



📍 14th Senchi Street , Airport Residential Area
Accra - Ghana

✉️ info@impactinvestinggh.org

🌐 www.impactinvestinggh.org

Consultant for the Development of Angel Investor Resource

Request for Quotation

November 20th, 2023

Dear Sir/Madam,

Impact Investing Ghana (hereinafter referred to as IIGH) is pleased to invite prospective bidders to submit a quotation for the development of an Angel Investor Resource to assist Ghanaian angels in their angel investing journey as detailed below.

Quotations may be submitted on or before November 27th, 2023 at 5:00 pm via email to this address justina.mensah@impactinvestinggh.org, akua.asare@impactinvestinggh.org with info@impactinvestinggh.org in copy.

If you are interested in submitting a quotation in response to this RFQ, please prepare your quotation in accordance with the requirements of services as stated in this RFQ and submit it via this email by the deadline for quotation submission.

Consultants are required to submit the following;

- Quotation – the bill for the project.
- Past works – Two or more relevant past works for review.
- Work Plan - a schedule of milestones to deliver by 30th November 2023.
- Names and profiles of key team members.

Contact Information

Please direct all responses to this RFQ and/or any questions to:

Justina Mensah

0264401578

justina.mensah@impactinvestinggh.org

Please note quotations that are received by IIGh after the deadline indicated above, for whatever reason, shall not be considered for evaluation.

We look forward to receiving your quotation.

Approved by:

Justina Mensah
Program Officer, Impact Investing Ghana

PROJECT SUMMARY

Project: Develop material and resources for Angel Investors in Ghana. The goal of an Angel Investor Resource is to enable Ghanaians who are new to angel investing to be able to understand it, build simple skills in evaluating angel investment opportunities, and have access to simple templates to be able to finalise investments. The resources should also include material on options to set up an angel investor network in Ghana.

Background:

In Ghana, individuals pull together their resources to support entrepreneurs or business ideas and innovations in their social circles, such as churches, old-school associations, investment clubs, and others. The content and material for the Angel Investor Resource must provide guidance on how to grow angel investing in these social circles and how to provide a formal structure to their operations.

OBJECTIVES

1. Develop material and resources for Angel Investors in Ghana.
2. Develop materials and resources for Angel Networks
3. Create resources on how to set up or formalize angel networks in social settings such as schools, churches, etc. that provide practical knowledge.
4. Create resources on how to evaluate, pool funds to invest, monitor, build business value, and exit deals.

The content should be simple to understand and useful for the adoption of the current angel networks and individual angels in Ghana.

SCOPE OF WORK

The consultant responsible for developing the Angel Investor Resource should develop materials and content on the following subjects but not restricted to them:

Objective 1: Create resources on how to set up or formalize angel networks

- What is angel investing?
- How to create an Angel Network
- How to structure the network and the various options
- Management and administration
- Funding
- Building linkages with other networks

Objective 2: Create resources on how to evaluate, pool funds to invest, monitor, build business value, and exit deals.

- How to source angel deals
- How to screen deals
- How to conduct due diligence on deals
- How to structure angel deals
- How to conduct valuations on angel deals
- How to close the deal
- How to syndicate among members
- How to monitor a deal
- How to exit an angel deal

The Angel Investor Resources need to be completed by 30th November.

COMPANY INFORMATION

GAIN was launched in 2011 by the Venture Capital Trust Fund. In 2021, Impact Investing Ghana, the Ghana National Advisory Board for Impact Investing took over the hosting of the GAIN secretariat. GAIN is the apex body for angel networks in Ghana with the goal to support the creation and growth of angel networks. In addition, GAIN brings together a small group of leading angel investors in Ghana to invest in small and growing businesses to test the tools of the network. The members of GAIN are the Accra Angels Network and the Ladies Angel Network. GAIN is a member of the Africa Business Angels Network (ABAN) and a strategic partner of the Africa Angel Academy (AAA).

Vendor Selection and Criteria

- Experience with the creation and running of an angel network
- Demonstrated knowledge of angel deal sourcing, due diligence, and structuring of angel deals.
- Work Plan and ability to deliver content
- Competitive price.

Submission Requirements

Training Consultants are required to submit the following;

- Quotation – the bill for the project.
- Past works – Two or more relevant past works for review.
- Work Plan - a schedule of milestones to deliver by 30th November 2023.
- Names and profiles of key team members.



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and copy info@impactinvestinggh.org

with the subject: **CONSULTANT FOR THE DEVELOPMENT OF AN ANGEL INVESTOR RESOURCE**

Budget for the project: USD 4,450

Timelines

The deadline for submission of quotation is 27th November 2023.

Negotiations: 28th November 2023.

Selection of vendors on 28th November 2023.

The project commences on 5th December 2023 and must end by 9th February 2023.

A handwritten signature in black ink, appearing to read "Justina Mensah", with a horizontal line drawn through it.

Requested by Justina Mensah:

A handwritten signature in black ink, appearing to read "Amma Lartey", with a horizontal line drawn underneath it.

Approved by Amma Lartey: