
Call for Proposal for Entrepreneur Support Organizations For a Green Incubator and Accelerator Pilot Program

Introduction

FONERWA is a government institution with a mandate to mobilize, manage, monitor, and facilitate cross-sector access to green and climate finance, and provide financial and technical support to catalyze climate resilient development impact at scale.

FONERWA is pleased to announce a call for proposal, which invites Entrepreneur Support Organizations to submit a proposal to offer technical assistance and business development services to a cohort of green businesses under the Incubator and Accelerator Pilot Program.

Background

An emerging platform for innovation, Rwanda has crafted an ambitious private sector-led green growth strategy. The green growth and climate resilience strategy aim at developing a climate-resilient and low carbon economy by 2050. At the heart of this strategy is a focus on green SMEs that can create jobs, value, and wealth and contribute to climate change mitigation and adaptation. Nevertheless, green ventures remain few in Rwanda and face several challenges such as unproven business models, longer gestation periods, increased cost of going green against business-as-usual scenarios. Product development, market acceptance, and trust often tie into making SMEs, especially green ventures unattractive to commercial financiers thus limiting their growth prospects.

Established by the Government of Rwanda in 2012, FONERWA, the green fund of Rwanda, aims to mobilize, blend, and coordinate finance to support the delivery of a green economy. FONERWA invests in public and private projects with the potential to stimulate transformative change in Rwanda and the East African region. A key component of the mandate of FONERWA is to promote and support private sector climate mitigation and adaptation projects in Rwanda. This mandate is in line with Rwanda's vision of creating green jobs while building the country's climate resilience. FONERWA aims to have a third of its total commitments to serve the private sector. It is in this regard that the Fund is proactively aiming at creating an ecosystem of institutions, companies, and financing vehicles to incubate, accelerate and provide growth capital to high-impact green ventures. The Green Incubation and Acceleration program aims to scale green businesses in Rwanda.

In order to enhance the capacity of the government of Rwanda to advance financial innovation to accelerate climate change adaptation and mitigation in line with its Nationally Determined Contribution under the Paris Agreement, the Fund received funding from the World Bank to support a project entitled "*Rwanda NDC Deep Dive: Advancing Financial Innovation to Scale Up Climate Action*". Part of this funding was used to design and operationalize a Green Incubator and Accelerator Program to support climate-related innovation and initiatives aimed at fostering development and technology transfer.

Objective

The objective of the call for proposal is to invite Rwanda-based Entrepreneur Support Organizations (ESOs) to submit proposals for the provision of technical assistance and business development services/coaching and mentoring to a cohort of green entrepreneurs in various sectors.

The proposal from qualified ESOs should outline qualifications and highlights experiences that have adequately prepared the organization to deliver technical assistance and business development services to entrepreneurs at various life stages.

In addition, the interested applicant will describe a delivery mechanism, the timeframe for effective support to project implementation, and the cost estimates to support a cohort of 10 enterprises for the duration of **3 months starting in April**.

Tasks to be completed by the ESO

Provide the description for each task and the expected output.

Task 1: Assess the individual needs of the 10 selected enterprises/green ventures and develop a monitoring and evaluation plan for the program.

Task 2: Develop tailored Technical support for the selected entrepreneurs; business advisory services, innovation support, mentoring, and networking services; accompany funded entrepreneurs in operational optimization, finance and marketing, and strengthen the human capacity of beneficiaries.

Task 3: Deliver the tailored support, monitor, and evaluate the services provided and compile a final report including recommendations.

Guidelines on responding to the Call for Proposal

- 1. A brief summary on the rationale for the expression of interest in the call for proposal (not more than 50 words)**
- 2. Information on the Organization**
 - Name of the ESO and location of the office
 - Contact person
 - Address
- 3. Description of the key activities:** Technical support for entrepreneurs, business advisory services, innovation support, mentoring, and networking services; accompanying funded entrepreneurs in operational optimization, finance, and market and, strengthening the human capacity of beneficiaries.
- 4. Eligibility criteria:** Demonstrated experience based on the delivery of technical assistance and business development services to entrepreneurs within the green space.
- 5. Methodology:** Must clearly show the delivery mechanism of technical assistance, business development services as well coaching and mentoring can be delivered to entrepreneurs/enterprises at different levels of maturity (ideation, incubation, and acceleration)

6. **Funding details and use:** Demonstrated accountability in managing institutional funds
7. **Duration of the services:** Confirmation that the potential ESO will be available for 3 consecutive months and assure how the cohort will be supported in that timeframe.
8. **Contact person:** Provide details of accessibility to facilitate efficient and timely consultations regarding your application.

The key consideration for FONERWA is to find a competent, well-rounded ESOs that meets the requirements below to successfully support the Incubator and Accelerator Program Pilot.

Additional competencies conditions

In order to obtain competent applicants, the screening process will be carried out in a fair, transparent, and competitive multi-step process based on the demonstration of the following capabilities:

- Ability to deliver tailored technical assistance, business development services, coaching and mentoring to enterprises at different stages of maturity.
- Ability to establish a Monitoring and evaluation framework
- To establish reporting tools and procedures
- To establish the conflict-of-interest management
- To elaborate on the appeals and grievances management process

The ESOs are requested to submit to FONERWA a technical proposal that highlights:

- Experience and track record of success in supporting companies at varying levels of development
- Proven track record managing budget higher than 100,000 USD
- Mature existing structure and talents strong enough to be scaled-up.
- Positive market reputation, perceptions, and connections to supporters, regional funders, and other ESOs Experience and insights into green growth needs, roadblocks, and means to support.
- Methodologies or distinctive intellectual property in coaching, mentoring, or uplifting companies
- Willingness to provide green business training

ESO Profile

The candidate's ESO must fulfill the following criteria:

1. The ESO must be registered in Rwanda with at least 5 years of experience delivering technical assistance, business development services/coaching and mentoring services to entrepreneurs;
2. Having successfully accomplished similar assignments;

3. Experience in project management cycle;
4. Experience in business development;

How to Apply

The interested ESO can send their full application form with its annexes to the following email address: **application@fonerwa.org**. No physical copy applications will be accepted.

The documents will be submitted on or before the Deadline by e-mail. The deadline for the submission is **28th March 2022 by 5:00 PM**.

The Call For Proposal shall consist of the Application form together with its attachments.
The following documents will be submitted in response to the call for proposal:

1. Application form (**Downloadable from FONERWA website, on the following link:**
http://fonerwa.org/sites/default/files/2022-03/Application%20Template%20-%20ESO_.docx)
2. Detailed budget
3. Three references for implementing similar assignments

For any further details or inquiries with regard to the application process, please contact us at email: **n.ndahiro@fonerwa.org**.

Sincerely,



Digitally signed by
FONERWA (CEO)5
Date: 2022.03.14 13:58:06
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Teddy Mugabo MPINGANZIMA
Chief Executive Officer
National Fund for Environment (FONERWA)