong learning and professional development, emphasizing the importance of staying informed and continuously improving skills in the dynamic fields of digitalization and the green economy.

## Scope of Work

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1. Training Toolkit (Green Economy)
  - a. Extended Content per module in MSWord
  - b. Visually appealing condensed content per module in PowerPoint Presentation Slides
2. Multiple Choice Questions
  - a. 80 questions per module
  - b. 30 pre and post questions per module
3. Links to additional readings and content
4. Case studies for further reading



## Expected Outcomes/ ToR:

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The Curriculum should:

1. Be tailored to help the entrepreneurs know that green economy is inclusive and a pathway towards eradicating poverty and achieving the 2030 Agenda for Sustainable Development.
2. Provide entrepreneurs with the ability to adapt to rapidly evolving digital technologies and stay updated on the latest trends and advancements in both the digital and green sectors.
3. Be interactive, tasking and action oriented.
4. Internalize commitment, self-motivation, and focus, attention to detail, execution, and determination to get results in the desired sector of choice.
5. Help the entrepreneurs know the importance and usefulness of digitalization in the green economy; and be aware that the green economy is a pathway towards eradicating poverty, achieving the 2030 Agenda for Sustainable Development, and safeguarding the ecological thresholds which underpin human health, well-being, and development.

## Measurement of Outcomes

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1. Change mind-set: Think like someone who is ready to digitally disrupt the green economy sector.
2. Launch: scale their business
3. Grow: Sustaining a growing business
4. Full engagement of the entrepreneurs over the period
5. 100% completion rate
6. Broaden the mind-set of the entrepreneur through reading, discussions, inquiry, inspired to seek solutions.
7. Developed a clearly defined road map/business plan Improved business practices.

## Curriculum Modules & Resource Materials

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1. Strategies for Developing a Balanced and Inclusive Green Economy
2. International Developments and Support to Advance a Green Economy
3. Digitalization in the Green Economy
4. Collaboration, Partnership and Networking in Green Economy Innovation
5. Leading Role for Women in Green Economy (Inclusive of Case studies & additional reading).
6. Access to Finance for Women in Green Economy (Inclusive of case studies).
7. Business Plan development & Financial reporting template

## Production Format

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- Exhaustive and Comprehensive Document in MSWord format
- Condensed PowerPoint Document

## Target Format

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The training curriculum is designed for TEF Entrepreneurs who have ideas & existing businesses in the green sector and have been shortlisted to participate in the bespoke training programme.



## Selection Criteria

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1. The training curriculum should be robust and engaging to upskill a start- up entrepreneur and expand capabilities of entrepreneurs with existing business.
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 experts as part of the faculty to offer practical solution to entrepreneurs' inquiries.

## Possible Concerns

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The TEF work environment is nimble and lean as such each project has team members drawn from various units. Consequently, the preferred vendor may have to interface with more than the contact person stated. It expected that the vendor should be flexible engage and respond the enquiries from TEF staff besides the contact person.



## Deliverables

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### 1. Pre-production

- a. Submission of a detailed timeline/roadmap for the development of the curriculum with dependencies captured, while considering the completion date.

### 2. Production

- a. Submit the first draft of exhaustive and comprehensive content in MSWord for TEF comments and feedback.
- b. Incorporate feedback (where necessary) and revert.
- c. Present the final draft of the curriculum for final approval.

### 3. Post-production

- a. Share condensed PowerPoint documents of the curriculum.
- b. Incorporate feedback (where necessary) and revert.
- c. Present the final draft of the condensed PowerPoints for final approval.

## Intellectual Property

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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 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.



## Recommended Presentation of Technical Proposal

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

S/N	Technical Proposal Evaluation (Summary)	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
		<b>100%</b>	<b>1000</b>

## Submission Requirements

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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. The electronic version shall be emailed to the address stated below.

## The Tony Elumelu Foundation

**Contact person:** Ibukun Odurinde

**Email address:**

[tender@tonyelumelufoundation.org](mailto:tender@tonyelumelufoundation.org)

[Ibukun.odurinde@tonyelumelufoundation.org](mailto:Ibukun.odurinde@tonyelumelufoundation.org)

**Phone No: +234 (0) 909 999 0968.**

## Proposal Due date

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Proposal must be sent on or before the 8<sup>th</sup> of February 2024