**Background**

Founded in 2014, Social Enterprise Ghana (SE-Ghana) is a network bringing together key stakeholders who are contributing to the development of social enterprises in Ghana. This network brings together high impact social entrepreneurs, intermediaries and investors to learn from each other, conduct research to broaden understanding of the social enterprise landscape, raise financial investments for social entrepreneurs and provide an organized group to engage and develop strategic partnerships with international donor agencies, sector experts, governments, corporations nationally and regionally.

The goals of this network are to:

1. Connect the social enterprise ecosystem; social entrepreneurs, intermediaries and investors to learn from each other’s’ experiences and partner in scaling their innovations through country and regional face-to-face meetings and an on-line network.
2. Conduct research to broaden understanding of the social enterprise landscape nationally and tell the stories and aggregate the impact of social entrepreneurs.
3. Fundraise for early stage social entrepreneurs locally and internationally to fill in the funding gap and build a portfolio of sustainable social ventures.
4. Build awareness and advocate for policies and programs that promote social entrepreneurship by drawing in funders, government and other stakeholders.

**Project Objective**

The British Council wishes to develop a Social Enterprise Development Plan for the local ecosystem with input from key members of Social Enterprise Ghana

**Summary**

The British Council is seeking a consultant to support Social Enterprise Ghana to develop a Social Enterprise Development Proposal Document to fundraise for a program to drive the growth of social enterprises in Ghana. This programme will be implemented using the capabilities of members of Social Enterprise Ghana who will provide support for the start-up and growth of social enterprises.

**Role Overview**

**Scope of Work**

British Council is seeking a consultant to support Social Enterprise Ghana through the process of developing a proposal to raise fund for a social enterprise development programme to be executed by its members. The plan will result in the start-up and growth of social enterprises and an increase of funding to social enterprises.

1. The consultant will work with the leadership team and key members of SE Ghana to articulate a clear programme to:
   1. Develop a strong pipeline to support social enterprises including encouraging student venturing
   2. Develop strong training for social enterprises especially through accelerators, incubators and hubs to incubate and grow social enterprises.
   3. Develop a framework for a national social enterprise fund which will channel funding to social enterprises, accelerators and smaller funds.
   4. Support research and data collection to increase understanding of impact.
   5. Champion a culture of innovation and entrepreneurship through outreach and other activities.
   6. Drive social enterprise development in key geographies and sectors.
2. The funding proposal should show clear linkages between social enterprise activities and impact and key thematic areas, national priorities and international development focus areas.
3. In addition, the consultant will review existing funding sources and identify potential good funding sources for the proposal.

The consultant will work with a committee made up of members of the leadership team and members of SE Ghana.

**Deliverables Required**

1. A final social enterprise plan document and funding proposal that includes all the details outlined in the scope of work. An abridged/summary proposal and a funding pitch deck.
2. A list of potential funding sources for the plan
3. A proposed timetable for marketing the plan to potential funders.

**Timetables**

22 September 2017(no later than midday 1200GMT) – Proposal due

28 September 2017 – Reach award decision

1 – 31 October – Execution of activities

17 October 2017 – Plan draft completed

30 October 2017 – Final Plan completed

**Information Required of Respondents**

In responding to this RFP please use the following format.

Response to RFP should be no more than 3 pages in length. Supported documentation attached separately.

**Section 1. General Description of the Activities:**

Provide a brief statement of your understanding of the requested effort including the deliverables as well as an overview of the activities the consultant will undertake to achieve the deliverables and cover the full scope of work.

**Section 2. Work Plan:**

Provide information about proposed activities and a timetable for completing the work plan within the timeframe in Part VI. Clearly show activities that would involve key stakeholders such as leadership team, members etc.

**Section 3. Statement of previous experience and CV of Consultants:**

Please highlight previous relevant experience. Clearly identify the consultant as well as each person who will work on the project and identify his or her role. Attach CVs of the consultant and any other team members.

**Section 4. Budget:**

Please provide the costs of the consultant’s time and any additional expenses.

**Section 5. References:**

Please supply the names of three references for whom you have worked on similar projects. Include the current contact information for each reference.

**Qualifications**

The ideal candidate is an individual with:

1. Extensive experience in fundraising especially from international development partners.
2. Strong strategic planning and fundraising proposal development skills and experience
3. A deep understanding of various funding sources especially international development funding.
4. Experience in entrepreneurship or social enterprise sector is highly desirable.

**How to Apply**

**Proposal Submission**

Proposals should be prepared in a straightforward manner to satisfy the requirements of the RFP. Emphasis should be on completeness and clarity of content.

**Proposals will be submitted via email to:**

Larisa Bowen-Dodoo

Email address: [Larisa.BowenDodoo@gh.britishcouncil.org](mailto:Larisa.BowenDodoo@gh.britishcouncil.org)

Subject line: Social Enterprise Funding Proposal Development

Deadline for Receipt of Proposal: No later than midday 22 September 2017

The selection committee may request bidders to appear for interviewing purposes. Travel expenses and cost related to the interview will be the responsibility of the bidder.

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**Additional information**

Consultants may attach any additional information they feel would assist SE Ghana in the selection process.